
Powerful together



Partnership matters

Thank you for the opportunity to show you the difference Gibson Sotheby's International Realty can make as your partner.

Our job is to make selling your home easier from start to finish. And we have the experience and expertise to do just that. What we'd like you to remember is simply this: Together, we will succeed.

At Gibson Sotheby's International Realty, we have everything in place to deliver like no one else. We'll work with you as a true partner and guide you through each step of your journey. This brief presentation will show a comprehensive plan, including the mobilization of our resources and partnerships to reach the right audience of buyers.

Thank you once again for your consideration. We would be honored to represent you.

Your property

PERSONALIZED STRATEGY

The attention *your property deserves*

At Gibson Sotheby's International Realty, we understand that each property and seller is unique, so we offer you an exclusive tailor-made strategy. We execute that strategy by combining our vast experience, innovative technology, and unmatched global reach to attract the attention of the most qualified buyers around the world.





LOCAL INSIGHT

Your community *is our community*

For more than 60 years, Gibson Sotheby's International Realty has been the leading brokerage in the real estate markets spanning Eastern Massachusetts. We are an integral part of our communities—we know the neighborhoods, schools, and shops from the inside out to sell potential buyers on the value of the area. Better yet, we know and understand the people that make up these communities. It is this deep sense of place shared with our clients that sets us apart.



NORTH SHORE



BOSTON



GREATER BOSTON





METROWEST



SOUTH SHORE



SOUTH COAST



CAPE COD

THE SELLING PROCESS

You'll like
the way we work

Together we'll follow a proven path to success.

1

PREPARING YOUR PROPERTY

We'll work together and leverage our award-winning sothebysrealty.com website to showcase your property in the very best light.

2

**FINALIZING YOUR
MARKETING PLAN**

We'll provide you with an in-depth plan for unrivaled worldwide exposure.

3

LAUNCHING YOUR SALE

This is the big day when we announce your listing to the world.



4

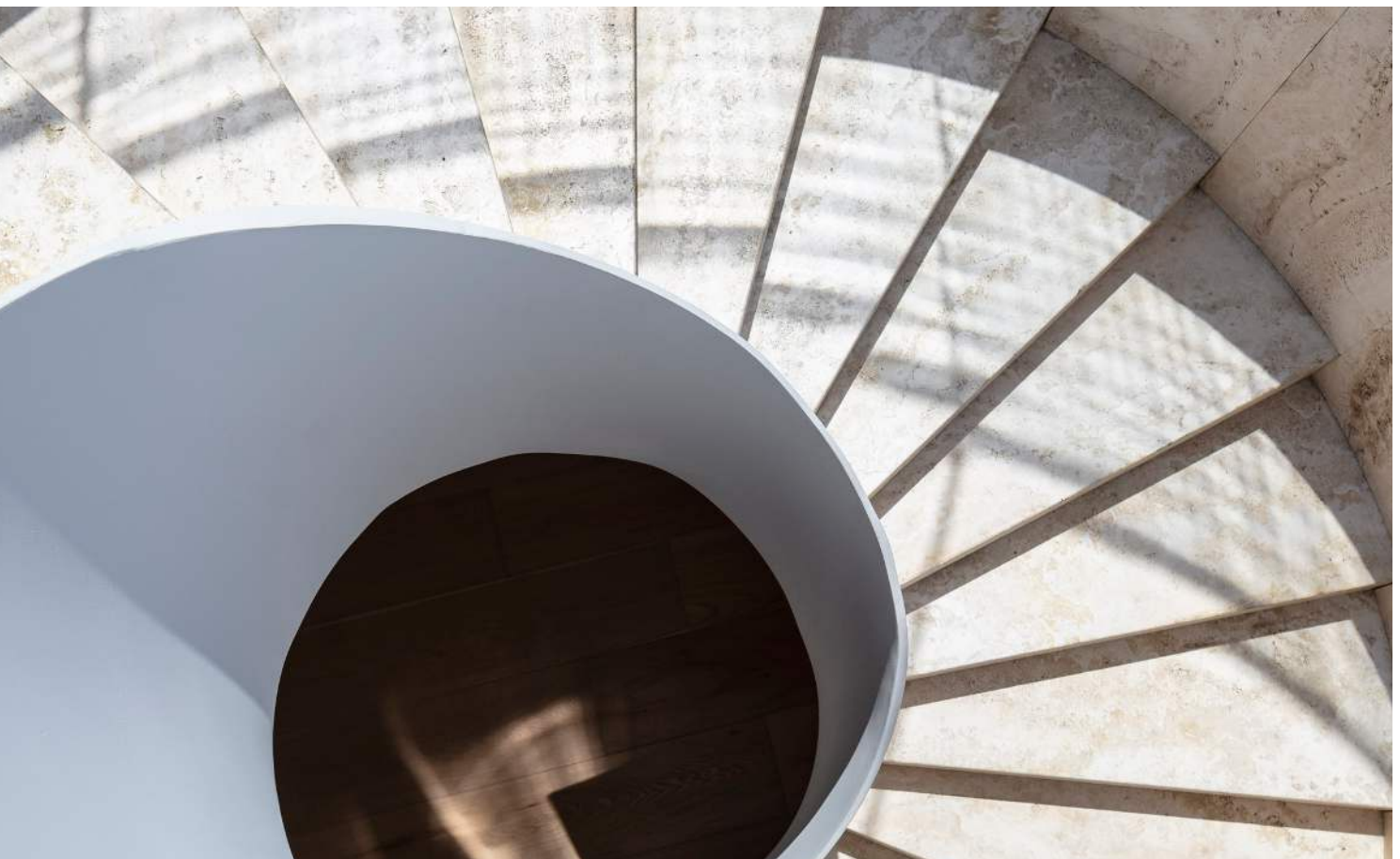
REPORTING YOUR PROGRESS

We'll keep you in the loop all along the way with access to our live data dashboard as well as showing details and feedback.

5

CLOSING THE TRANSACTION

We're with you every step of the way, from due diligence to signature of the deed.

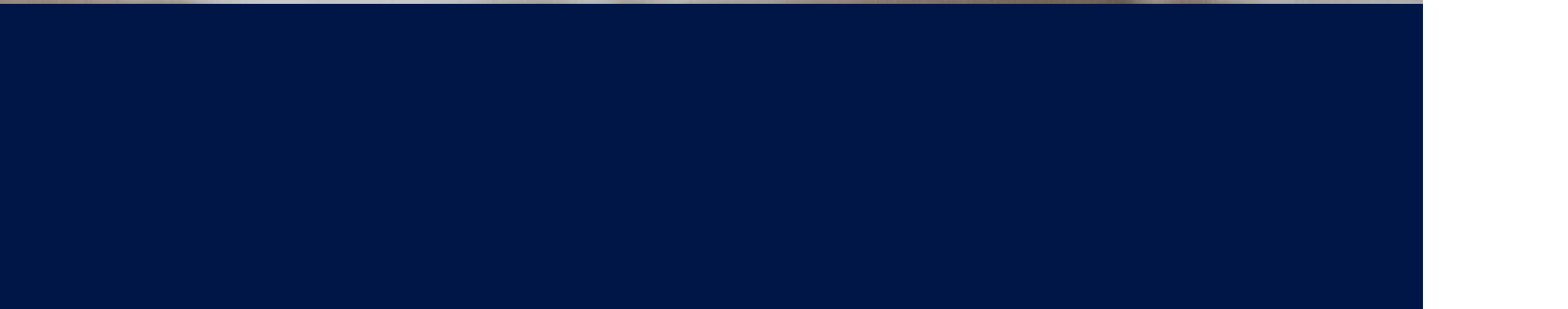


PRICING STRATEGY

The right price *gets the best result*

Experience shows that pricing a property correctly from the start results in the greatest buyer interest at the most favorable price. We will carefully analyze the market using our local expertise to determine the optimal price for your property.





