

# Broker Price Opinion

 Exterior Inspection  
 Interior Inspection

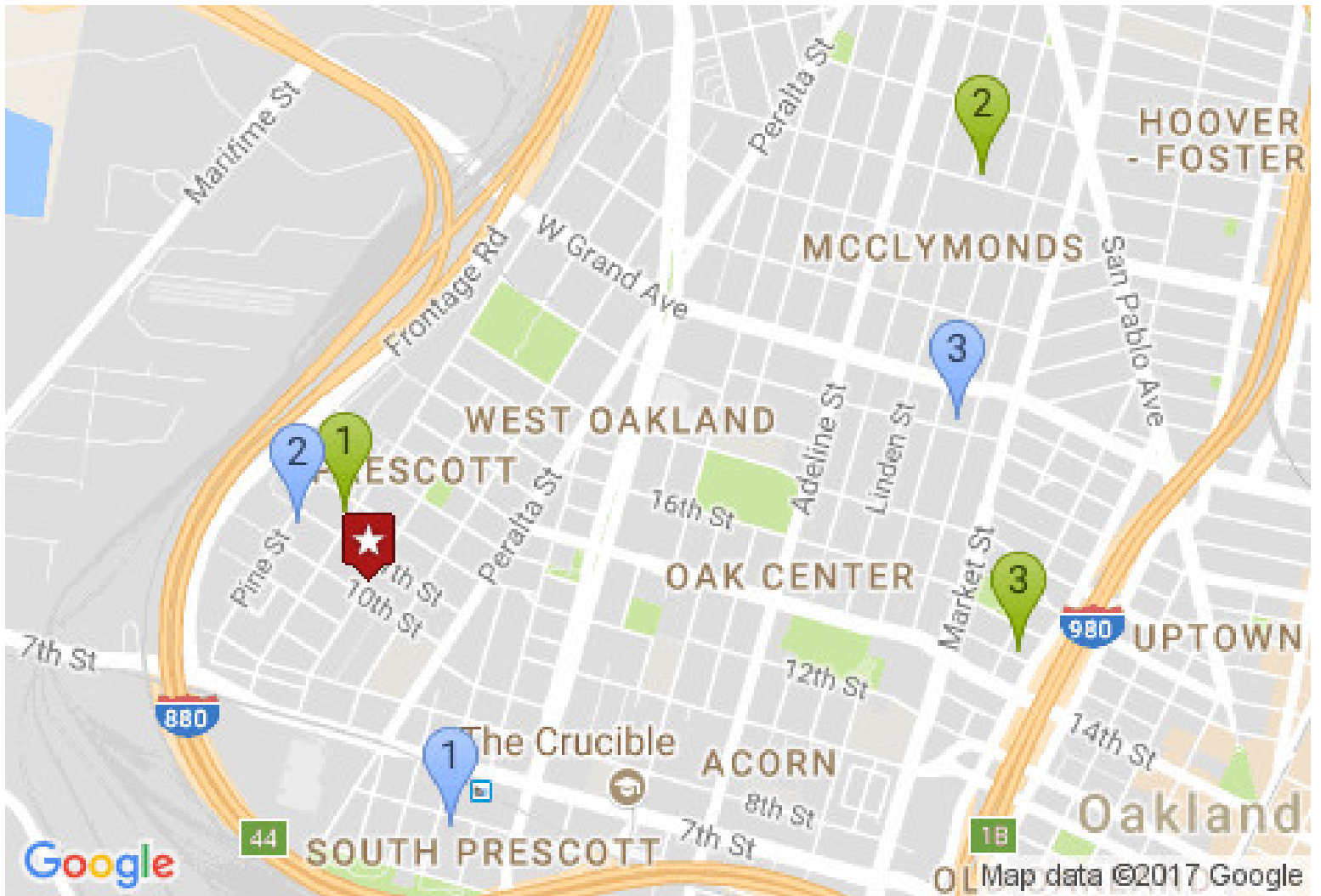
Property Address: 1020 Willow Street	Vendor ID: 4276507
City, State, Zip: Oakland, CA 94607	Deal Name:
Loan Number: 1020 WILLOW STREET	Inspection Date: 7/03/2017
2nd Loan / Client #:	Subject APN: 006-0013-051

Property Occupancy Status: Unknown	Does the Property Appear Secure?: Yes	Est. Monthly Rent: \$1,500	Sold in the last 12 Months?: No
Currently Listed: Yes	Currently List Broker: Red Oak Realty	List Broker Contact #: 5102922000	Initial List Price: \$375,000
	Initial List Date: 3/31/2017	Current List Price: \$375,000	DOM / CDOM: 14 / 14
Is the Subject Listing Currently Pending?: Yes	Date of Contract: 4/14/2017	CDOM to Contract: 14	Sale Price:
			Sale Date:

Subject Property Comments / External Influences  
 Subject property appears to be in average condition and conforming to the neighborhood. No maintenance issues noted.

