

The Distinction

Nothing Compares.

Gibson | Sotheby's
INTERNATIONAL REALTY

The Tom & Joanne Team

Building their business together over the past nineteen years, Concord residents Tom Matthews and Joanne Taranto have a proven track record of selling their client's properties at top dollar and helping them buy for the best price in the market. They are fierce advocates for their clients, guiding them through every step of the real estate transaction while ensuring they feel as comfortable and informed as possible.

Tom and Joanne's thirteen year affiliation with Gibson Sotheby's International Realty offers a world of advantages to buyers and sellers. There is a heritage of hyperlocal expertise, reputation for white-glove service, exclusive media partnerships, global marketing reach, and access to qualified buyers. Tom and Joanne's outstanding reputation has led them to sell over 700 residential properties. They are sought-after for their market knowledge, staging skills, transactional expertise, negotiating skills, and reputation for Creating Clients for Life. As avid market analysts, they diligently study a range of statistics to offer crucial, strategic expertise when pricing a client's home. Blending market knowledge with an appreciation for every home's history, Tom and Joanne are uniquely positioned to market luxury homes, estates, and properties of historical significance. Their dedication to 'Creating Clients for Life' has helped them achieve a substantial referral business.

Tom and Joanne are also committed to volunteering in the local Concord community. Tom is currently on the Board of Directors for Concord Musketquad Club, the Allocation Committee for Concord-Carlisle Community Chest, past Chair of the Board of Assessors, and past President of the Concord chapter of Business Networking International. Joanne is currently on the PTG for the Thoreau School and also served on the Board of Directors for the Concord Family Network.

By developing efficient systems and processes, Tom and Joanne are able to maintain a high quality of life with dedicated days to spend with their loved ones. When not servicing clients, Joanne spends time with her husband, Donny, and their two daughters. Tom and his wife, Amanda, have three active children and enjoy spending time in the outdoors.



Tom Matthews & Joanne Paleo Taranto

info@tomandjoanneteam.com

781.795.0502

tomandjoanneteam.com



Client Testimonials

"I've worked with Tom and Joanne on the sale of 3 properties now and in each case, I couldn't have asked for a better experience. I met Tom and Joanne a few years ago when I was selling my first property and immediately knew that they were next level. I found them to be highly professional, knowledgeable, dedicated and extremely hard working. I was most impressed with the level of communication and expert advice and felt that Tom and Joanne treated us more like family than just clients. They also put together top notch marketing materials and took the time to properly promote each property, which made all the difference and resulted in multiple offers in each case. It was obvious that they were willing to go above and beyond to deliver exceptional results, which they did for all 3 properties. I just can't thank Tom and Joanne enough for their efforts and I'm sincerely appreciative to have had a team so trustworthy in my corner. Best of the Best!"

—Scott C.

"Tom & Joanne were knowledgeable, meticulous, and dogged in their approach to both selling our old house and finding us a new one. They were perfectly in tune with the unprecedented dynamism of the current market and knew exactly when to strike, and at the perfect listing price, to get us top dollar on our sale. This put our family in position to make an exceptionally strong offer, which secured our once-in-a-lifetime forever home! Buying and selling a home is so stressful, but Tom & Joanne consistently put us at ease with their knowledge, experience, and results. Get this team on your side!"

—Jay W.

"We've worked with Tom and Joanne twice now - for our first time selling and first time buying - and really value their guidance. Tom helped us to think practically and make informed decisions about potential risks and major costs we could incur that we may have otherwise missed. His years of experience made being first time home buyers far less anxiety provoking! He has a knack for figuring out just what you're looking for and finding it, even when the market is tough. Tom is well liked by local agents which also seemed to serve us well in the buying process! He is a good sport, wants the best for his clients, and can handle the big emotions that often come with the home buying process!"

—Rebecca M.

"I could not be more pleased from my experience with Tom and Joanne. When I reached out with interest to use their services, they replied immediately and that night they provided an extensive market intelligence report. Shortly after we met in person, reviewed the property and Tom and Joanne explained their approach and gave a candid, useful, and a realistic outlook on a potential selling price and strategy as well as their process. They were dependable and checked in weekly to give updates on any change in status. They were quick to return my call or text whenever I had any questions. They were dependable throughout the sales process, were never pushy, and gave valuable advice. In the end the sale went for \$52K over asking. I would recommend Tom and Joanne to anyone."

—Nick D.