Your partner

YOUR ADVISOR

Nancy Moore

Known for her integrity, diligence, and positive attitude, Nancy Moore prides herself on providing personalized client service before, during, and after the sale of residential properties. As a Needham resident for over 40 years, she has an intimate knowledge of Needham and the surrounding communities, which she is proud to call home. With more than 20 years of real estate experience and a proven track record of success, Nancy is a trusted expert in the field, committed to delivering unparalleled service, professionalism, and confidentiality. Whether buying or selling, she expertly guides clients through one of their most important financial decisions, ensuring they make the best choice for their personal situation.

As the co-founder of the Migdol Moore Team, Nancy has helped dozens of clients buy, sell, and invest in residential real estate in Needham and the surrounding MetroWest communities. Recognized for being highly professional, meticulous, and

detail-oriented, Nancy ensures every client receives expert guidance and attention to detail. Sellers benefit from her strategic home preparation and marketing to attract top-dollar offers, while buyers are expertly represented in finding the perfect property with strong terms and future potential.

Having been raised in Needham and raising her own family here, Nancy offers a deep-rooted understanding of the community and its surrounding areas. She is a dedicated supporter of local businesses, schools, and organizations, reflecting her strong commitment to the town and its neighboring communities. With a client-focused approach, Nancy provides expert guidance before, during, and after every transaction, ensuring a seamless experience. She understands the significance of real estate decisions and welcomes inquiries, always appreciative of the opportunity to assist buyers and sellers in achieving their goals.

Nancy.Moore@GibsonSIR.com

Vice President

781.424.3527

Associate Broker, GRI, CBR, CRP, SRES®





NANCY MOORE

A Leader in Luxury

EXPERIENCE

Real Estate Agent/Associate Broker, Gibson Sotheby's International Realty — Present
Real Estate Agent/Associate Broker, Benoit Mizner Simon & Co. — 2016-2020
Real Estate Agent/Relocation Director for Prudential Advantage/BHHS — 2013-2016
Real Estate Agent/Associate Broker, BHHS Town & Country — 2001-2016
Real Estate Agent, Century 21 The Alexanders — 2000-2001

AFFILIATIONS

- National Association of Realtors
- Massachusetts Association of Realtors
- Greater Boston Real Estate Board
- Worldwide ERC Education

EDUCATION

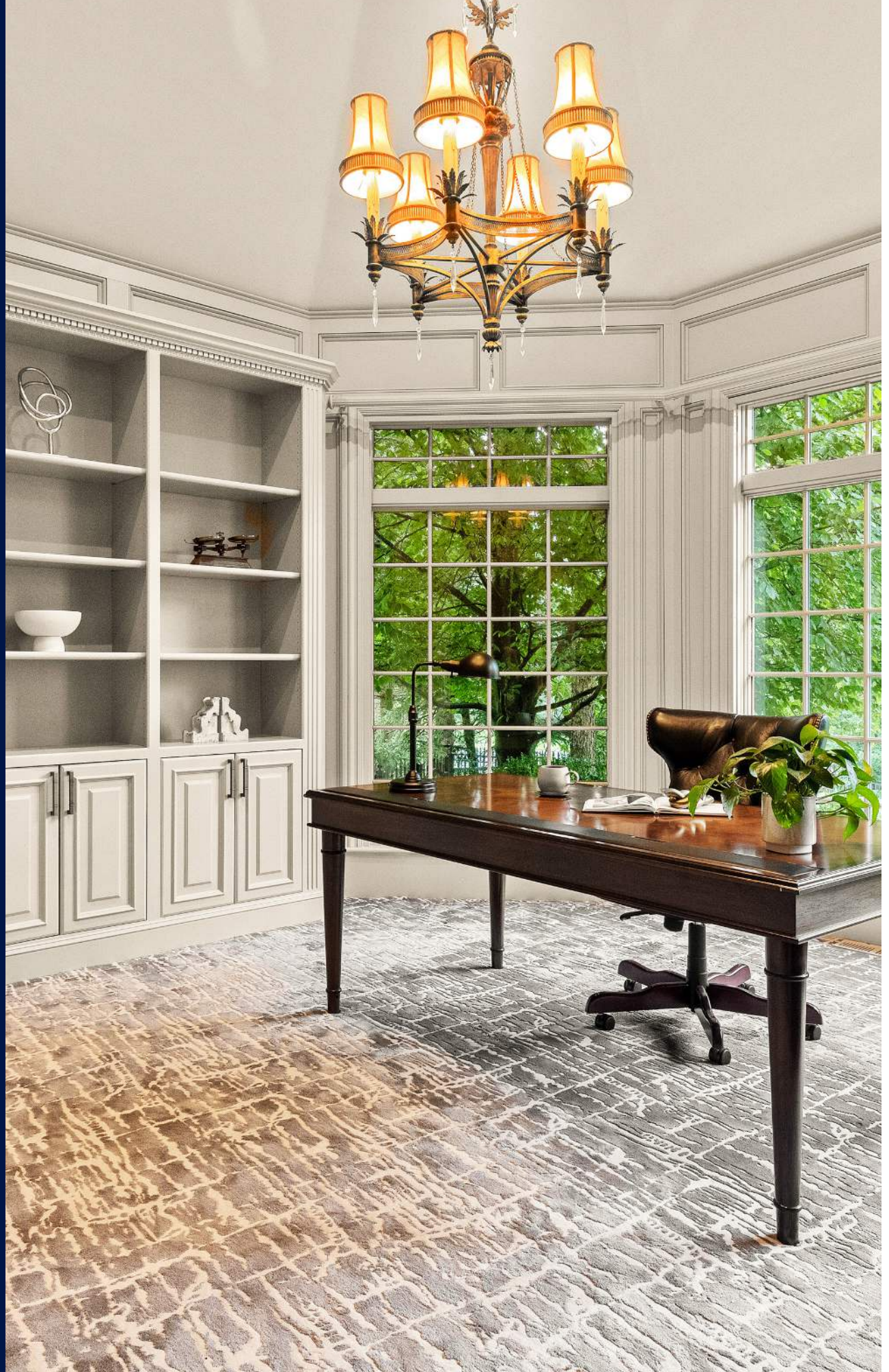
- Providence College
- Fitchburg State College

DESIGNATIONS

- Associate Broker
- CBR, Certified Buyer Representative
- CRP, Certified Relocation Professional
- GRI, Graduate Realtor Institute
- SRES, Senior Real Estate Specialist

AWARDS

- RealTrends Top 1.5% of Realtors
- Presidents Circle, Top 3% of agents nationwide
- Leading Edge, Top 6% of agents nationwide
- Honor Society, Top 13% of agents nationwide
- Top Producer, Benoit Mizner Simon & Co. 2019
- Top Producer, Boston Magazine
- REALTrends top 1.5% America's Best Realtors 2021, 2022,2023
- Nominated for Top Agent Magazine



Migdol Moore Team

Migdol Moore Real Estate began with two agents, Jane Migdol and Nancy Moore, who feel that their personal and professional mission is to help everyone find their place in the world. With over 42 combined years in the industry, we are locally focused Realtors backed by a truly global real estate brand, and we take pride in our roles as stewards of the neighborhoods in which we live and work. With our unflagging trust and constant collaboration, we are able to provide exceptional service that exceeds our client's expectations and makes the process seamless, stress-free and exciting.

In 2022, we welcomed Jonathan Migdol to the Migdol Moore Team. As an Associate Broker and licensed attorney, Jonathan brings us a wealth and breadth of experience, complementing our existing skills.

Whether you're interested in exploring your real estate options or simply want to know more, please contact us today to learn how we can help you achieve your goals. We will be happy to illustrate the unparalleled marketing and local and global exposure your home will receive through Gibson Sotheby's International Realty.





CLIENT ENDORSEMENTS

The reviews speak for themselves

"Nancy Moore is a highly professional and competent realtor. She listened to our goals and concerns as she helped guide us through each step in the selling process to meet our goals. Nancy is knowledgeable about the local market and buyer expectations. She provided valuable and insightful information throughout, making our sales process extremely smooth and stress-free. Nancy made excellent local recommendations for electrical, plumbing and other local services including the closing attorney. Her recommendations were perfect - everyone was prompt, helpful, professional and reliable. She anticipated each step in the process and fully prepared us in advance. Nancy was a delight to work with. We would not hesitate to call on her again and we strongly recommend her."

