

Broker Price Opinion

 Exterior Inspection
 Interior Inspection

Property Address: 371 Hillcrest Ave.	Vendor ID: 4173028
City, State, Zip: Marina, CA 93933	Deal Name:
Loan Number: 000534	Inspection Date: 2/21/2017
2nd Loan / Client #:	Subject APN: 032-342-019-000

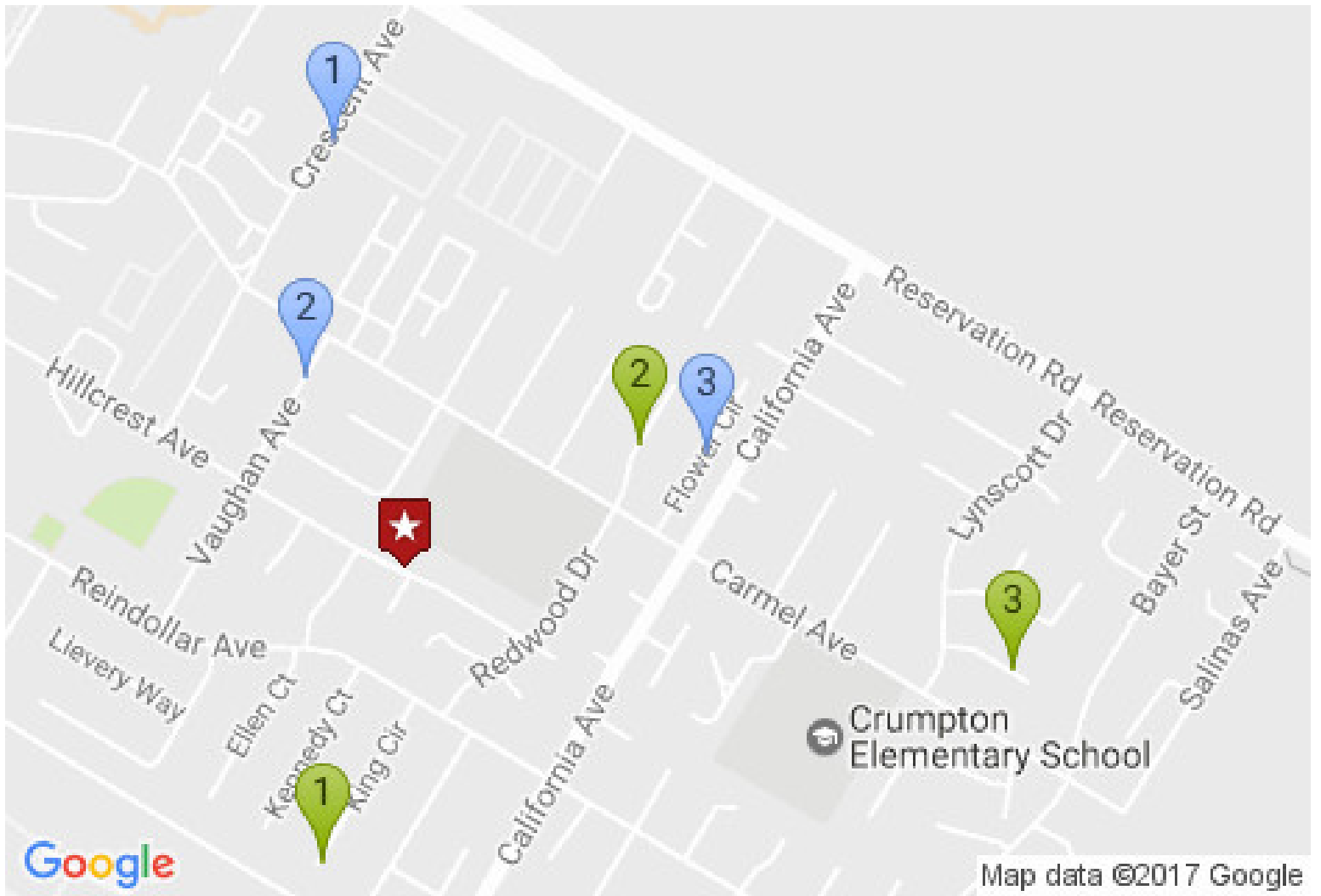
Property Occupancy Status: Vacant	Does the Property Appear Secure?: Yes	Est. Monthly Rent: \$1,800	Sold in the last 12 Months?: No
Currently Listed: Yes	Currently List Broker: Kensington Realty Group	List Broker Contact #: (831) 238-3488	Initial List Price: \$350,200
		Initial List Date: 1/31/2017	Current List Price: \$350,200
		DOM / CDOM: 9 / 22	Sale Price:
Is the Subject Listing Currently Pending?: Yes	Date of Contract: 2/09/2017	CDOM to Contract: 9	Sale Date:

Subject Property Comments / External Influences

Single story style detached property with below average appeal and landscaping not well maintained.

