FOR SALE

Sky & Ocean Villa at Barker Estate

Scituate, Massachusetts

6-UNIT WATERFRONT MULTIFAMILY PROPERTY · HISTORIC BARKER ESTATE

Table of Contents

Deal Contacts

EXCLUSIVELY LISTED BY

Jim Casey
SENIOR ASSOCIATE
857.990.6821
jcasey@northeastpcg.com

Tom Egbers
ASSOCIATE
857.990.2022
tegbers@northeastpcg.com

CONFIDENTIALITY AND DISCLAIMER

All materials and information received or derived from NortheastPCG, Inc. its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither NortheastPCG, Inc. its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. NortheastPCG, Inc. will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

Each party shall conduct its own independent investigation and due diligence.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. NortheastPCG, Inc. makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. NortheastPCG, Inc. does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by NortheastPCG, Inc. in compliance with all applicable fair housing and equal opportunity laws.

OVERVIEW

Executive Summary

$2,775,000 OFFERING PRICE	**$365.13** PRICE / SF
6 TOTAL UNITS	**7,600 SF** BUILDING SIZE

PROPERTY OVERVIEW

Northeast Private Client Group, Inc. is pleased to present **Sky & Ocean Villa at Barker Estate**, a six-unit waterfront multifamily property at 18 Hatherly Road in Scituate, Massachusetts — a coastal South Shore town within walking distance of Scituate Harbor and minutes from the MBTA's Greenbush commuter line into Boston.

Set on the historic 1632 Barker Estate — original farmlands, marshes, stone walls, and ancient oaks — the newly renovated coastal property presents more as a private waterfront villa than a conventional apartment building. It holds a balanced mix of two one-bedroom apartments, three two-bedrooms, and a studio, served by gas forced-hot-air heat, with the landlord covering utilities across the building.

Amenities run to a mineral pool and hot tub, a yoga studio and spa bath, and balconies and covered porches with waterfront views, with parking for fourteen vehicles on-site. The property is fully leased, delivering established income today, while in-place rents sit below achievable levels — marking them to market as leases turn adds cash flow without touching the physical plant.

Beyond its in-place multifamily income, the estate's scale and grounds lend flexibility for private events, retreats, and hospitality uses, subject to applicable approvals. Its walkable position near Scituate Harbor and the Greenbush line into Boston keeps rental demand firm and supports the runway to market rents. Please reach out to the deal contacts for more information.

OFFERING SUMMARY

Building Size	**7,600 SF**
Number of Units	**6**
Unit Mix	**(2) One Bed · (3) Two Bed · (1) Studio**
Year Built	**1986**
Net Operating Income	**$166,533 (current)**
Pro Forma NOI	**$205,435**
Price / Unit	**$462,500**
Price / SF	**$365.13**

Investment Highlights

INCOME & VALUE-ADD UPSIDE

Rents ~$42,000 Below Market

In-place scheduled rent of $226,800 trails the property's $268,800 gross potential — roughly $42,000 of annual upside as leases roll to market.

Below-Market Apartments

Several units lease under achievable rent — one two-bedroom at $2,800 against a $4,300 mark, another at $4,000 — flagging clear room to push rents.

Fully Leased Today

All six units are occupied, giving a buyer established coastal-rental income from day one while the mark-to-market upside is captured over time.

LOCATION & CHARACTER

Villa on the 1632 Barker Estate

The renovated six-unit sits on the historic 1632 Barker Estate with the feel of a private waterfront villa — mineral pool, yoga studio, and ocean-view porches, plus parking for fourteen.

Waterfront Multifamily

A six-unit building sits minutes from Scituate Harbor, where limited coastal supply keeps demand for water-adjacent rentals firm across the market cycle.

51 Minutes to Boston

Downtown Boston is a routed ~30 miles and about 51 minutes north, placing Scituate inside the metro's commuter shed via the Greenbush Line.