"Nancy and her team are extremely knowledgeable and always have their clients best interest top of mind. Nancy's experience and dedication to her clients are second to none. Her integrity and professionalism are among the several qualities that separate her from others in her industry. Our mutual clients have nothing but wonderful things to say about working with her. I would not hesitate for a minute entrusting her with your home buying/selling needs."

CLIENT ENDORSEMENTS

The reviews speak for themselves

"We moved from another part of MA to the Dedham area where we rented while looking for homes. We needed a realtor who was knowledgeable enough and could help us understand the real estate market in towns like Needham, Westwood, Medfield etc. That's when we came across Nancy. Her knowledge and experience along with her pleasant personality fell in-line with what we were looking for in an agent. After every showing Nancy would follow up with us in detail to understand what helped and what we liked. She made sure to understand our priorities and requirements. She assessed the property and explained how it relates to the purchase price and location. She followed up promptly with the seller's agent with our questions and asked for multiple visits per our request. She made sure we were clear on the next steps for the purchase. Thank you Nancy for all your help and patience."

"I've been a real estate attorney for a long time and have worked with hundreds of real estate brokers. Nancy is among the most attentive and professional brokers I've encountered. Sometimes it seems like she works 25 hours a day, eight days a week in service to her clients. Whether sellers or buyers, I can tell her clients are always very pleased and grateful for her hard work and great results. Highly recommended."

SIGNIFICANT SALES

What have we done *for sellers lately?*



241 BRISTOL ROAD, WELLESLEY
\$4,300,000



575 CHESTNUT STREET, NEWTON
\$1,585,000



110 PARKER ROAD, NEEDHAM
\$1,375,000



**123 COUNTRY WAY,
NEEDHAM**
\$2,795,000

166 WISWALL ROAD, NEWTON
\$3,199,000



Nothing compares to
proven performance.

MIGDOL  MOORE
TEAM

SOLD

*199 School Street, Franklin	\$547,500	*77 Booth Street, Needham	\$2,000,000
9 Warren Avenue, Reading	\$783,000	*39 Partridge Drive, Westwood	\$2,300,000
*71 Mokema Avenue, Waltham	\$865,000	166 Wiswall Road, Newton	\$3,100,000
*25 Willson Street, Salem	\$902,000	241 Bristol Road, Wellesley	\$4,300,000
*22 Fosters Pond Road, Andover	\$1,025,000	*28 Paddock Way, Sudbury	\$4,300,000
72 Green Street, Needham	\$935,000	*31 Hamlin Lane, Needham	\$355,000
*143 Central Avenue, Needham	\$1,200,000	*9 Poppasquash Road, North Attleboro	\$380,000
*1796 Main Street, Concord	\$1,500,000	22 Hemlock Circle, Millis	\$378,000
12 Alfreton Road, Needham	\$1,600,000	*5 S Stone Mill Drive, Unit 311, Dedham	\$440,000
575 Chestnut Street, Newton	\$1,585,000	*1039 Greendale Avenue, Needham	\$2,350,000
176 Manthorne, Unit 1, West Roxbury	\$560,000	*303 Brookline Street, Needham	\$2,175,000
79 Aldrich, Unit 1, Boston	\$550,000	39 Broad Meadow Road, Needham	\$1,250,000
28 Alton, Unit E, Brookline	\$1,225,000	*38 Flint Locke Lane, Medfield	\$863,000
*Lot 4 Powisset Street, Dover	\$2,500,000	1 Shady Lane, Needham	\$2,279,000
*28 Talbot Street, Newton	\$1,220,000	1351 Great Plain Avenue, Needham	\$975,000
*407 Marlborough Street, U:5B, Boston	\$1,089,000	20 Shady Lane, Needham	\$951,000
*346 Linden Street, Wellesley	\$1,420,000	*18 Pershing Road, Newton	\$1,150,000
77 Aran Road, Westwood	\$918,000	22 Gilbert Road, Needham	\$1,585,000
29 Thorpe Road, Needham	\$1,450,000	166 Elmwood Road, Needham	\$1,010,000
*54 Homestead Park, Needham	\$1,785,000	359 Warren Street, Needham	\$870,000
*14 Partridge Road, Medfield	\$1,023,975	86 Gary Road, Needham	\$1,237,000

Nothing compares to
proven performance.

MIGDOL  MOORE
TEAM

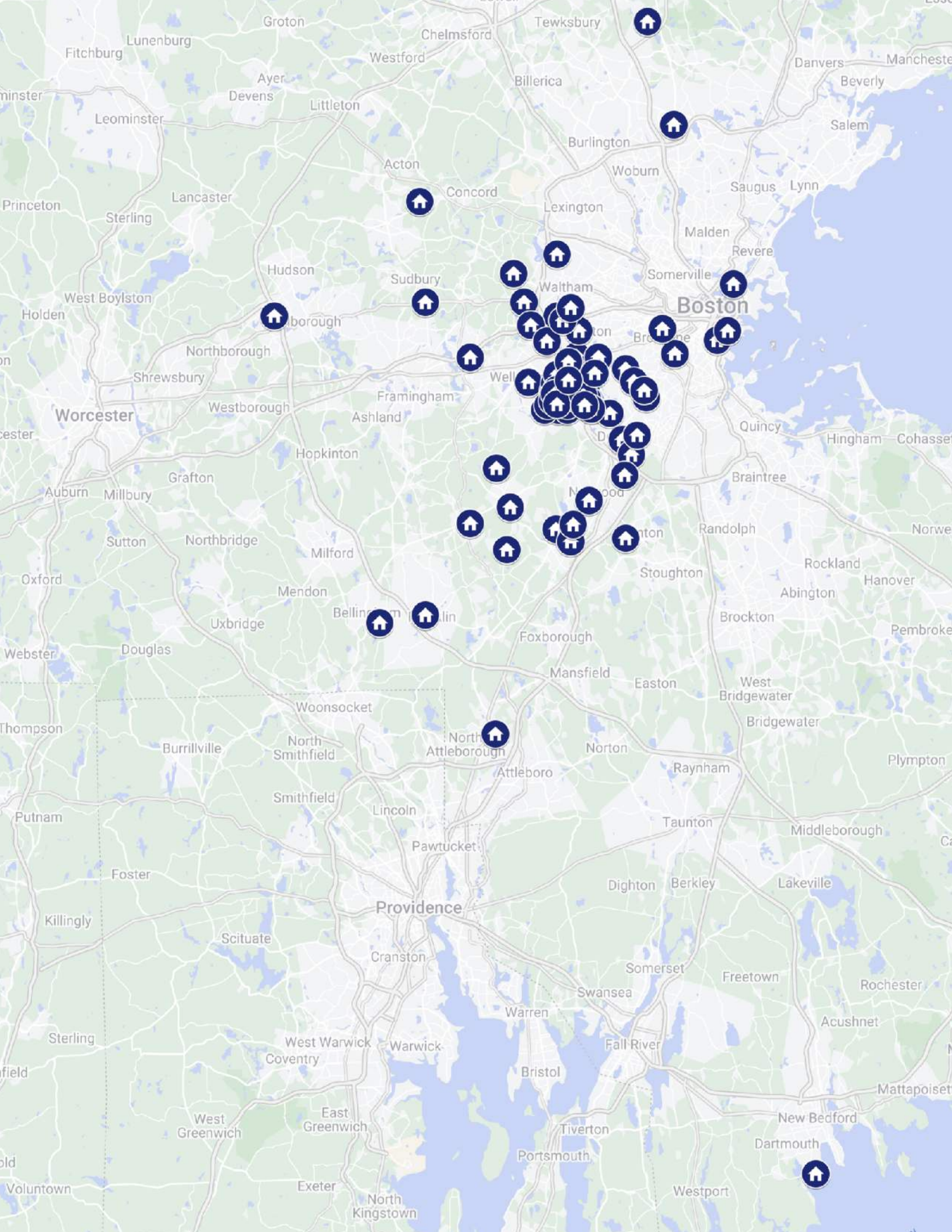
SOLD

*110 Parker Road, Needham	\$1,375.00	*14 Wolcott Woods, Milton	\$1,495,000
361 High Rock Street, Needham	\$1,641,000	39 Concord Square, Boston	\$5,150,000
10 Kingswood Road, Newton	\$1,590,000	*376 Warren Street, Needham	\$1,100,000
*401 Emery Lane, Sudbury	\$516,610	9 Holland Terrace, Needham	\$1,585,850
1202 Greendale Avenue, Needham	\$440,000	164 Broadmeadow Road, Needham	\$1,330,000
517 Commonwealth Avenue, Newton	\$1,850,000	47 Frank Street, Needham	\$1,850,000
253 Bridle Trail Road, Needham	\$2,975,000	123 Garden Street, Needham	\$1,520,000
*100 Washington Park, Newton	\$1,310,000	45 South Street, Needham	\$2,400,000
9 Weir Street, U:9, Newton	\$1,312,500		
*617 Grove Street, Newton	\$770,000		
26 Highgate Street, Needham	\$1,600,000		
*208 Evelyn Road, Newton	\$1,550,000		
36 Charles Street, U:36, Newton	\$515,000		