	Subject	Sold Comp 1	Sold Comp 2	Sold Comp 3	List Comp 1	List Comp 2	List Comp 3
Address	371 Hillcrest Ave. Marina, CA 93933	3001 King Ct Marina, CA 93933	3098 Redwood Ct Marina, CA 93933	478 Albert Marina, CA 93933	3137 Crescent Ave Marina, CA 93933	3086 Vaughn Marina, CA 93933	3104 Flower Ct Marina, CA 93933
Proximity		0.26 Miles	3 Blocks	0.53 Miles	0.37 Miles	2 Blocks	0.28 Miles
Sale/List Price		\$370,000	\$410,000	\$430,000	\$465,000	\$474,999	\$490,000
Sale Date		12/15/2016	2/3/2017	10/7/2016			
Price Per Sq.ft.	\$360.58	\$313.56	\$375.46	\$413.86	\$519.55	\$434.98	\$458.80
Initial List Price	\$350,200	\$399,000	\$459,000	\$459,900	\$475,000	\$474,999	\$490,000
Initial List Date	1/31/2017	11/11/2016	8/8/2016	7/22/2016	10/19/2016	10/7/2016	2/1/2017
Current/Final List	\$350,200	\$399,000	\$459,000	\$449,900	\$465,000	\$474,999	\$490,000
DOM/CDOM	9 / 22	6 / 6	71 / 71	40 / 8	125 / 4	131 / 131	3 / 3
Sales Type		Fair Market	Fair Market	Fair Market	Fair Market	Fair Market	Fair Market
Finance Incentives	0	0	0	0	0	0	0
Living Area	1040	1180	1092	1039	895	1092	1068
#Rooms/Bed/Bath 1	5 / 3 / 1.5	6 / 3 / 2.0	6 / 3 / 1.5	5 / 3 / 2.0	5 / 2 / 1.0	6 / 3 / 1.5	6 / 3 / 1.5
Year Built	1966	1963	1961	1962	1956	1962	1961
Bsmnt SF/% Finished							
Lot Size	0.24ac	0.18ac	0.17ac	0.17ac	0.13ac	0.16ac	0.19ac
Property Type	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach
Style / Quality	Ranch / Q4	Ranch / Q4	Ranch / Q4	Ranch / Q4	Ranch / Q4	Ranch / Q4	Ranch / Q4
# of Units	1	1	1	1	1	1	1
Condition	C4	C5	C4	C4	C4	C4	C4
Pool/Spa	None	No / No	No / No	No / No	No / No	No / No	No / No
View	Residential	Residential	Residential	Residential	Residential	Residential	Residential
Porch/Patio/Deck	No / Yes / Yes	No / Yes / No	No / Yes / No	No / Yes / No	No / Yes / Yes	No / Yes / No	No / Yes / No
Fireplace	No	No	Yes	No	Yes	No	Yes
Garage	2 Attached	2 Attached	2 Attached	2 Attached	2 Attached	2 Attached	2 Attached
Other Features	None	Not occupied	Not occupied	Owner occupied	Not occupied	Tenant occupied	Not occupied
HOA Fees	0/mo	0/mo	0/mo	0/mo	0/mo	0/mo	0/mo
Subdivision	Hillcrest	Cypress Park	Marina Knolls	Sun Terrace	Locke Paddon	Marina Vista	Marina Knolls
School District	Monterey Peninsula	Monterey Peninsula	Monterey Peninsula	Monterey Peninsula	Monterey Peninsula	Monterey Peninsula	Monterey Peninsula
Data Source - ID	County Tax - 0120041	MLS - 81631652	MLS - 81598945	MLS - 81596583	MLS - 81629071	MLS - 81627626	MLS - 81637453

Market Time 30-90 days	As-Is Price Estimate	As-Repaired Price Estimate	Land Only Price
Anticipated Sale Price	\$375,000	\$375,000	\$90,000
Recommended List Price	\$380,000	\$380,000	
Recommended Sales Strategy:	<input checked="" type="checkbox"/> As - Is <input type="checkbox"/> Repaired		



