



NANCY MOORE

VICE PRESIDENT, ASSOCIATE BROKER

CBR, CRP, GRI, SRES

Luxury home guidance across Needham, MetroWest Boston, and the Boston suburbs - strategy-first, calm, and data-driven.

- 24+ years advising buyers and sellers in Needham and the Boston suburbs
 - REALTrends Top 1.5% America's Best Realtors
 - 125+ Google 5-star reviews
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WHAT CLIENTS HIRE ME FOR

Clients hire Nancy for clear pricing guidance, calm decision support, and strong negotiation - grounded in local micro-market data, not noise.

PRICING + POSITIONING

NEGOTIATION

PREP-TO-PROFIT

MARKET INTELLIGENCE

NEEDHAM NATIVE. BOSTON SUBURBS SPECIALIST.

Nancy is a lifelong Needham resident and Vice President/Associate Broker with Gibson Sotheby's International Realty, serving Needham, Wellesley, Newton, Natick, Weston, Westwood, Dover, and surrounding MetroWest communities.

AT-A-GLANCE

EXPERIENCE

24+ years Residential real estate

RECOGNITION

**REALTrends Top 1.5% America's
Best Realtors**

CLIENT FEEDBACK

125+ Google 5-star reviews

SERVICE AREA

**Needham, MetroWest Boston,
and the Boston suburbs**

MY APPROACH

FOR SELLERS

1. Prep + positioning plan
2. Pricing strategy
3. Launch + agent outreach
4. Offer strategy + negotiation
5. Contract-to-close management

FOR BUYERS

1. Clarify goals + must-haves
2. Timing + financing strategy
3. Tour + evaluate with context
4. Offer strategy to compete intelligently
5. Inspection + closing coordination

WHAT CLIENTS SAY

"Exceptionally strategic - her pricing guidance and negotiation made a measurable difference."

CLIENTS I'M BEST SUITED FOR

- Luxury sellers who want a clear plan and strong representation
- Move-up buyers navigating low inventory and competitive pricing
- Rightsizing/downsizing clients who want to simplify without downgrading lifestyle

FREQUENTLY ASKED QUESTIONS

How do you determine pricing in Needham?

Nancy reviews recent comparable sales, current competing inventory, and buyer demand signals to set a price that attracts qualified attention and supports strong terms.

Do I need to renovate before listing?

Not always. The right plan depends on your home, your neighborhood, and your goals. Often, focused improvements and presentation deliver more ROI than major projects.

How far in advance should I start planning a move?

Ideally 60-120 days before your target date, especially if prep work, school timing, or a purchase-and-sale strategy is involved.

IF YOU EVER WANT A CLEAR PLAN - START HERE.

No pressure. Just a smart starting point.

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