INTRODUCTION

Clients around Massachusetts turn to Gibson Sotheby's International Realty after considering one key question: "Who can do the most for me?"

For most clients, their home is their most valuable possession. We ensure it receives the expertise that it deserves. Our goals are to help you achieve the highest price and to have the best client service experience.





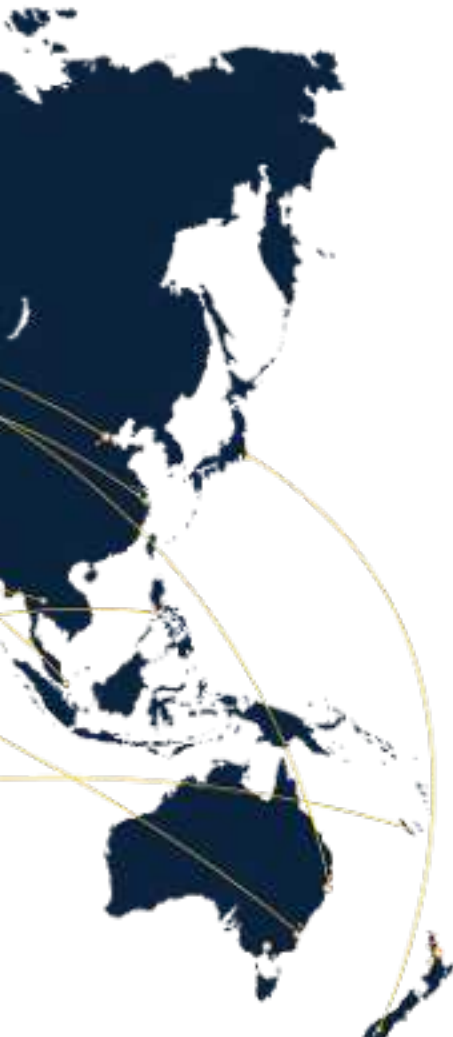
Our Story

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 26 offices and more than 450 associates throughout Boston, Greater Boston, MetroWest, the North Shore, South Shore, South Coast and Cape Cod.

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.







Globally Connected

Sotheby's International Realty® is the only truly global real estate brand, with a network of residential brokerage companies in more than 81 countries and territories. Through our personal relationships, our sellers reach a highly qualified global clientele.

Our Brand, Your Advantage

The Sotheby's International Realty® brand is built on the centuries-long prestige of the world's preeminent auction house. Our unmatched reputation gives our listings the best-in-class exposure they deserve and it assures buyers they are working with experts they can trust no matter where they are in the world.









A Unique Collaboration

The properties represented by our network are exclusively promoted to the affluent clients of Sotheby's auction house through events, signature publications, digital newsletters, and brand initiatives such as The Collection, which showcases a curation of notable and private listings.

Exceptional Marketing

We believe that exceptional properties deserve the finest marketing. To maximize property exposure, our team of marketing experts works closely with our agents to form strategic marketing plans to showcase your property through a local, national and global lens. We leverage digital, public relations, social media, and print to maximize exposure.



Gibson Sotheby's INTERNATIONAL REALTY



New Listing

119 Waisen Street
Concord, MA
\$2,450,000

Gibson Sotheby's INTERNATIONAL REALTY

MANSION GLOBAL

Classic 19th-Century Townhouse in Boston's Historic Beacon Hill

This architecturally stunning home offers parking for two cars, a...



Location: Boston, Massachusetts
Price: \$1,075,000
This Classic 19th-century townhouse that dates to 1827 is in the heart of...

dwel



A Revamped Penthouse Loft Hits the Market at \$2.9M in Boston, MA

Perched in a converted warehouse downtown, the sun-filled pad boasts 17 windows and six skylights.

Unit 508 at 86 South Street in Boston, Massachusetts, is currently available for \$2,850,000 by Gibson Sotheby's International Realty.

