

# RESIDENTIAL BROKER PRICE OPINION

Loan # \_\_\_\_\_  
 REO #: \_\_\_\_\_ This BPO is the  Initial  2nd Opinion  Updated  Exterior Only DATE \_\_\_\_\_  
 PROPERTY ADDRESS: \_\_\_\_\_ SALES REPRESENTATIVE: \_\_\_\_\_  
 \_\_\_\_\_ BORROWER'S NAME: \_\_\_\_\_  
 FIRM NAME: \_\_\_\_\_ COMPLETED BY: \_\_\_\_\_  
 PHONE NO. \_\_\_\_\_ FAX NO. \_\_\_\_\_

## I. GENERAL MARKET CONDITIONS

Current market condition:  Depressed  Slow  Stable  Improving  Excellent  
 Employment conditions:  Declining  Stable  Increasing  
 Market price of this type property has:  Decreased \_\_\_\_\_ % in past \_\_\_\_\_ months  
 Increased \_\_\_\_\_ % in past \_\_\_\_\_ months  
 Remained stable

Estimated percentages of owner vs. tenants in neighborhood: \_\_\_\_\_ % owner occupant \_\_\_\_\_ % tenant

There is a  Normal supply  oversupply  shortage of comparable listings in the neighborhood

Approximate number of comparable units for sale in neighborhood: \_\_\_\_\_

No. of competing listings in neighborhood that are REO or Corporate owned: \_\_\_\_\_

No. of boarded or blocked-up homes: \_\_\_\_\_

## II. SUBJECT MARKETABILITY

Range of values in the neighborhood is \$ \_\_\_\_\_ to \$ \_\_\_\_\_

The subject is an  over improvement  under improvement  Appropriate improvement for the neighborhood.

Normal marketing time in the area is: \_\_\_\_\_ days.

Are all types of financing available for the property?  Yes  No If no, explain \_\_\_\_\_

Has the property been on the market in the last 12 months?  Yes  No If yes, \$ \_\_\_\_\_ list price (include MLS printout)

To the best of your knowledge, why did it not sell? \_\_\_\_\_

Unit Type:  single family detached  condo  co-op  mobile home  
 single family attached  townhouse  modular

If condo or other association exists: Fee \$ \_\_\_\_\_ monthly  annually Current?  Yes  No Fee delinquent? \$ \_\_\_\_\_

The fee includes:  Insurance  Landscape  Pool  Tennis Other \_\_\_\_\_

Association Contact: Name: \_\_\_\_\_ Phone No.: \_\_\_\_\_

## III. COMPETITIVE CLOSED SALES

ITEM	SUBJECT	COMPARABLE NUMBER 1			COMPARABLE NUMBER 2			COMPARABLE NUMBER 3		
Address										
Proximity to Subject		REO/Corp <input type="checkbox"/>			REO/Corp <input type="checkbox"/>			REO/Corp <input type="checkbox"/>		
Sale Price	\$		\$		\$		\$		\$	
Price/Gross Living Area	\$	Sq. Ft.	\$	Sq. Ft.	\$	Sq. Ft.	\$	Sq. Ft.	\$	Sq. Ft.
Sale Date & Days on Market										
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) Adjustment		DESCRIPTION	+(-) Adjustment		DESCRIPTION	+(-) Adjustment	
Sales or Financing Concessions										
Location (City/Rural)										
Leasehold/Fee Simple										
Lot Size										
View										
Design and Appeal										
Quality of Construction										
Year Built										
Condition										
Above Grade Room Count	Total	Bdms	Baths	Total	Bdms	Baths	Total	Bdms	Baths	
Gross Living Area	Sq. Ft.			Sq. Ft.			Sq. Ft.			
Basement & Finished Rooms Below Grade										
Functional Utility										
Heating/Cooling										
Energy Efficient Items										
Garage/Carport										
Porches, Patio, Deck Fireplace(s), etc.										
Fence, Pool, etc.										
Other										
Net Adj. (total)			<input type="checkbox"/> + <input type="checkbox"/> -	\$	<input type="checkbox"/> + <input type="checkbox"/> -	\$	<input type="checkbox"/> + <input type="checkbox"/> -	\$		
Adjusted Sales Price of Comparable				\$				\$		\$

REO#

Loan #

IV. MARKETING STRATEGY

Occupancy Status: Occupied  Vacant  Unknown

As-is  Minimal Lender Required Repairs  Repaired Most Likely Buyer:  Owner occupant  Investor

V. REPAIRS

Itemize ALL repairs needed to bring property from its present "as is" condition to average marketable condition for the neighborhood. Check those repairs you recommend that we perform for most successful marketing of the property.

<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____
<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____
<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____
<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____
<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____

GRAND TOTAL FOR ALL REPAIRS \$ \_\_\_\_\_

VI. COMPETITIVE LISTINGS

ITEM	SUBJECT			COMPARABLE NUMBER 1			COMPARABLE NUMBER 2			COMPARABLE NUMBER 3					
Address															
Proximity to Subject	REO/Corp <input type="checkbox"/>			REO/Corp <input type="checkbox"/>			REO/Corp <input type="checkbox"/>			REO/Corp <input type="checkbox"/>					
List Price	\$			\$			\$			\$					
Price/Gross Living Area	\$	Sq.Ft.		\$	Sq.Ft.		\$	Sq.Ft.		\$	Sq.Ft.				
Data and/or Verification Sources															
VALUE ADJUSTMENTS	DESCRIPTION			DESCRIPTION			+ (-)Adjustment			DESCRIPTION			+ (-)Adjustment		
Sales or Financing Concessions															
Days on Market and Date on Market															
Location (City/Rural)															
Leasehold/Fee Simple															
Lot Size															
View															
Design and Appeal															
Quality of Construction															
Year Built															
Condition															
Above Grade Room Count	Total	Bdms	Baths	Total	Bdms	Baths	Total	Bdms	Baths	Total	Bdms	Baths			
Gross Living Area	Sq. Ft.			Sq. Ft.			Sq. Ft.			Sq. Ft.					
Basement & Finished Rooms Below Grade															
Functional Utility															
Heating/Cooling															
Energy Efficient Items															
Garage/Carport															
Porches, Patio, Deck Fireplace(s), etc.															
Fence, Pool, etc.															
Other															
Net Adj. (total)	<input type="checkbox"/> + <input type="checkbox"/> -			\$			<input type="checkbox"/> + <input type="checkbox"/> - -			\$					
Adjusted Sales Price of Comparable				\$						\$					

VI. THE MARKET VALUE (The value must fall within the indicated value of the Competitive Closed Sales).

	<b>Market Value</b>	<b>Suggested List Price</b>
<b>AS IS</b>	_____	_____
<b>REPAIRED</b>	_____	_____
<b>30 Quick Sale Value</b>	_____	_____
<b>Last Sale of Subject, Price</b>		<b>Date</b>

COMMENTS (Include specific positives/negatives, special concerns, encroachments, easements, water rights, environmental concerns, flood zones, etc. Attach addendum if additional space is needed.)

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Signature: \_\_\_\_\_

Date: \_\_\_\_\_