



INVESTMENT POSITIONING REVIEW

DELIVERABLE DESCRIPTION

Client will receive a branded two-page Investment Positioning Review summarizing the subject's current market position, projected post-improvement market positioning, and alignment of the proposed renovation strategy with target market expectations.

DISCLOSURES/LIMITATIONS

The Investment Positioning Review is consultative and educational in nature and is intended solely to assist with investment, acquisition, renovation, and repositioning decision-making. This service does not constitute an appraisal, broker price opinion, formal valuation, or guarantee of future market performance.

Conclusions are based on available market data, client-provided project information, and professional market analysis as of the effective date of the review. Actual market reaction may vary based on renovation execution, material quality, changing market conditions, unforeseen property-specific factors, and other external influences.

This service is intended for residential properties with an identifiable and reasonably supported competing market. Highly unique, specialized, luxury, atypical, or otherwise non-conforming properties may fall outside the intended scope of this service due to limited market comparability and analytical constraints.

Northeastern Appraisals reserves the right to decline assignments for properties where a sufficiently supported competing market cannot be reasonably identified.

TURNAROUND / PAYMENT TERMS

Standard fee for the Investment Positioning Review is \$350 for typical residential properties within supported market areas. Additional fees may apply for atypical, complex, or limited-data assignments.

Typical turnaround time is 24–48 business hours following receipt of complete project information and payment confirmation. Expedited turnaround may be available upon request, subject to scheduling and additional fees.

Payment is due in full prior to commencement of analysis unless otherwise agreed in writing.



INVESTMENT POSITIONING REVIEW

SERVICE OVERVIEW

The Investment Positioning Review is a consultative market analysis designed to evaluate a property's current and projected competitive position within its identified market. Using observed market data, competing sales segmentation, and the client's proposed renovation scope, this review helps investors determine how a property currently fits within the market, where it may compete after improvements, and whether the proposed renovation strategy aligns with prevailing buyer expectations.

SCOPE OF ANALYSIS

The Investment Positioning Review includes analysis of the following:

- *Identification of the subject property's broad surrounding market area
- *Refinement of the subject's directly competing market segment
- *Review of recent broad and competing market sales activity
- *Analysis of current market trends, pricing, and absorption indicators
- *Segmentation of the competing market into lower, middle, and upper tiers
- *Evaluation of the subject property's current market positioning
- *Analysis of likely post-improvement market positioning based on the proposed renovation scope
- *Evaluation of renovation scope alignment relative to target market expectations
- *Strategic commentary regarding overall repositioning potential and competitive market fit

REQUIRED CLIENT INPUTS

To complete the Investment Positioning Review, the following information must be provided by the client:

- *Subject property address
- *Interior and exterior property photos (if available)
- *Existing listing / MLS information (if applicable)
- *Proposed renovation / improvement scope
- *Estimated renovation budget
- *Intended investment strategy (flip, rental, BRRRR, hold, etc.)
- *Contractor estimates / renovation plans (if available)
- *Known property issues, deficiencies, or relevant disclosures



INVESTMENT POSITIONING REVIEW

Property Address

Thompson, CT

Date

4/12/2026

COMPETING MARKET SEGMENTATION

The competing market was analyzed and segmented into lower, middle, and upper tiers based on observed pricing patterns, condition, finish quality, market appeal, and overall competitive positioning within the identified market.

Segmentation analysis reflects the most relevant competing market sales over the preceding 12 months, with emphasis placed on recent market activity where applicable.

MARKET SEGMENT	SALES COUNT	PRICE RANGE	AVG DOM	TYPICAL CHARACTERISTICS
LOWER SEGMENT	4	\$288,250 – \$380,000	27	Dated finishes, deferred updates, below-average presentation, reduced market appeal.
MIDDLE SEGMENT	7	\$400,000 – \$487,000	8	Average overall condition, functional updates, finishes consistent with market expectations.
UPPER SEGMENT	5	\$510,000 – \$610,000	8	Updated finishes, enhanced presentation, superior buyer appeal.

One sale at \$143,000 was considered an outlier/distressed transfer and excluded from segmentation analysis.

MARKET POSITIONING ANALYSIS

Based on the competing market segmentation above, the subject property appears positioned within the lower segment of the identified competing market in its current condition, consistent with dated finishes, deferred maintenance, and below-average market presentation. Assuming completion of the proposed improvements in a workmanlike manner consistent with current market expectations, the subject would likely compete within the middle segment of the identified competing market.

SCOPE ALIGNMENT ANALYSIS

The proposed renovation scope and budget appear generally consistent with improvements necessary to reposition the subject from the lower segment into the middle segment of the identified competing market. Planned improvements appear aligned with buyer expectations for similarly positioned middle-segment competing inventory. Provided finish selections, material quality, and workmanship are consistent with prevailing middle-segment market standards, the proposed scope does not appear excessive relative to the anticipated target segment and should adequately support the subject's repositioning within that segment.

This review is educational and consultative in nature and does not constitute an appraisal or formal value opinion. Observations are based on market data and professional analysis of competing market behavior.



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Property Address Thompson, CT

Date 4/12/2026

PROPERTY SNAPSHOT

Property Type	SF - Cape
Living Area	1977 SF
Beds / Baths	3/1.5
Year Built	1937
Lot Size	.46 Acre
Market Segment	Lower

Proposed Scope Budget - \$75,000

- Full cosmetic kitchen renovation
- Renovation of primary bathroom / powder room updates
- Interior paint throughout • Flooring refinishing or replacement as needed • Lighting / fixture modernization
- Plumbing and electrical repairs/upgrades as needed
- Window / door repairs or selective replacement
- Exterior paint / trim / landscaping improvements
- Basement cleanout / moisture remediation / miscellaneous repairs • Contingency for unforeseen deferred maintenance / structural items

MARKET DEFINITION

BROAD MARKET - A broad market search was conducted beginning within the subject's immediate surrounding area and expanded as necessary to capture sufficient sales activity reflective of the surrounding market segment. Geographic boundaries were established based on observed market behavior, municipal relevance, and available sales data.

COMPETING MARKET - The competing market area was established by refining the broader market to properties generally similar in type, utility, size, and overall appeal to the subject property. Search parameters were adjusted as necessary to identify a sufficient dataset of directly competing sales representative of the subject's likely buyer pool.

MARKET ACTIVITY SUMMARY

	BROAD 12 MO.	COMPETING 12 MO.
SEARCH RADIUS	5 Miles - Thompson	5 Miles - Thompson
SALES COUNT	99	17
LOW SALE PRICE	\$25,000	\$288,250
HIGH SALE PRICE	\$805,000	\$610,000
MEDIAN SALE PRICE	\$400,000	\$430,000
AVERAGE DOM	10	8
ACTIVE/PENDING	0	0

This review evaluates the subject property's current market position and likely post-improvement competitive positioning based on observed competing market activity, market segmentation analysis, and the client's proposed renovation scope and budget.