Located in the city's Leather District, the newly revamped penthouse apartment spans the entire top floor of a historic, transformed building. The free-flowing layout seamlessly connects the spacious 3,400-square-foot interiors, which boasts a trace of original detail. Exposed beams complement the refinished hardwoods lining the base, while expansive

at for



bury and Boylston
er than the busy
green, is an
green space and a
between Massachusetts
Public Garden at the
the street, has elevator

Sotheby's INTERNATIONAL REALTY

That Elevate Entertaining

omfort of your own home, and what
the cooking up

WSJ OPINION

Home | News | US | World | Markets | Sports | Lifestyle | Real Estate | WSJ Magazine

Opinion

191 Commonwealth Ave Unit, Boston
4 Beds | 3.5 Baths | 4012 Sq Ft
\$5,350,000

Gibson Sotheby's INTERNATIONAL REALTY

Exquisite residence with luxurious living spaces and magnificent views.
1800 Mt Vernon | 617.522.7222

Brilliant Photography & Video

The art of marketing your home begins with brilliant photography and videography. Our goal is to make buyers feel emotionally connected to a property before they even step through the front door. To elevate the consumer experience, we also offer drone photography, 3D virtual reality tours and detailed floor plans.





 YouTube

THE WALL STREET JOURNAL.

AD
MEXICO

dwel

 theTradeDesk

Instagram

NIKKEI

LUXURY ESTATE

EXPANSION

The New York Times

AD

FINANCIAL TIMES

facebook

MANSION GLOBAL

Google

 居外
Juwai.com

South China Morning Post

PROPRIÉTÉS
LE FIGARO

JamesEdition

PropGOLuxury

inman

Exclusive Partnerships, Superior Exposure

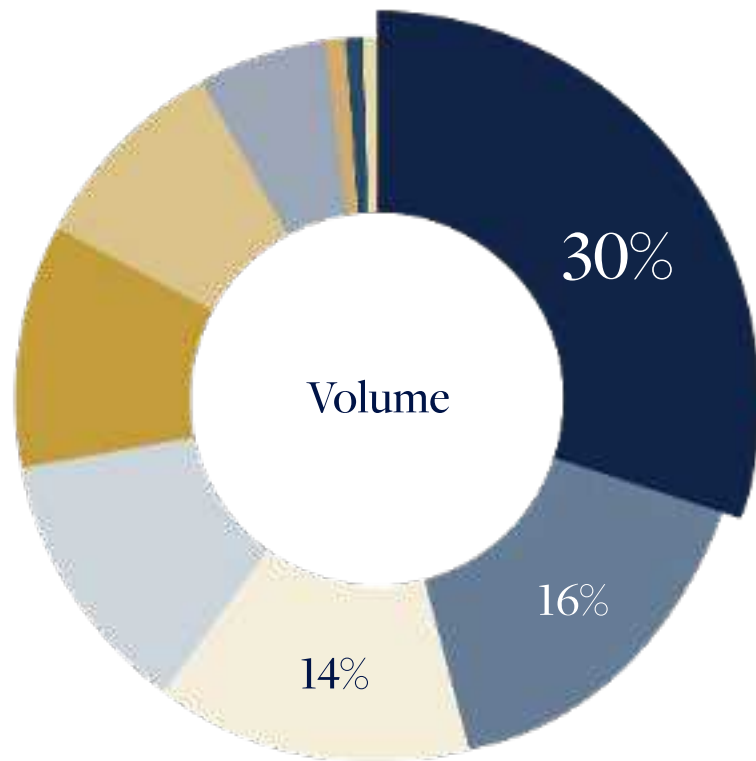
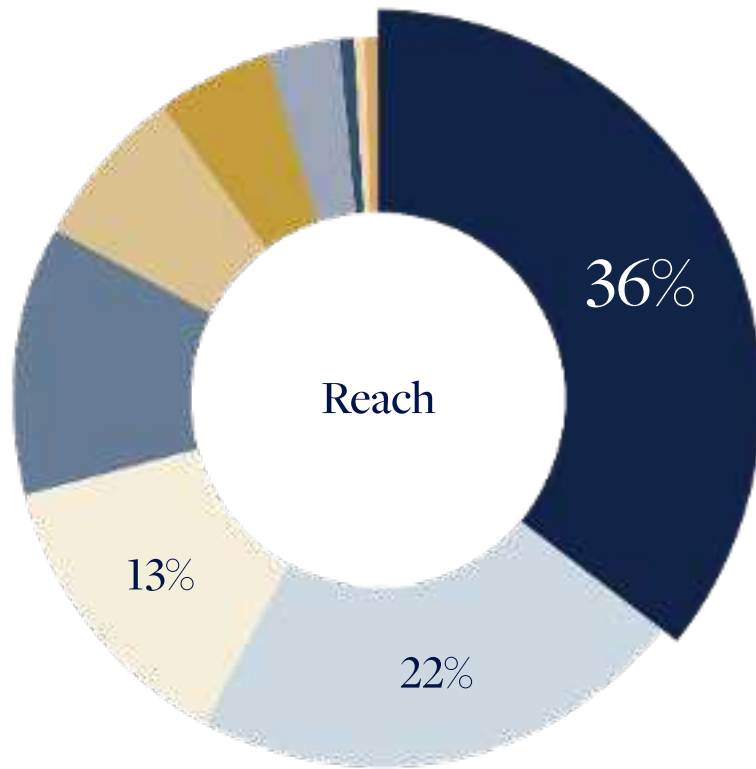
The exposure and worldwide reach of our listings sets us apart. We partner with media powerhouses to introduce your home to discerning audiences worldwide. We complement those efforts with targeted digital and print advertising plans that are often exclusive to Sotheby's International Realty®. In addition to your home being showcased on sothebysrealty.com, it will also be marketed on more than 100 local Sotheby's International Realty® websites.