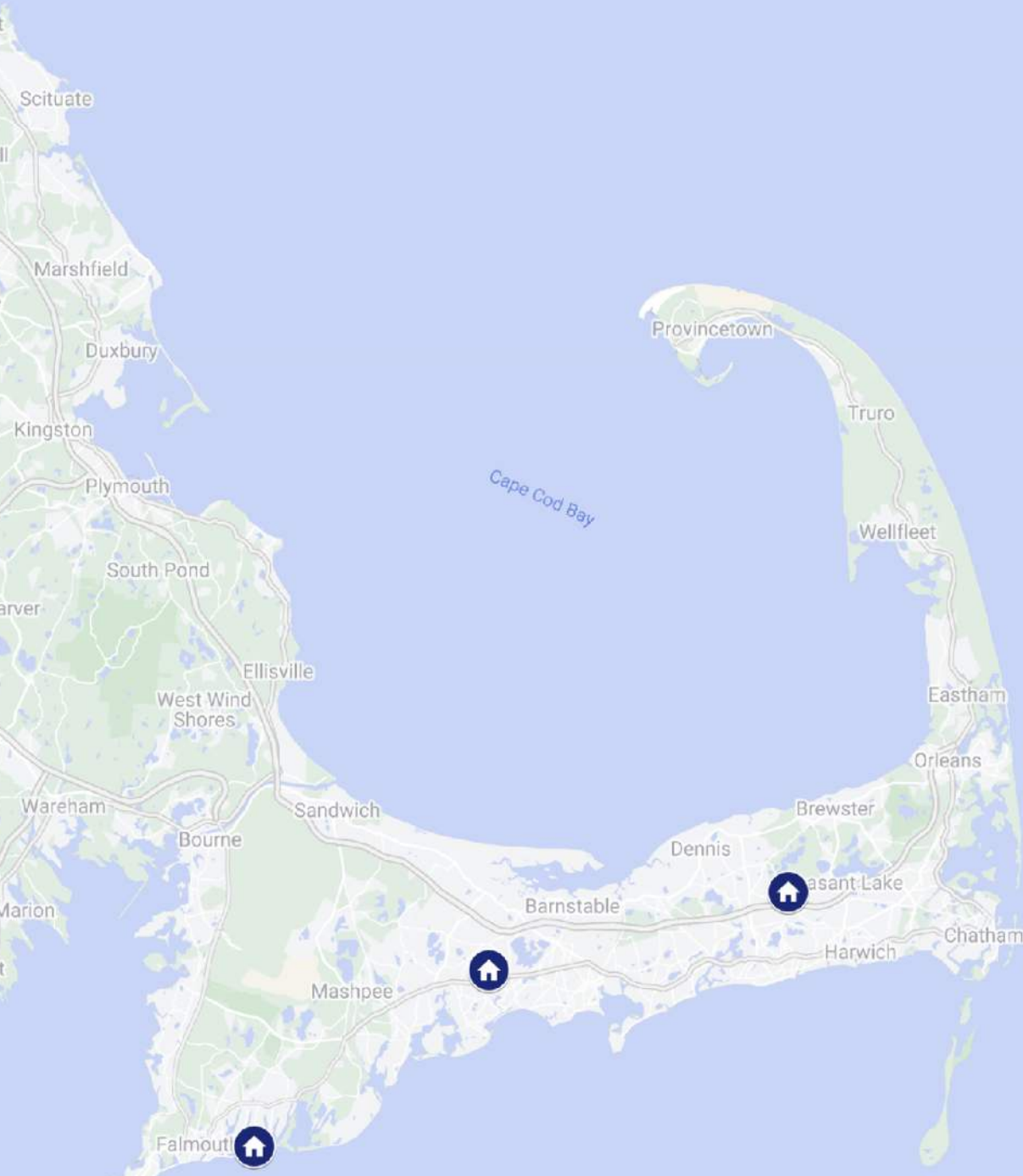
Data Key

Bold sales: Off-market Listing/ Sale

*: Buyer side sale



Map of Migdol Moore Team's Past Sales



Your brokerage

Our local heritage began in 1962, when Betty Gibson, esteemed South End local and our pioneering founder, established our flagship office in Boston's South End neighborhood. Gibson was instrumental in developing the growth and desirability of not only the South End, but the city of Boston as a whole.

Today, Gibson Sotheby's International Realty is Massachusetts' leading independently owned brokerage with 25+ offices and more than 500 associates serving Boston, Greater Boston, the MetroWest, North Shore, South Shore, South Coast, Cape Cod, Nantucket, New Hampshire, and Rhode Island.

Specializing in residential sales and rentals at all price points, our team offers a world of advantages to our clients—including a heritage of hyper-local expertise, a reputation for delivering white glove service, and numerous tools and resources that empower you to meet your goals.