SECTION 01

The Property

Property Overview

SITE SUMMARY

Address	18 Hatherly Road, Scituate, MA
Property Type	Multifamily
Building Size	7,600 SF
Lot Size	0.46 Acres
Year Built	1986
Stories	3
Parking	14 On-Site Spaces
Grounds	Historic Barker Estate (1632)

UTILITIES

Heat	Gas, Forced Hot Air
Landlord Pays	Electric, Gas Heat, Water & Sewer, Trash, Internet

GROUNDS & AMENITIES

Pool & Spa	Mineral Pool, Hot Tub, Spa Bath
Wellness	Yoga Studio, Indoor Jacuzzi
Outdoor	Balconies, Covered Porches
Setting	Waterfront, Marsh & Oak Grounds

UNIT MIX & RENTS

One Bed	2 units · $2,750
Two Bed	3 units · $2,800–$4,300
Studio	1 unit · $2,300
In-Place Rent	$18,900 / mo · $226,800 / yr
Pro Forma Rent	$22,400 / mo · $268,800 / yr

INVESTMENT PROFILE

Offering Price	$2,775,000
Price / Unit	$462,500
Price / SF	$365.13
Current NOI	$166,533 · 6.00% cap
Pro Forma NOI	$205,435 · 7.40% cap

Property Photos

Property Photos

Property Photos

Property Photos




Property Photos

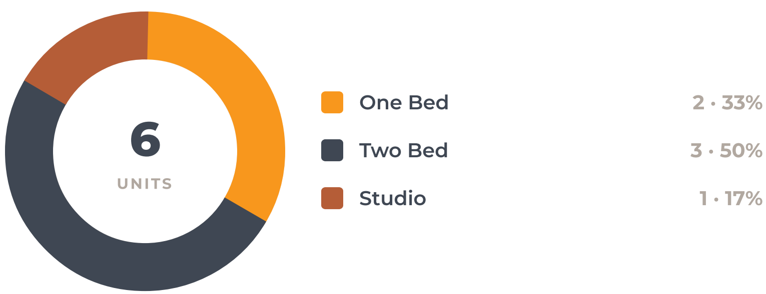
SECTION 02

Financial Analysis

Rent Roll

BUILDING	UNIT	TYPE	IN-PLACE / MO	PRO FORMA
Residential	1	One Bed	$2,750	$3,500
Residential	1A	Two Bed	$2,800	$4,300
Residential	2	Two Bed	$4,000	$4,300
Residential	2A	Two Bed	$4,300	$4,300
Residential	2B	One Bed	$2,750	$3,500
Residential	2C	Studio	$2,300	$2,500
Total	**6 Units**		**$18,900**	**$22,400**

UNITS BY TYPE



GROSS SCHEDULED RENT — IN-PLACE VS PRO FORMA

+$42,000 · +19% rental upside

Income & Expense Analysis

$166,533
NOI — CURRENT (IN-PLACE)

$205,435
NOI — PRO FORMA

OPERATING INCOME

Income	In-Place / mo	%	Pro Forma	%
Gross Potential Rent	$268,800		$268,800	
Loss to Lease (below market)	-$42,000	15.6%	$0	
Gross Scheduled Rent	**$226,800**		**$268,800**	
Vacancy & Collections Loss	-$5,670	2.5%	-$6,720	2.5%
Effective Rental Income	**$221,130**		**$262,080**	
Effective Gross Income	**$221,130**		**$262,080**	

OPERATING EXPENSES

Expense	In-Place / mo	$/Unit	Pro Forma	$/Unit
Real Estate Tax	$17,224	$2,871	$17,224	$2,871
Property Management (5%)	$11,057	$1,843	$13,104	$2,184
Property Insurance	$7,000	$1,167	$7,000	$1,167
Electric	$3,110	$518	$3,110	$518
Heating Fuel	$2,450	$408	$2,450	$408
Water and Sewer	$5,590	$932	$5,590	$932
Trash Removal	$1,300	$217	$1,300	$217
Repairs and Maintenance	$3,000	$500	$3,000	$500
Flood Insurance	$1,787	$298	$1,787	$298
Contract Services	$2,000	$333	$2,000	$333
Internet	$80	$13	$80	$13
Total Expenses	**$54,598**	**$9,100**	**$56,645**	**$9,441**
Net Operating Income	**$166,533**	**$27,756**	**$205,435**	**$34,239**

SECTION 03

Location & Market

Scituate Overview

A coastal South Shore town on Boston's Greenbush commuter line.