Public Relations

As the most profiled luxury real estate brand in the news, Sotheby's International Realty® provides unmatched editorial exposure for notable properties.

Our public relations team fosters relationships with leading media outlets to build awareness for our brand, while managing its reputation and to generate exposure for your listings.

2022 – Press Share of Voice



Source: Meltwater, January 1, 2022 – June 30, 2022

Go Your Own Way: 3 Off-Grid Luxury Homes

To Enjoy The Most Breathtaking Landscapes Of Earth, You Normally Have To Be Willing To Live Rough For A Few Days. And The Concept Of Living "Off The Grid" Is Often Perceived As In Theory, Not In Practice. But What If There Was No Need To Compromise, And You Could Have Your Own Sustainable, Self-Sufficient []



REAL ESTATE HEADLINES
Luxury Real Estate Headlines: First
Week In August 2022



MacBook Pro



Social Media

We craft exclusive social media content for people passionate about fine living. Our Gibson Sotheby's International Realty channels have more than 15K followers viewing our content on Instagram, YouTube, Facebook, and LinkedIn.

Our properties also may enjoy exposure on the Sotheby's International Realty® channels. With a growing number of more than 850K followers viewing our content on Instagram, YouTube, Facebook, TikTok, Pinterest, LinkedIn, Twitter, WeChat and our popular RESIDE® Blog. Sotheby's International Realty's® award-winning YouTube channel has more video views and subscribers than any other real estate brand.