Scan to view
our office
locations



Gibson

Sotheby's

INTERNATIONAL REALTY



\$3.39 Billion

in Sales Volume in 2024

#1

Massachusetts-Based Firm by
Sales Volume

Highest Average Sale Price

of the Top 10 Firms

25+

Offices in Massachusetts

500

Agents and 50+ staff

LOCAL RESULTS

Our numbers
work for you

\$157
billion

Global sales volume 2024, USD

BACKED BY THE BEST

Our numbers
are your assurance

26,100

Sales associates

1,100

Offices worldwide

33 Million

sothebysrealty.com visits in 2024

#1

Most profiled real estate company
in the news

1.2 Million

Engaged social media followers

65 Million +

Videos played in 2024

1744

The year our heritage began

84

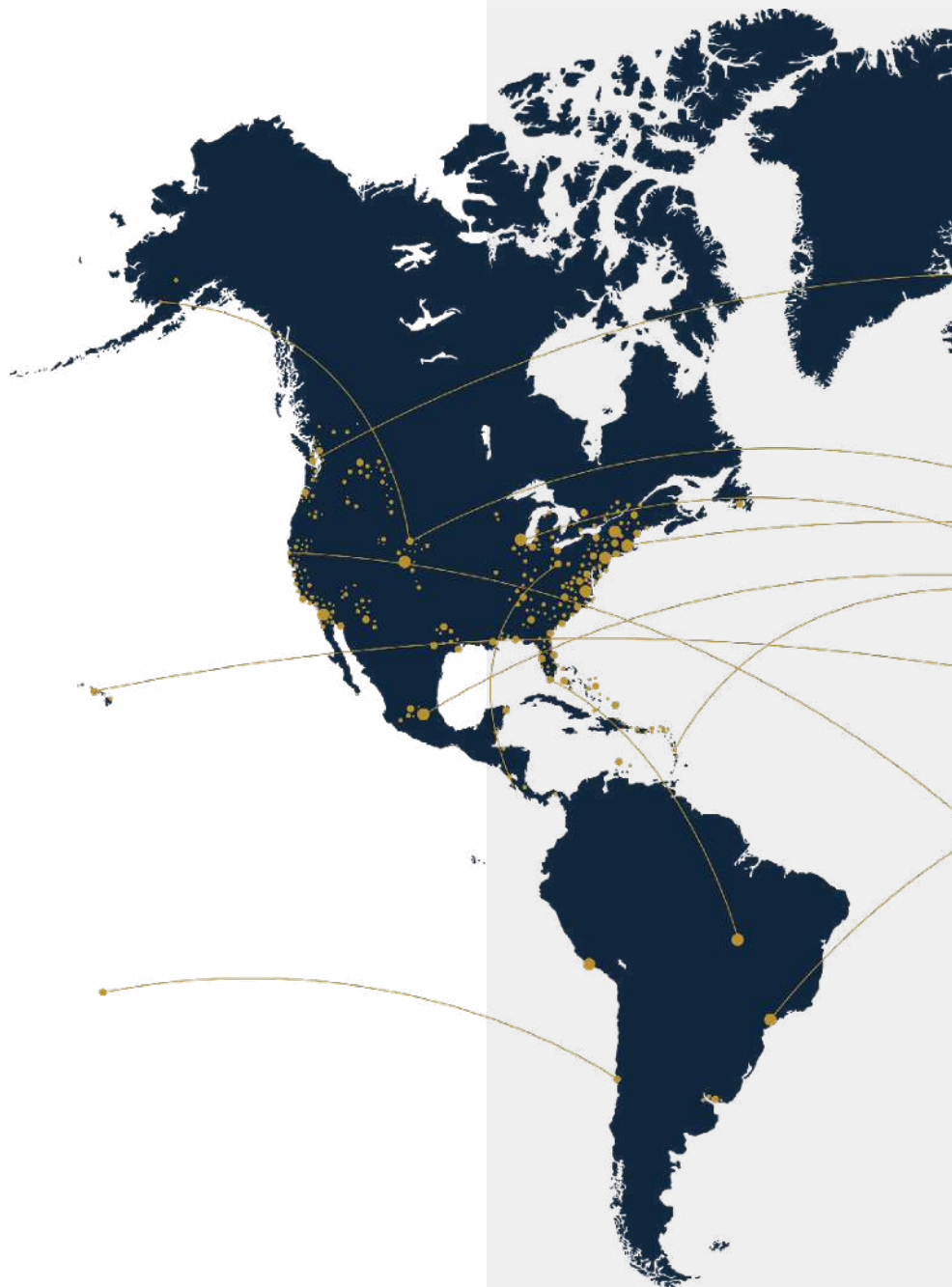
Countries & territories

Your advantage

GLOBAL CONNECTIONS

Our world *is yours*

Sotheby's International Realty is the only truly global luxury real estate company with 26,100 advisors working in 1,100 local offices across 84 countries and territories. Our unparalleled network works together to meet your needs and expectations.





33M

sothebysrealty.com visits in 2024

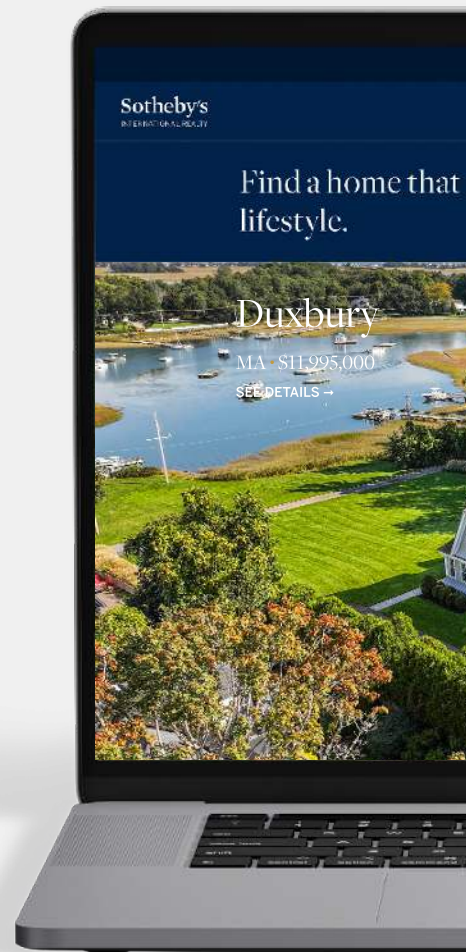
16

Languages

ONLINE EXPERTISE

Our reach
*brings the world
to your home*

We make your listing easy to find online with our Webby Award-winning website and finely tuned SEO. Sothebysrealty.com enables millions of visitors to immerse themselves in engaging videography, impactful photography, and inviting virtual tours.



59%

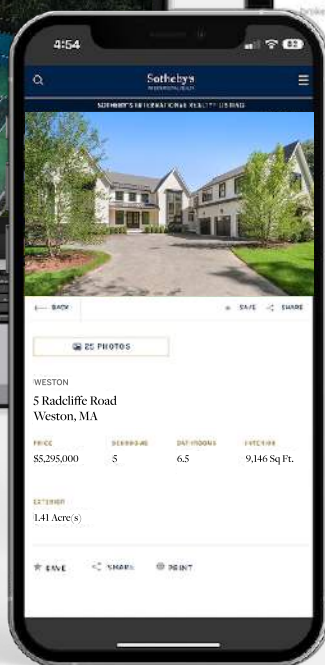
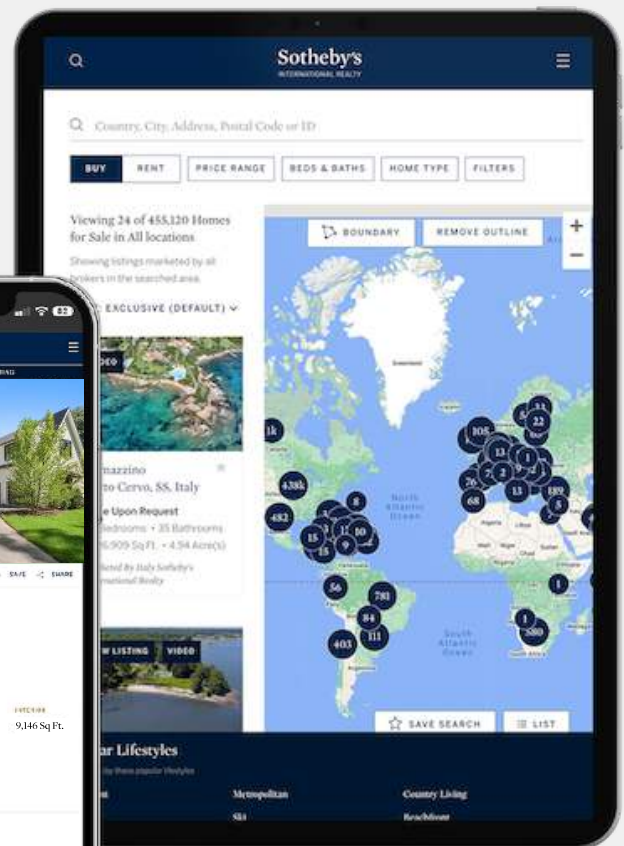
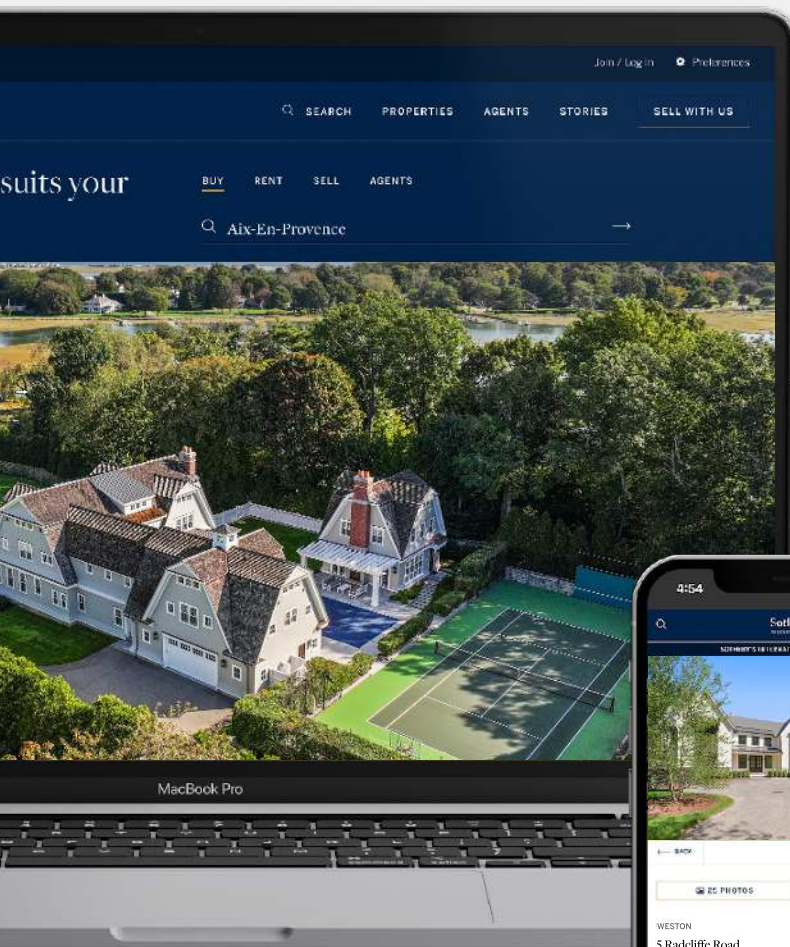
Visitors from outside the U.S.