Scituate is a coastal town of roughly 19,400 residents on Boston's South Shore, built around a working harbor, a string of beaches, and the village centers of Scituate Harbor and North Scituate. It is an established, affluent community — median household income runs near $137,000, well above the metro, and the housing stock leans heavily toward owner-occupied single-family homes.

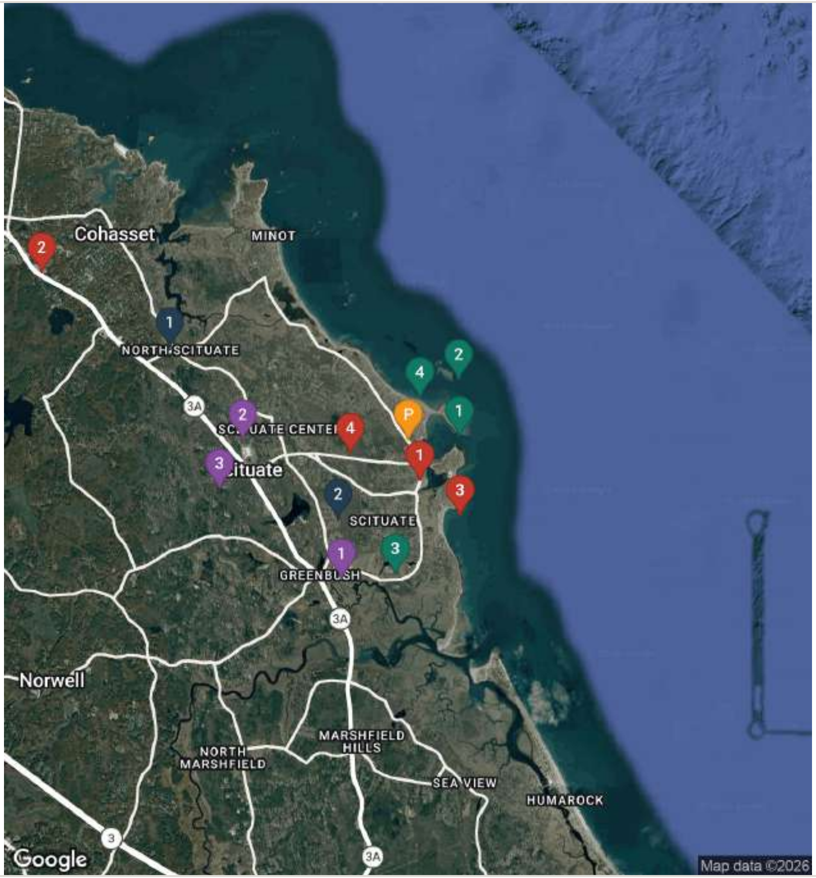
The town's draw is the pairing of coastal character with commuter access. The MBTA Greenbush Line runs from North Scituate and Greenbush stations into Boston's South Station, and Route 3A links the town north and south along the coast. With a median home value near $848,000 and limited rental supply, well-located apartments stay in demand.

ABOUT SCITUATE

- Population roughly 19,400 across the town (ACS 2024).
- Median household income near $137,000 — above the metro.
- MBTA Greenbush Line runs from North Scituate to Boston.
- Median home value roughly $848,000 (ACS 2024).
- Median age about 47 — a settled, established community.
- Scituate Harbor and coastal beaches anchor the local economy.

Location & Amenities

Captains Cottage sits in North Scituate, a short reach from the MBTA Greenbush Line's North Scituate station and a few minutes from the shops, cafés, and marinas of Scituate Harbor. Everyday needs are close — a CVS pharmacy in the harbor village and a full-service Stop & Shop just north in Cohasset. South Shore Health anchors local healthcare with a Scituate primary-care office and its regional hospital in South Weymouth, while the town's public schools, Widow's Walk golf course, and Old Scituate Lighthouse round out a settled coastal community. Downtown Boston is a direct ride north on the Greenbush Line.



Map locations are approximate; nearby pins may be offset slightly to prevent overlap.

