

# 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.  |                 |  |
| 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 Bdrms Baths | Total Bdrms Baths                                     |                 |  | Total Bdrms Baths                                     |                 |  | Total Bdrms 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"/> - | \$              |  | <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. | \$    | Sq.Ft.                            | \$   |       |
| Data and/or Verification Sources        |   |        |       |                                   |      |        |   |        |       |                                   |      |       |
| VALUE ADJUSTMENTS                       | DESCRIPTION   |        |       | DESCRIPTION                       |      |        | +(-)Adjustment  |        |       | DESCRIPTION                       |      |       |
| 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: \_\_\_\_\_