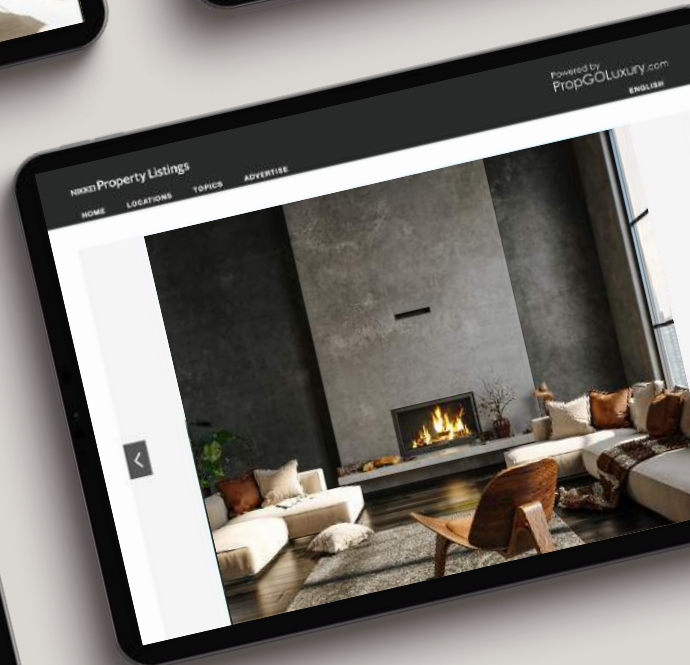
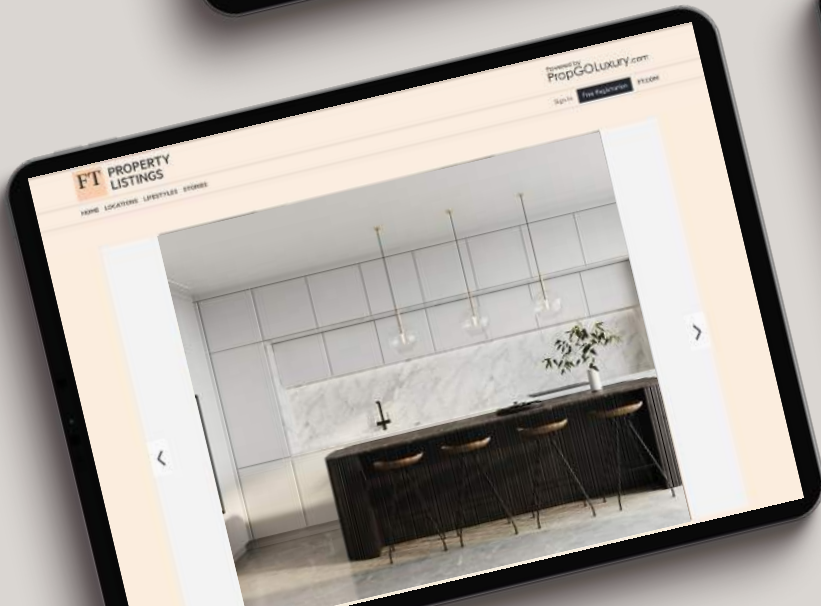
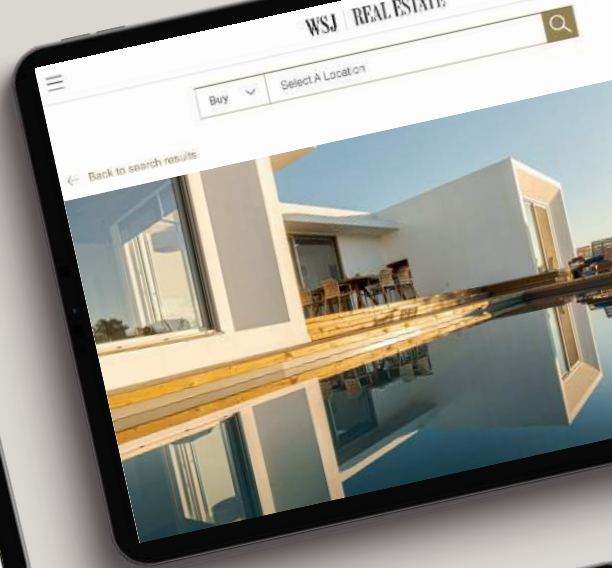
40%

Organic search traffic

65M

Videos played in 2024





 Apartment.com™

 Apartamentos.com™

ApartmentFinder™

apartmenthomeliving
live the fun

BARRON'S

COUNTRY LIFE

FINANCIAL TIMES

ForRent.com™

HOUSE

JamesEdition

 居外
Juwai.com

Land And Farm

 Lands of America™

LandWatch

LUXURY ESTATE

MANSSION GLOBAL

MarketWatch

 Nextdoor

NIKKEI

 Properstar

PropGOLuxury.com

PROPRIÉTÉS
LE FIGARO

realtor.com™

 SNOW
ONLY

THE WALL STREET JOURNAL



PROPERTY SYNDICATION

Top media partners *drive traffic to your listing*

As soon as your property is on sothebysrealty.com, it is also distributed across a variety of leading websites across the world, maximizing reach and exposure.