Subject Property — 18 Hatherly Road

DINING & EVERYDAY RETAIL

1. **CVS Pharmacy** — Pharmacy · Scituate Harbor
2. **Stop & Shop** — Full-service grocery · Cohasset
3. **Mill Wharf Restaurant** — Harborfront dining
4. **Lucky Finn Cafe** — Harbor café

- **Salt Society** — Harbor dining
- **TKO Malley's Sports Cafe** — Harbor pub

EMPLOYMENT & ANCHORS

1. **South Shore Health — Harbor Medical** — Primary care · regional health system

- **South Shore Hospital** — Regional hospital · South Weymouth

2. **Scituate High School** — Public high school
3. **Gates Middle School** — Public middle school

- **Jenkins Elementary School** — Public elementary
- **Wampatuck Elementary School** — Public elementary

CIVIC & LIFESTYLE

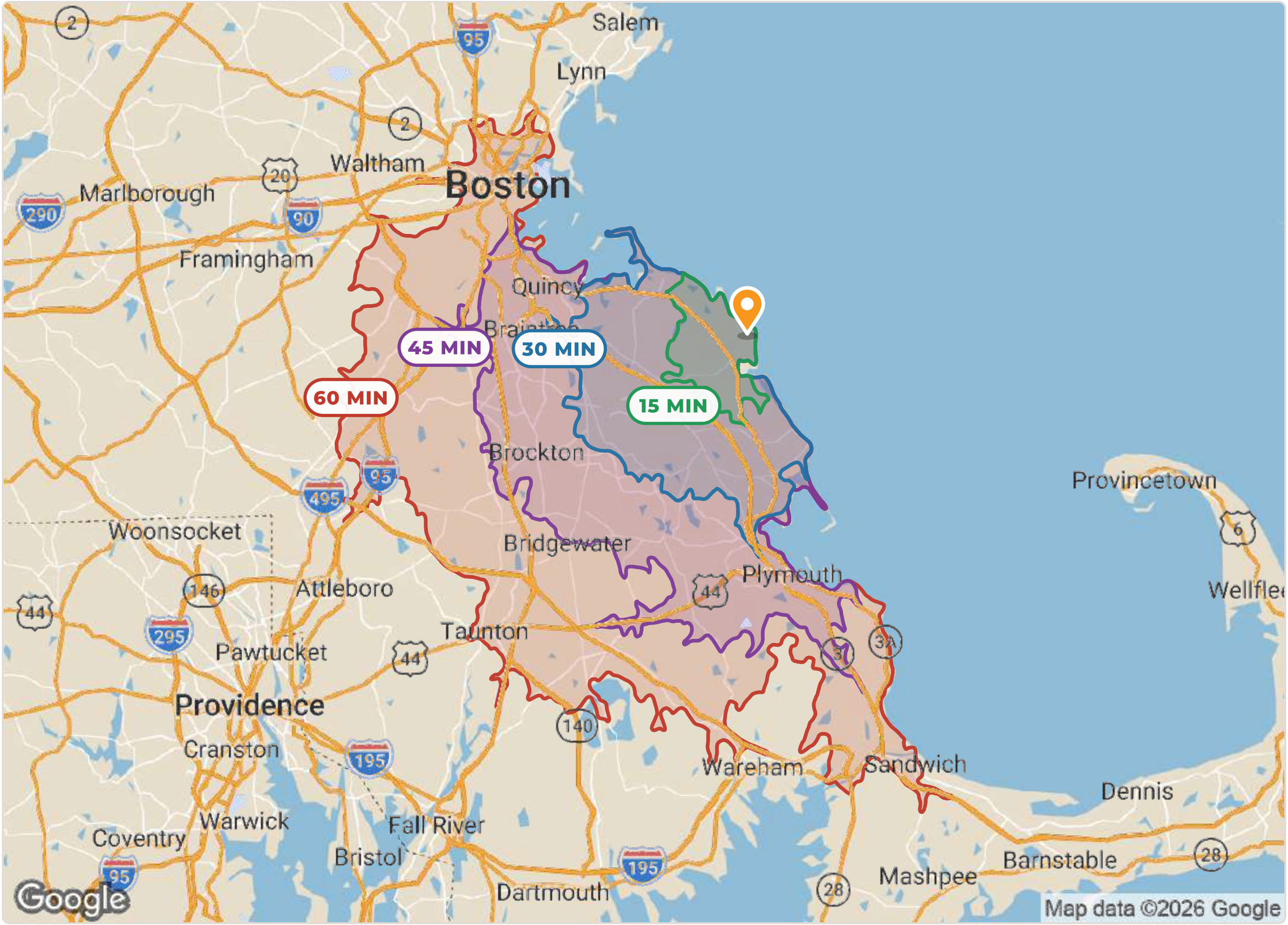
1. **Scituate Harbor** — Marinas, shops, and waterfront
2. **Old Scituate Lighthouse** — Historic landmark on Cedar Point
3. **Widow's Walk Golf Course** — Municipal golf course
4. **Jericho Boat Launch** — Public boat launch