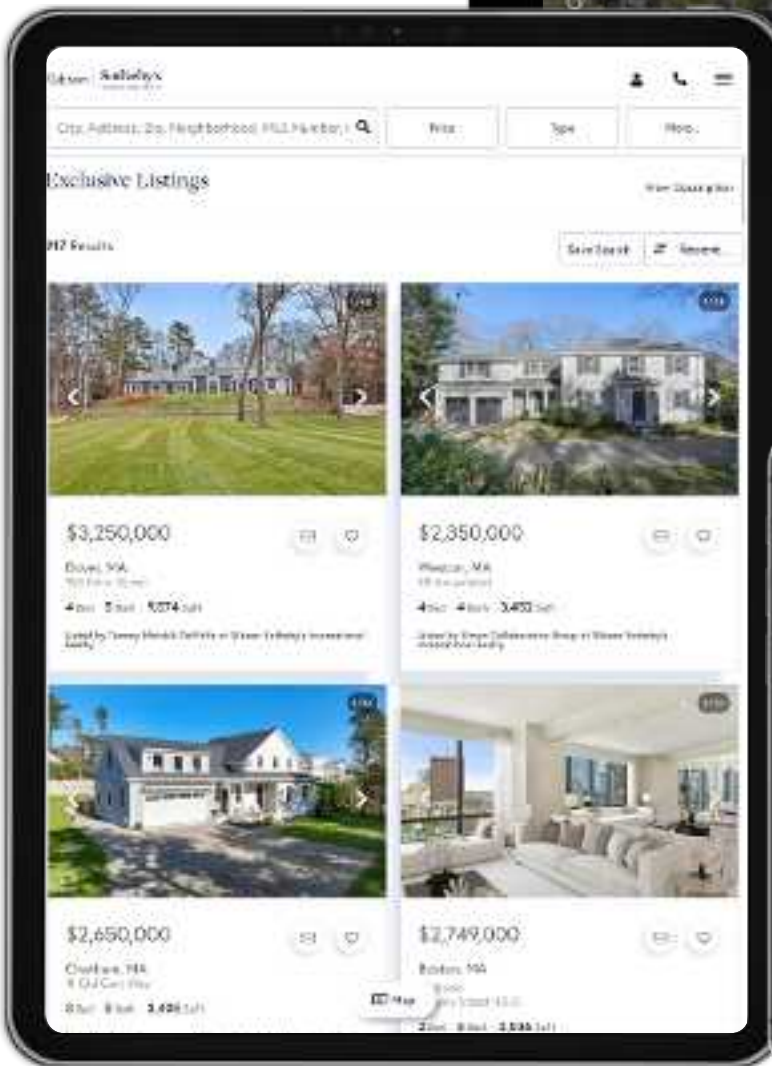
The Power of Digital

Every property we represent will be displayed on our localized website, gibsonsothebysrealty.com. In addition, properties will be featured on sothebysrealty.com. Recently enhanced, sothebysrealty.com is now in 14 languages/dialects and engages millions of buyers to immerse themselves in your home via high-resolution photography, 3D virtual reality tours and ultra high-definition videography. Listings from around the globe can be accessed seamlessly on any device and mobile users can directly text a sales associate from any listing page. Half of all site traffic comes from outside the United States, showing the true global reach of our listings.

Discover Your New Home.

Serving the Cities, Suburbs and Shores of Massachusetts.

Search by State, County, Zipcode...



9:41 AM Tue Sep 18

100%



Sotheby's
INTERNATIONAL REALTY



THE WALL STREET JOURNAL

realtor.com

PropGOLuxury.com

EXPANSION

Nextdoor

区外
Web.com

MANSION GLOBAL

JamesEdition

FINANCIAL TIMES

LUXURYESTATE

HOUSE

PROPRIÉTÉS

Land And Farm

Lands of America

LandWatch

SNOW ONLY

Properstar

Apartments.com

Homes.com

BARRON'S

NIKKEI

MarketWatch

COUNTRY LIFE

WestsideRentals

ForRent
UNIVERSITY.COM

Apartments.com

ApartmentFinder

ForRent.com

apartmenthomeliving

VIDEO VIRTUAL REALITY

Property Syndication

The exposure and worldwide reach of our listings is a crucial piece of what sets us apart from the rest of the industry. Our global media partners include the most authoritative news, lifestyle, and financial voices, as well as real estate-centric websites. Once a home is showcased on sothebysrealty.com, it is syndicated to more than 30 international websites that are leaders in their categories and markets, and will also be marketed on more than 100 local Sotheby's International Realty® websites.





Relocation Services

Our relocation and referral specialists are available to support those who are relocating to a new town, state, or country. Through our extended affiliate network, we connected over 1,300 clients with top-tier, trusted real estate agents across the globe in 2022. Referrals are handled with white-glove care to ensure clients receive the level and consistency of service they expect from the Sotheby's International Realty® brand.

Our Community Impact

Gibson Sotheby's International Realty's foundation begins with a steadfast commitment to community. We proudly and passionately support dozens of local charitable, community, arts and education organizations through donations, sponsorships, volunteer, mentor, and leadership opportunities.

Our love for our neighborhoods is shown in part by support for these and other organizations:



THE ARLINGTON
INTERNATIONAL
FILM FESTIVAL



Wellesley Historical Society FOUNDED 1925

PROJECT  PLACE



Strength in Numbers

Gibson Sotheby's International Realty is the #1 Massachusetts based firm by sales volume, closing over \$3.6 billion in sales in 2022. Despite the ever changing market, our core values and unwavering commitment to our clients remain at the forefront of how we do business.