AD

Instagram

BBC

AD
MEXICO

居外
Juwai.com

dwell

facebook

NIKKEI

Google

YouTube

MANSTON GLOBAL

FINANCIAL TIMES

PROPRIÉTÉS
LE FIGARO

theTradeDesk

JamesEdition

LUXURY ESTATE

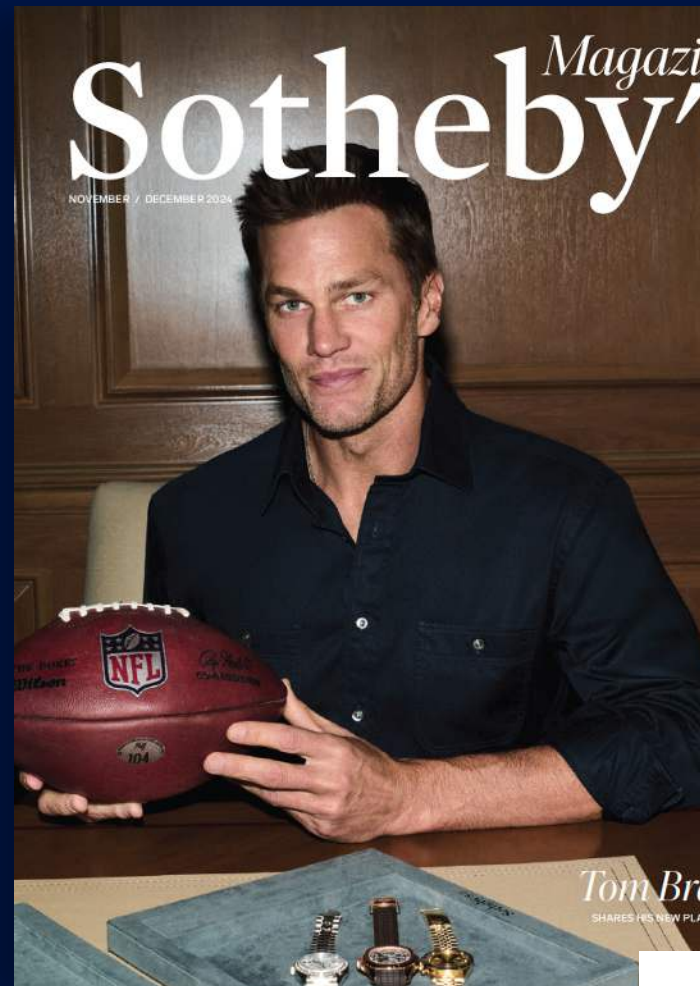
The New York Times

PropGOLuxury

Robb Report

South China Morning Post

THE WALL STREET JOURNAL



No one can draw *more eyes to your listing*

We work with the best online and print publishers to drive better performance and more return for our clients on a local level and around the world.

ine
S

ady
YBOOK



SEARCH SUBSCRIBE SIGN IN

FIND A PRO ARCHITECTURE + DESIGN REAL ESTATE AD IT YOURSELF CLEVER CELEBRITY STYLE LIFESTYLE AD PRO VIDEO

1 of 1 Curators of the unique

Needham, Massachusetts Boston, Massachusetts Arlington, Massachusetts

Gibson Sotheby's INTERNATIONAL REALTY

Find yours

Real Estate

VIEW ALL CELEBRITY REAL ESTATE ON THE MARKET NEWS

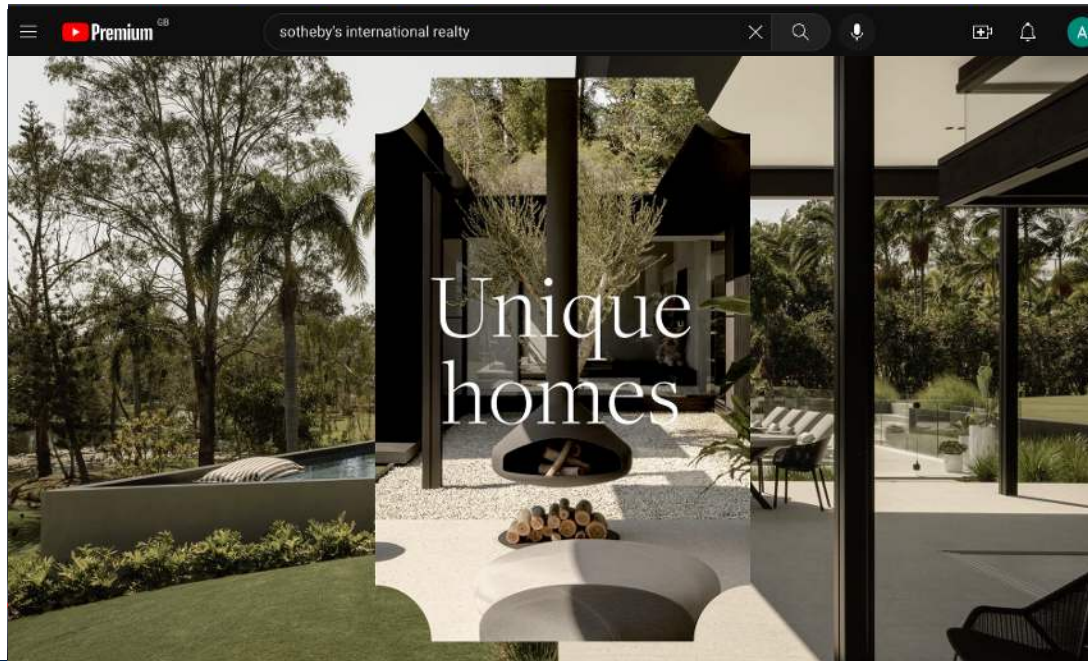


SOCIAL MEDIA

Our connections *become your connections*

The Sotheby's International Realty brand creates exclusive content featuring our property listings on multiple social media platforms and engages with more than a million followers each day. Additionally, our YouTube channel has more subscribers and video views than any other real estate brand.



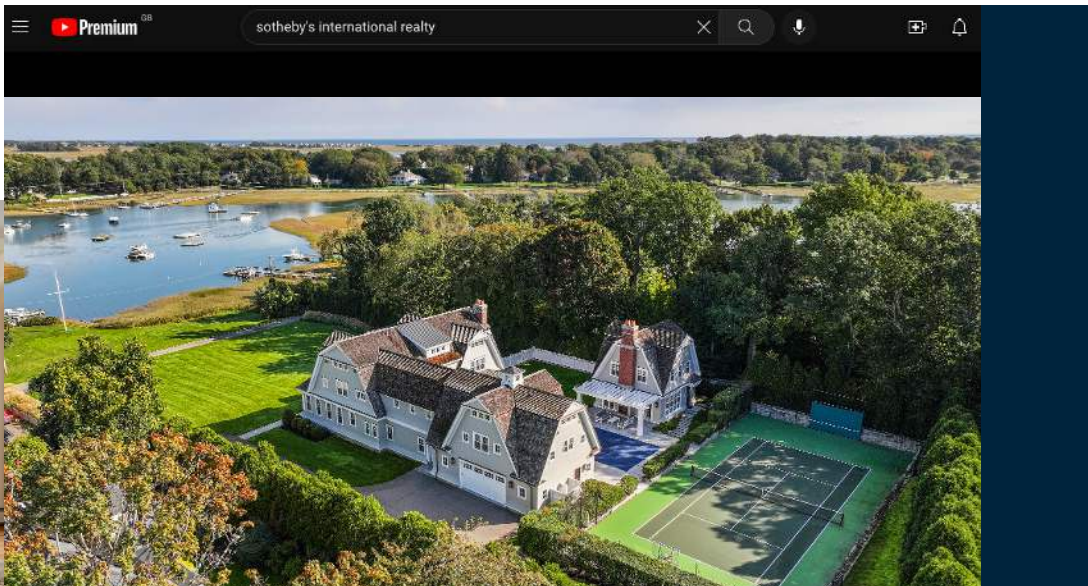


@GIBSON_SIR
@SOTHEBYSREALTY

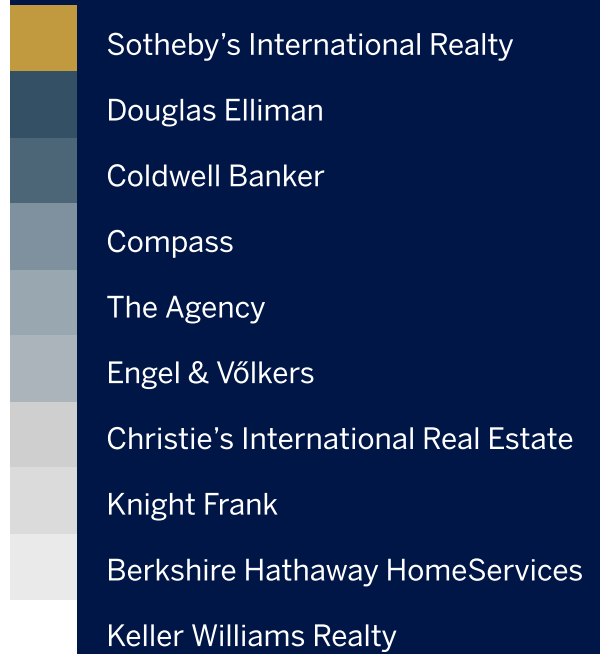
 **Sotheby's International Realty**
February 20 at 7:46 AM · 🌐

Explore the Extraordinary Property of the Day: This beautiful home has caught the attention of buyers from all over the globe.