TRANSIT

1. **North Scituate Station** — MBTA Greenbush Line to Boston
2. **Greenbush Station** — Greenbush Line terminus
3. **Boston Logan International Airport** — Nearest major airport · ~30 mi

Drive Times

Road-network reach from the property. Drive-time bands at 15, 30, 45, and 60 minutes; city times are routed on the same engine as the bands.



- Subject property
- 15-min drive
- 30-min drive
- 45-min drive
- 60-min drive

Boston
~30 mi · 51 min

Quincy
~16 mi · 36 min

Plymouth
~22 mi · 36 min

Providence
~61 mi · 84 min

Worcester
~72 mi · 101 min

Drive-time bands reflect typical road-network travel times and are approximate; actual times vary with traffic and time of day.

Greater Boston Overview

Greater Boston anchors one of the nation's strongest regional economies — roughly 5.0 million residents across eastern Massachusetts and southern New Hampshire, built on world-class education, healthcare, biotechnology, and finance. Median household income across the metro runs near $118,000. Scituate sits on the coastal South Shore, inside the metro's commuter shed via the MBTA Greenbush Line, pairing small-town coastal character with direct access to the region's jobs and institutions.

SCITUATE VS. GREATER BOSTON

METRIC	SCITUATE	GREATER BOSTON
Population	~19,400	~5.0 million
Median Household Income	~$137,000	~$118,000
Median Age	~47	~40
Median Home Value	~$848,000	~$681,000

Sources: U.S. Census Bureau, American Community Survey 2024 (population, income, age, and home value). Figures rounded.

REGIONAL EMPLOYERS & SECTORS

Healthcare

South Shore Health, the region's largest independent health system, runs the South Weymouth hospital and Scituate primary-care offices, drawing workers from across the South Shore.

Education & Research

Greater Boston's universities and teaching hospitals — Harvard, MIT, and the Longwood medical cluster among them — sustain a deep base of research, education, and biotech jobs.