	Subject	Sold Comp 1	Sold Comp 2	Sold Comp 3	List Comp 1	List Comp 2	List Comp 3
Address	1020 Willow Street Oakland, CA 94607	1125 Wood St Oakland, CA 94607	1034 28th St Oakland, CA 94608	780 15th St Oakland, CA 94612	1477 5th St Oakland, CA 94607	1026 Pine St Oakland, CA 94607	964 21st St Oakland, CA 94607
Proximity		0.13 Miles	1.23 Miles	1.09 Miles	0.43 Miles	0.16 Miles	1.02 Miles
Sale/List Price		\$495,000	\$465,000	\$746,000	\$600,000	\$610,000	\$499,000
Sale Date		6/30/2017	4/13/2017	5/9/2017			
Price Per Sq.ft.	\$639.30	\$752.28	\$503.25	\$724.98	\$857.14	\$578.75	\$594.05
Initial List Price	\$375,000	\$499,000	\$535,000	\$599,000	\$600,000	\$610,000	\$499,000
Initial List Date	3/31/2017	5/23/2017	12/15/2016	3/28/2017	5/15/2017	5/23/2017	6/23/2017
Current/Final List	\$375,000	\$499,000	\$477,000	\$599,000	\$600,000	\$610,000	\$499,000
DOM/CDOM	14 / 14	38 / 13	119 / 90	42 / 16	50 / 49	42 / 41	11 / 10
Sales Type		Fair Market	Fair Market	Fair Market	Fair Market	Fair Market	Fair Market
Finance Incentives	0	None	None	None	None	None	None
Living Area	743	658	924	1029	700	1054	840
#Rooms/Bed/Bath 1	4 / 2 / 1	4 / 1 / 1	5 / 2 / 1	5 / 2 / 1	5 / 2 / 1	6 / 3 / 1	5 / 2 / 2
Year Built	1895	1895	1905	1895	1882	1890	1982
Bsmnt SF/% Finished							
Lot Size	0.06ac	0.06ac	0.08ac	0.05ac	0.06ac	0.06ac	0.06ac
Property Type	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach
Style / Quality	Bungalow/Cottage / Q4	Bungalow/Cottage / Q4	Bungalow/Cottage / Q4	Bungalow/Cottage / Q4	Bungalow/Cottage / Q4	Bungalow/Cottage / Q4	Bungalow/Cottage / Q4
# of Units	1	1	1	1	1	1	1
Condition	C4	C4	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	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No
Fireplace	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Garage	2 Attached	1 Attached	None	1 Attached	None	None	None
Other Features	None	None	None	None	None	None	None
HOA Fees	0/mo	0/yr	0/yr	0/yr	0/yr	0/yr	0/yr
Subdivision	Not listed	Not listed	Not listed	Not listed	Not listed	Not listed	Not listed
School District	Oakland	Oakland	Oakland	Oakland	Oakland	Oakland	Oakland
Data Source - ID	County Tax - 006-0013-051	MLS - 40782547	MLS - 40765878	MLS - 40774922	MLS - 40781459	MLS - 40782550	MLS - 40786862

<b>Market Time 0-30 days</b>	<b>As-Is Price Estimate</b>	<b>As-Repaired Price Estimate</b>	<b>Land Only Price</b>
Anticipated Sale Price	\$475,000	\$480,000	\$180,000
Recommended List Price	\$479,000	\$483,000	
Recommended Sales Strategy:	<input type="checkbox"/> As - Is <input checked="" type="checkbox"/> Repaired		



	Address	City	BR	BA	Lot Size	Sale/List Date	Year Built	Sale/List Price	Distance
•	1020 Willow Street	Oakland	2	1	0.06ac		1895		
1	1125 Wood St	Oakland	1	1	0.06ac	6/30/2017	1895	\$495,000	0.13 Miles
2	1034 28th St	Oakland	2	1	0.08ac	4/13/2017	1905	\$465,000	1.23 Miles
3	780 15th St	Oakland	2	1	0.05ac	5/9/2017	1895	\$746,000	1.09 Miles
1	1477 5th St	Oakland	2	1	0.06ac	5/15/2017	1882	\$600,000	0.43 Miles
2	1026 Pine St	Oakland	3	1	0.06ac	5/23/2017	1890	\$610,000	0.16 Miles
3	964 21st St	Oakland	2	2	0.06ac	6/23/2017	1982	\$499,000	1.02 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	Similar to the subject in gla with inferior bedroom counts
Sale 2 Comments	Equal in room counts with superior gla
Sale 3 Comments	Superior to the subject in gla with equal room counts
List 1 Comments	Equal in gla and room counts to the subject
List 2 Comments	Superior to the subject in gla and room counts
List 3 Comments	Similar in gla with superior bath counts

**Comments:**

## Service Provider Comments:

Subject valued between sold comps 1 and 2 which are the most similar sales available and have similar GLA. Value range of comps expanded due to a severe lack of inventory. All comps are located within 1.23 miles from the subject. Had to expand radius due to lack of inventory in the area. Close of escrow is within the past 3 months. The most proximate and similar comps available were used in this report. Subject is currently listed below market value.

## Vendor Comments:

Service Provider  
Signature

/s/ Rebekkah Leber

Service Provider  
Company

Initio Realty

BPO Effective Date

7/5/2017

Service Provider Lic.  
Num.

01870575

**Repairs**Recommended 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:			
External Repairs		Comment	Total
Roof			\$0
Siding/Trim			\$0
Structural			\$0
Windows/Doors			\$0
Paint	Exterior paint		\$2,000
Foundation			\$0
Garage			\$0
Landscaping			\$0
Fence			\$0
Other			\$0
External Repair Total:			\$2,000
Repair Total:			\$2,000



Subject Front

**1020 Willow Street  
Oakland, CA 94607**



Address



Side



Side



Street



Street



Damage Photo



View across street



**Comparable Sale #1**

1125 Wood St  
Oakland, CA 94607  
Sale Date: 6/30/2017  
Sale Price: \$495,000



**Comparable Sale #2**

1034 28th St  
Oakland, CA 94608  
Sale Date: 4/13/2017  
Sale Price: \$465,000



**Comparable Sale #3**

780 15th St  
Oakland, CA 94612  
Sale Date: 5/9/2017  
Sale Price: \$746,000



**Comparable Listing #1**

1477 5th St  
Oakland, CA 94607  
Current List: \$600,000



**Comparable Listing #2**

1026 Pine St  
Oakland, CA 94607  
Current List: \$610,000



**Comparable Listing #3**

964 21st St  
Oakland, CA 94607  
Current List: \$499,000

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