	Address	City	BR	BA	Lot Size	Sale/List Date	Year Built	Sale/List Price	Distance
•	371 Hillcrest Ave.	Marina	3	1.5	0.24ac		1966		
1	3001 King Ct	Marina	3	2	0.18ac	12/15/2016	1963	\$370,000	0.26 Miles
2	3098 Redwood Ct	Marina	3	1.5	0.17ac	2/3/2017	1961	\$410,000	3 Blocks
3	478 Albert	Marina	3	2	0.17ac	10/7/2016	1962	\$430,000	0.53 Miles
1	3137 Crescent Ave	Marina	2	1	0.13ac	10/19/2016	1956	\$465,000	0.37 Miles
2	3086 Vaughn	Marina	3	1.5	0.16ac	10/7/2016	1962	\$474,999	2 Blocks
3	3104 Flower Ct	Marina	3	1.5	0.19ac	2/1/2017	1961	\$490,000	0.28 Miles

Neighborhood Data:

Location Type: Market Trend: Economic Trend: Neighborhood Trend:

Housing Supply: Crime/Vandalism: REO Driven? Avg Age of Home:

Neighborhood Pride of Ownership: Avg Marketing Time of Comparable Listings:

Price Range: to Median Price: Predominate Value: Average DOM:

Number of units for rent: Number of units in complex for sale:

Negative Neighborhood Factors that will detract from the subject:

Neighborhood Comments:

Marketability of Subject:

Most Likely Buyer: Types of Financing the Subject will NOT qualify for:

Will this be a problem for resale? If yes, please explain:

Comparables:

Sale 1 Comments	Comparable GLA, room count, style. Fixer per listing agent. Not occupied. All cash transaction.
Sale 2 Comments	Equal room count, comparable GLA, style. Superior cul de sac. Original hardwood floors.
Sale 3 Comments	Comparable GLA, style. Half bath superior. New interior paint, laminate floors, windows.
List 1 Comments	Comp location. Inferior GLA. Inferior room count. Updated fencing, paint, flooring. Active listing.
List 2 Comments	Comp style. Equal room count, comp GLA. Updated 4 years ago-paint, floors, windows, kitchen. Active listing.
List 3 Comments	Equal bedroom and bathroom count. Comp GLA, style. Superior landscaping. Pending sale.

Comments:

Service Provider Comments:

Subject list price is twenty per cent lower than the list price of any other market area listed detached property in the area. Subject GLA is toward the lower range, lot size is superior to most competing listings and recently closed sales. Curb appeal and landscaping are inferior to most area properties. Roof and fencing appear toward the end of useful life. Listing agent indicates 11 offers were received for the subject property.

Vendor Comments:

Service Provider
Signature

/s/ Susan Sterrett

Service Provider
Company

Susan Sterrett broker

BPO Effective Date

2/21/2017

Service Provider Lic.
Num.

01359562

RepairsRecommended Repairs would bring the subject to:

Internal Repairs		Comment	Total
Paint			\$0
Walls/Ceiling			\$0
Carpet/Floors			\$0
Cabinets/Countertops			\$0
Plumbing			\$0
Electrical			\$0
Heating/AC			\$0
Appliances			\$0
Doors/Trim			\$0
Cleaning			\$0
Other			\$0
Internal Repair Total:			\$0
External Repairs		Comment	Total
Roof			\$0
Siding/Trim			\$0
Structural			\$0
Windows/Doors			\$0
Paint			\$0
Foundation			\$0
Garage			\$0
Landscaping			\$0
Fence			\$0
Other			\$0
External Repair Total:			\$0
Repair Total:			\$0



Subject Front

**371 Hillcrest Ave.
Marina, CA 93933**



Address



Side



Side



Street



Street



View across street



Comparable Sale #1

3001 King Cl
Marina, CA 93933
Sale Date: 12/15/2016
Sale Price: \$370,000



Comparable Sale #2

3098 Redwood Cl
Marina, CA 93933
Sale Date: 2/3/2017
Sale Price: \$410,000



Comparable Sale #3

478 Albert
Marina, CA 93933
Sale Date: 10/7/2016
Sale Price: \$430,000



Comparable Listing #1

3137 Crescent Ave
Marina, CA 93933
Current List: \$465,000



Comparable Listing #2

3086 Vaughn
Marina, CA 93933
Current List: \$474,999



Comparable Listing #3

3104 Flower Cl
Marina, CA 93933
Current List: \$490,000

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