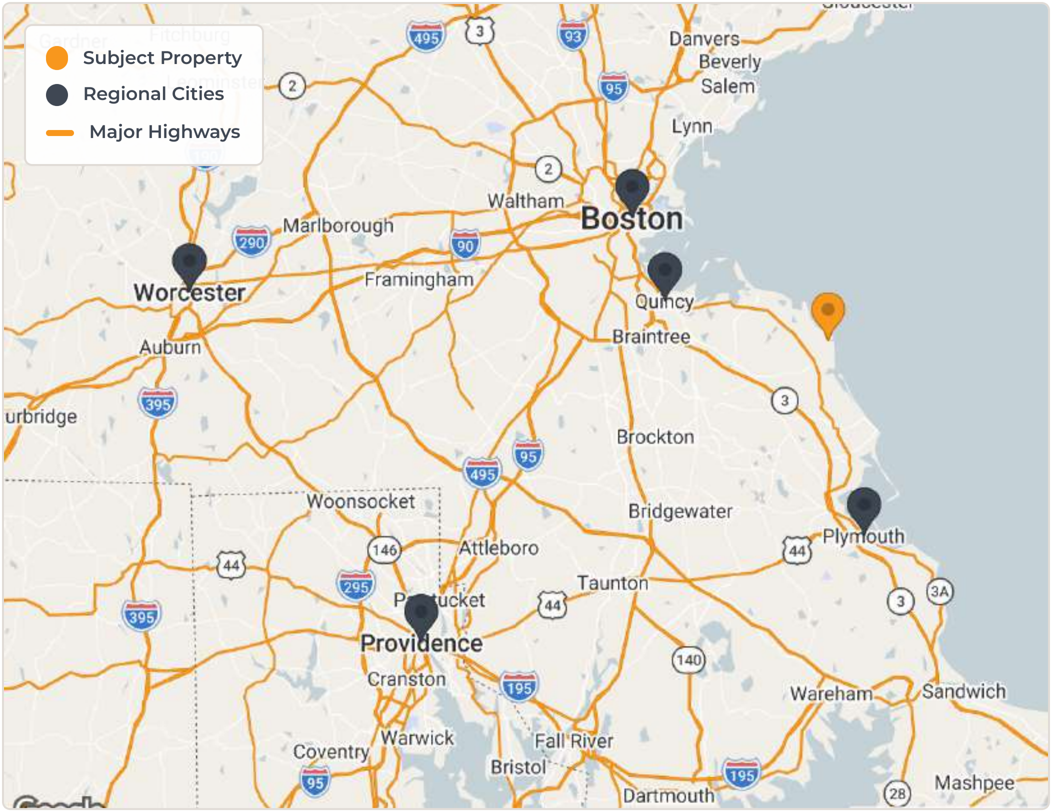
Finance & Professional

Downtown Boston's financial, insurance, and professional-services firms remain a core commuter destination, reachable from Scituate on the Greenbush Line.

Regional Positioning

Captains Cottage sits on Boston's South Shore, at the coastal edge of the Northeast's densest economic corridor. Scituate anchors the Greenbush Line's southern reach — a direct commuter-rail ride from downtown Boston and within a few hours' drive of Providence, Worcester, and, down the Northeast Corridor, New York and Washington. It pairs a quiet waterfront setting with access to one of the country's leading knowledge economies.

51 min	36 min	84 min
TO DOWNTOWN BOSTON	TO QUINCY	TO PROVIDENCE



DRIVE & COMMUTE TIMES

Boston	~30 mi · 51 min
Quincy	~16 mi · 36 min
Plymouth	~22 mi · 36 min
Providence	~61 mi · 84 min
Worcester	~72 mi · 101 min

HIGHWAY ACCESS

The property connects to the region through **Route 3A** along the coast and **Route 3**, the South Shore's main expressway to Boston and **I-93**. The **MBTA Greenbush Line** runs from North Scituate into Boston's South Station, where **Amtrak's Northeast Corridor** continues toward Providence, New York, and Washington.

ECONOMIC ANCHORS

Greater Boston's economy leans on education, healthcare, biotechnology, and finance, with roughly 5.0 million residents across the metro. Locally, South Shore Health is the dominant employer, while downtown Boston's institutions and the corridor's life-science cluster sustain steady demand for South Shore housing within commuting range.

SECTION 04

The Team

Our Team

LEADERSHIP TEAM

Edward Jordan
CEO & FOUNDER
857.990.6801
ejordan@northeastpcg.com

Robert Paterno
VICE PRESIDENT, BROKERAGE
203.307.1582
rpaterno@northeastpcg.com

Brad Balletto
MANAGING DIRECTOR, INVESTMENTS
203.307.1574
bballetto@northeastpcg.com

Taylor Perun
SENIOR VICE PRESIDENT, INVESTMENTS
203.307.1576
tperun@northeastpcg.com

Jake Jordan
VICE PRESIDENT, OPERATIONS
203.307.1578
jjordan@northeastpcg.com

SENIOR INVESTMENT SALES

Francis Saenz
VICE PRESIDENT, INVESTMENTS
857.990.6803
fsaenz@northeastpcg.com

Rich Edwards Jr.
VICE PRESIDENT, INVESTMENTS
203.307.1577
redwards@northeastpcg.com

Jeff Wright
VICE PRESIDENT, INVESTMENTS
203.307.1581
jwright@northeastpcg.com

Drew Kirkland
VICE PRESIDENT, INVESTMENTS
857.990.6802
dkirkland@northeastpcg.com

