

SAMPLE DOCUMENT · FICTIONAL PROPERTY · ILLUSTRATIVE FIGURES ONLY

PROPERTY	PREPARED FOR	DATE	TURNAROUND
14 Thousand Acre Rd, Brewster	The Hallorans	August 14, 2026	3 business days

1 · THE RECOMMENDATION

List this fall — but not before the 11th of September.

Yours is a genuine fall listing: three bedrooms, one and a half baths, 1978, half an acre off 6A, dry basement, roof with life left. That is the most liquid thing in Brewster right now, and the buyers who missed out in June are still looking.

The reason for the date is the barn, not the market. Forty years of things are in it and nobody has started. Photographs taken around it will cost you more than three weeks of waiting will. Clear it, shoot it, go — under agreement by mid-October, closed before Thanksgiving.

Spring would also work. It would cost you a winter of carrying the place and gain you very little. I wouldn't wait.

2 · THE THREE SALES THIS IS BASED ON

COMPARABLE SALE	SOLD	PRICE	HOW IT DIFFERS FROM YOURS
Ranch, 0.4 ac, off 6A · 3bd/2ba · 1,540sf · 1974	Jun 2026	\$862,000	Kitchen redone 2023, second full bath. Above you — the bath is most of the gap.
Cape, 0.6 ac, north of 6A · 3bd/1.5ba · 1,480sf · 1981	May 2026	\$818,000	Nearly your twin. Sold in 19 days. The closest read on your house.
Ranch, 0.5 ac, off Slough Rd · 3bd/1.5ba · 1,390sf · 1976	Sep 2025	\$779,000	Sold as-is, full of contents. Below you — and the reason the barn matters.

Reading these: the third house is yours if you do nothing. The second is yours cleared out. The first is yours with a second full bath — which I am *not* suggesting you build.

3 · WHAT YOU WOULD ACTUALLY NET

AT \$845,000 — CLEARED & PREPPED		AT \$795,000 — SOLD AS IT STANDS	
Sale price	\$845,000	Sale price	\$795,000
Brokerage fee (5%, negotiable)	−41,250	Brokerage fee (5%, negotiable)	−39,750
MA excise stamps	−3,853	MA excise stamps	−3,625
Conveyancing	−1,500	Conveyancing	−1,500
Smoke/CO, final water, misc.	−650	Smoke/CO, final water, misc.	−650
Prep & cleanout	−6,500	Prep & cleanout	−2,500
Estimated net	\$791,247	Estimated net	\$746,975

A \$44,000 gap for about \$4,500 of work and three weeks. That is the entire argument for clearing the barn. Excludes mortgage payoff and all taxes — ask your accountant before committing to a price.

4 · WHAT TO DO — AND WHAT TO SKIP

- 1

Clear the barn and the back bedroom. Worth more than everything else here combined. Two men and a dumpster, ~\$2,800.
- 2

Paint the front door and the 6A-side trim. One day, ~\$700. First and last thing anyone sees.
- 3

Six new kitchen light fixtures. ~\$400. Dated lighting reads as "dated house" faster than a dated counter.
- 4

Deep clean, windows in and out. ~\$600.

About \$4,500 of work against roughly \$44,000 of price.

DON'T DO THESE

- ×

The kitchen. A \$40k renovation returns maybe \$22k here and pushes you into November.
- ×

The roof. Six to eight years left. Buyers will price it; replacing it won't pay you back.
- ×

A second bath. Trading \$35k and two months for about \$30k of price.
- ×

Refinishing the floors. Original oak, top third of what sells here.

5 · THE CALENDAR, WORKING BACKWARD

- Mon, Aug 17 — Cleanout begins. The only date that has to hold.
- Fri, Sep 4 — Barn empty, trim painted, fixtures in.
- Tue, Sep 8 — Photography, 8:00 AM for the east light on the front.
- Fri, Sep 11 — Live on market, going into a weekend.
- ~Oct 5 — Offer accepted. Twenty to twenty-five days is normal here.
- ~Oct 12 — Inspection done, under agreement.
- Fri, Nov 20 — Closing. Two days before you wanted to be in Vermont.
- If the cleanout slips past Sept 1 — this becomes a spring listing, and I'll say so rather than push a rushed one out in October.