#sothebysrealty #realestate #luxury #curbappeal #luxuryrealestate #design #home #homedesign #architecture #luxurylifestyle #luxe #luxuryhomes #luxurylife #epotd



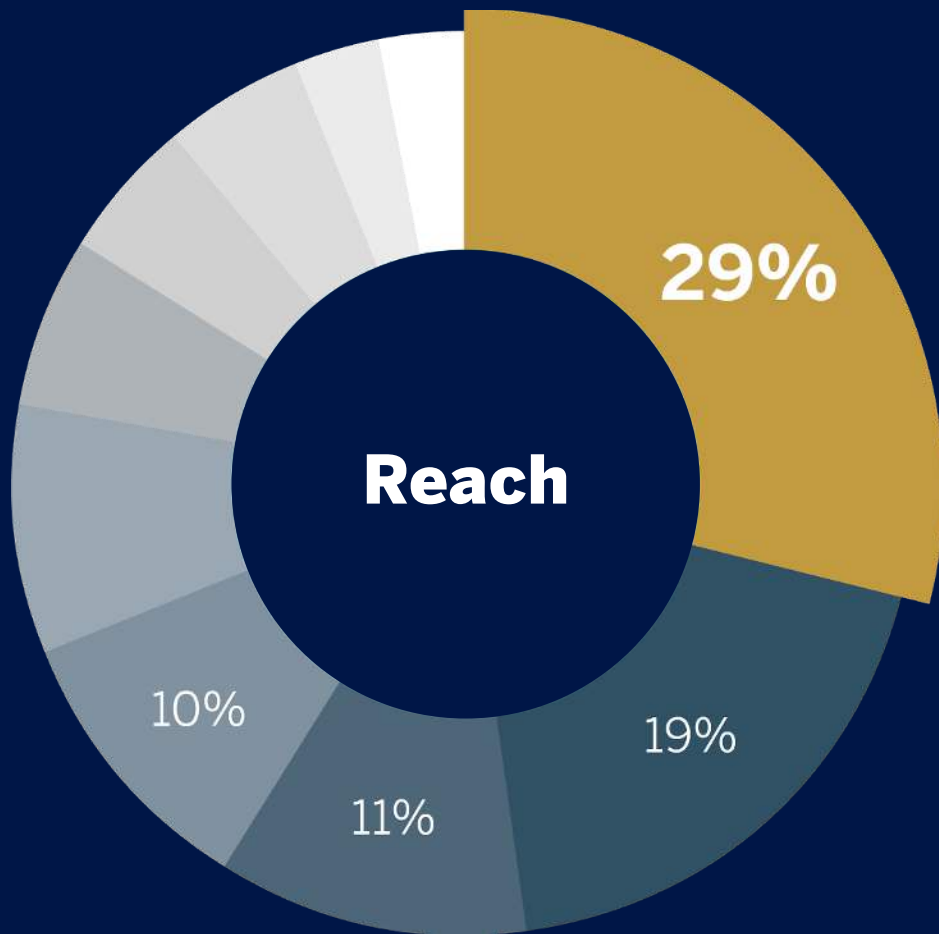
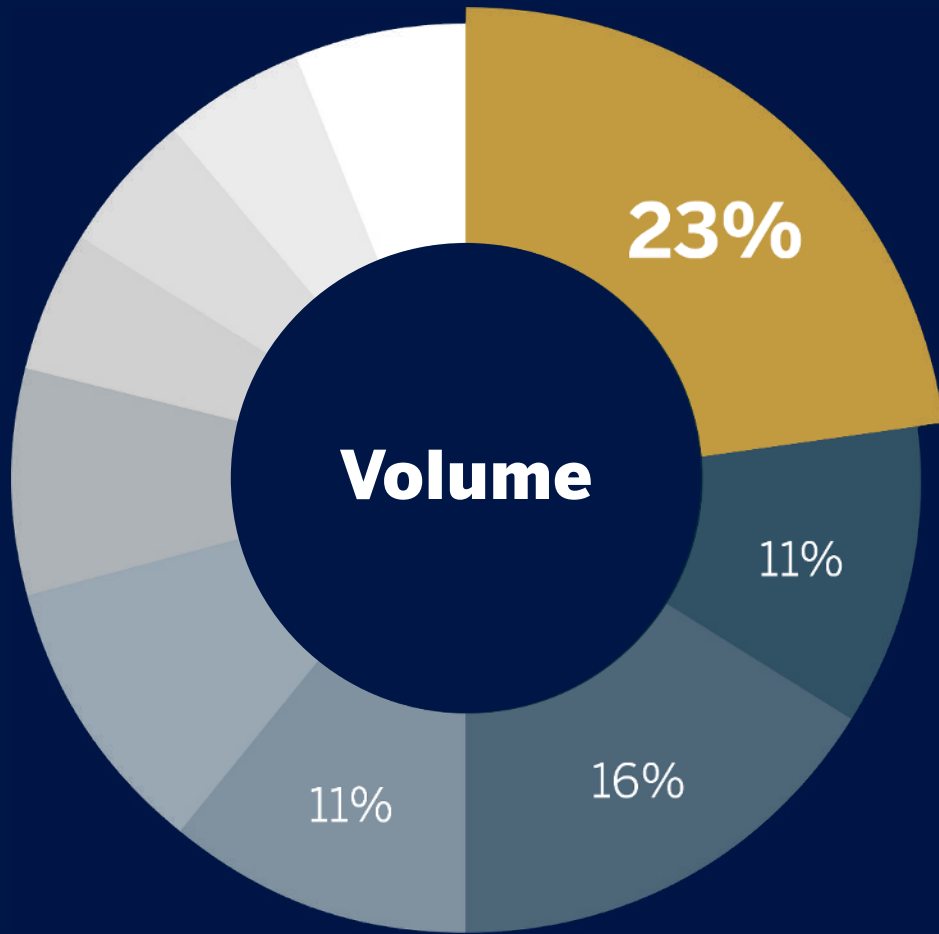
2024 Press Share of Voice



PRESS EXPOSURE

Our reputation *is your advantage*

Our press office possesses strong relationships with leading national and international media outlets who drive buyers to our website and your property. We are the most profiled luxury real estate brand in the news.



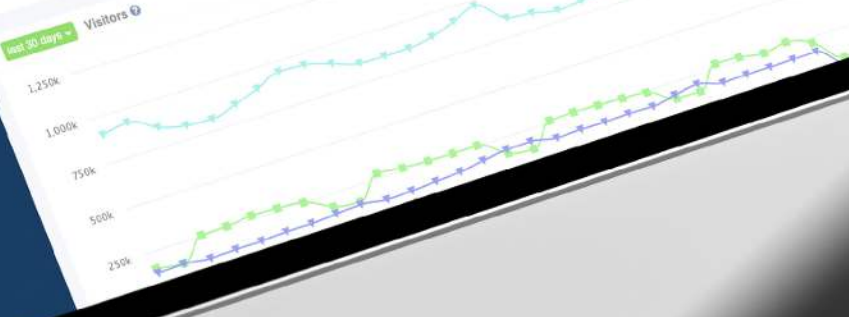
PROPERTY PERFORMANCE

You'll see the results *as they unfold*

We provide data on the web traffic for your listing and the number of showings. This helps steer the sales strategy along the way and guide informed decisions.



Dashboard 3,126 logins +2% 1,471 agent reports +2% 12,338 seller reports +3% Print/Export



THANK YOU

Trust builds a lasting relationship

Thank you again for this opportunity to share our qualifications. We would love to work with you and show you why we've earned the trust of so many clients. Trust, of course, is all about comfort. It's about feeling at home. Which is exactly how we want you to feel all the way to your new one.

One of the world's most trusted
and respected brands

Known for unsurpassed service

The only luxury real estate
company with a true global reach

**Experienced agents with local
insights and worldwide connections**

Exclusive access to highly
qualified global clientele

Award-winning website

Exclusive media relationships
increase your exposure

**Unique content promotes your
property to a select audience**

Most viewed real estate
channel on YouTube

Engaged social followers

Comprehensive and customized
plan for your home

gibsonsothebysrealty.com

Gibson | Sotheby's
INTERNATIONAL REALTY

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