Jim Casey
SENIOR ASSOCIATE
857.990.6821
jcasey@northeastpcg.com

INVESTMENT SALES

Patrick Wheeler
INVESTMENT ASSOCIATE
857.990.6819
pwheeler@northeastpcg.com

Karl Hasselrot
INVESTMENT ASSOCIATE
203.677.0340
khasselrot@northeastpcg.com

Derek Mahabir
INVESTMENT ASSOCIATE
203.751.1187
dmahabir@northeastpcg.com

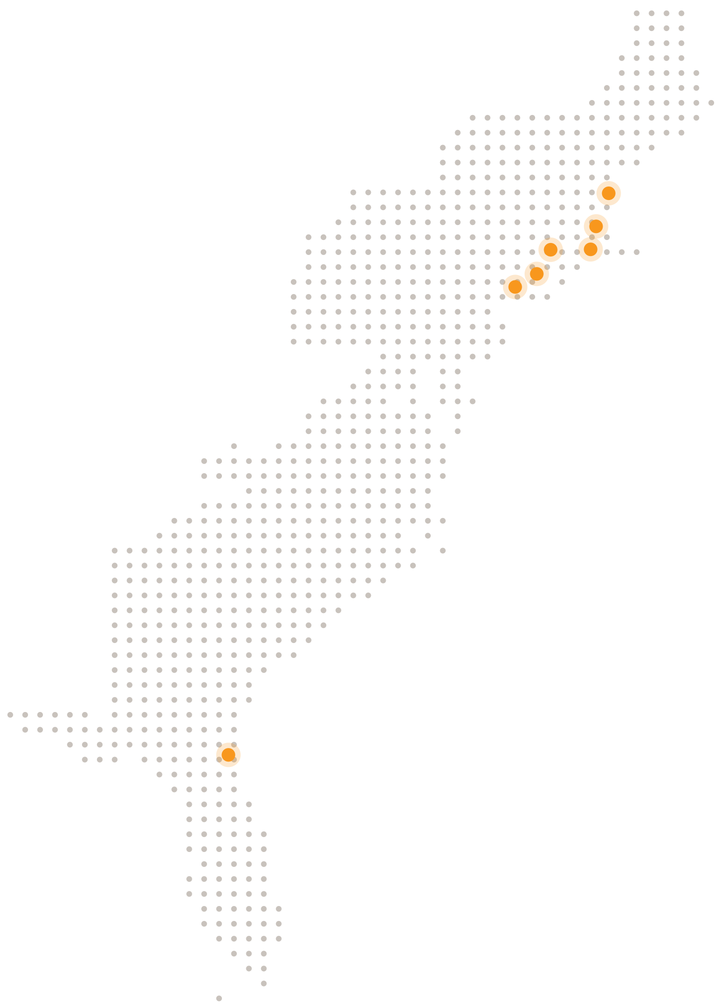
Tom Egbers
ASSOCIATE
857.990.2022
tegbers@northeastpcg.com

Anthony Rakauskas
ASSOCIATE
857.990.6807
arakauskas@northeastpcg.com

Collin Murphy
ASSOCIATE
203.307.1580
cmurphy@northeastpcg.com

Joe Ferrandino
ASSOCIATE
914.440.0908
jferrandino@northeastpcg.com

Our Locations



Hartford / Springfield
360 Bloomfield Avenue, Suite 301
Windsor, CT 06095
(860) 414-3750

CT / Metro North
2 Trap Falls Road, Suite 312
Shelton, CT 06484
(203) 692-2420

Greater Boston
300 Washington Street, Suite 351
Newton, MA 02458
(857) 990-6800

Southeastern US
Southeast Private Client Group
50 N. Laura Street, Suite 2500 · Jacksonville, FL 32202
(904) 544-9200

Rhode Island
10 Dorrance Street, Suite 700
Providence, RI 02903
(401) 285-4080

New Hampshire
170 Commerce Way, Suite 200
Portsmouth, NH 03801
(603) 652-1440

Hudson Valley
777 Westchester Ave, Suite 101
White Plains, NY 10604
(914) 940-0500