450+ AGENTS | 26 OFFICES
\$3.6B IN SALES VOLUME IN 2022

Achieving Top Dollar For Our Clients

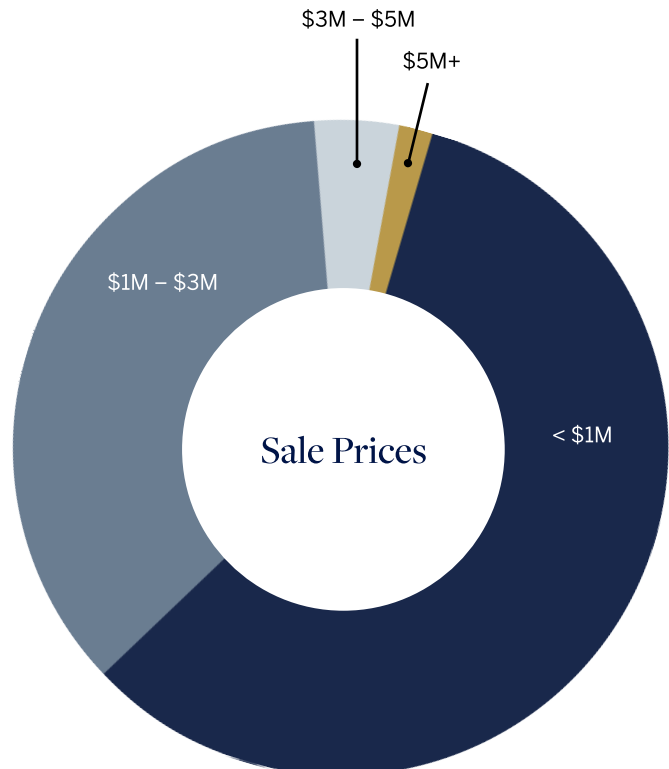
Gibson Sotheby's International Realty continues to lead the market by securing the highest average sale price.



Source: MLSPin 01/01/2022 - 12/31/2022 SF, CC, MF, and Land

Selling At All Price Points

Regardless of price, clients of Gibson Sotheby's International Realty will benefit from the firm's superior marketing, global reach and unmatched expertise.



Source: 2022 Broker Wolf CC, SF, MF, and Land

OUR OFFICES

Arlington

1010 Massachusetts Avenue
Arlington, MA 02476
781.648.3500

Back Bay

277 Dartmouth Street, 2nd Floor
Boston, MA 02116
617.375.6900

Beacon Hill

66 Beacon Street
Boston, MA 02108
857.310.5632

Brewster

2404 Main Street
Brewster, MA 02631
508.896.5000

Cambridge

1008 Massachusetts Avenue
Cambridge, MA 02138
617.945.9161

1762 Massachusetts Avenue
Cambridge, MA 02140
617.945.9161

Charlestown

20 City Square
Charlestown, MA 02129
617.242.4222

Chatham

409 Main Street
Chatham, MA 02633
508.945.0000

Cohasset

1 South Main Street
Cohasset, MA 02025
781.383.8835

Dennis

563 Route 6A
Dennis, MA 02638
508.385.4944

Harwich Port

587 Route 28
Harwich Port, MA 02646
508.432.6100

Hingham

15 Shipyard Drive 1A
Hingham, MA 02043
781.749.8833

Manchester-by-the-Sea

21 Central Street
Manchester, MA 01944
978.526.0243

Needham

936 Great Plain Avenue
Needham, MA 02492
781.444.8383

North End | Waterfront

2 Baldwin Place
Boston, MA 02113
617.227.1000

Orleans

6 Route 6A
Orleans, MA 02653
508.255.6000

Provincetown

168 Commercial Street
Provincetown, MA 02657
508.487.2430

Savin Hill

119 Savin Hill Avenue
Boston, MA 02125
617.825.0800

South Boston

141 Dorchester Avenue, #R102
Boston, MA 02127
617.482.9200

South Dartmouth

384 Elm Street
South Dartmouth, MA 02748
781.749.8833

South End

556 Tremont Street
Boston, MA 02118
617.426.6900

Sudbury

420A Boston Post Road
Sudbury, MA 01776
978.443.8484

Weston

544 Boston Post Road
Weston, MA 02493
781.894.8282

South End | Rentals

548 Tremont Street
Boston, MA 02118
617.426.6901

Wellesley

54 Central Street
Wellesley, MA 02482
781.237.8181

Westwood

680 High Street
Westwood, MA 02090
781.329.8008







We...

Deliver a singular experience to every client by going above and beyond their individual needs. We connect with consumers who share our elevated vision by leveraging our brand's heritage and sterling reputation. We utilize our advantage as a global luxury real estate network to provide unparalleled reach, and partner with leading media to obtain the best possible exposure. Our listings are showcased with the highest quality production and the latest technology for even greater impact.

DOING MORE IS OUR DISTINCTION.



© 2023 Sotheby's International Realty. All Rights Reserved. Sotheby's International Realty® is a registered trademark and used with permission. Each Sotheby's International Realty office is independently owned and operated, except those operated by Sotheby's International Realty, Inc. This material is based upon information which we consider reliable but because it has been supplied by third parties, we cannot represent that it is accurate or complete and it should not be relied upon as such. All offerings are subject to errors, omissions, changes including price or withdrawal without notice. If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully. Equal Housing Opportunity.