



Broker Price Opinion

Exterior Inspection
 Interior Inspection

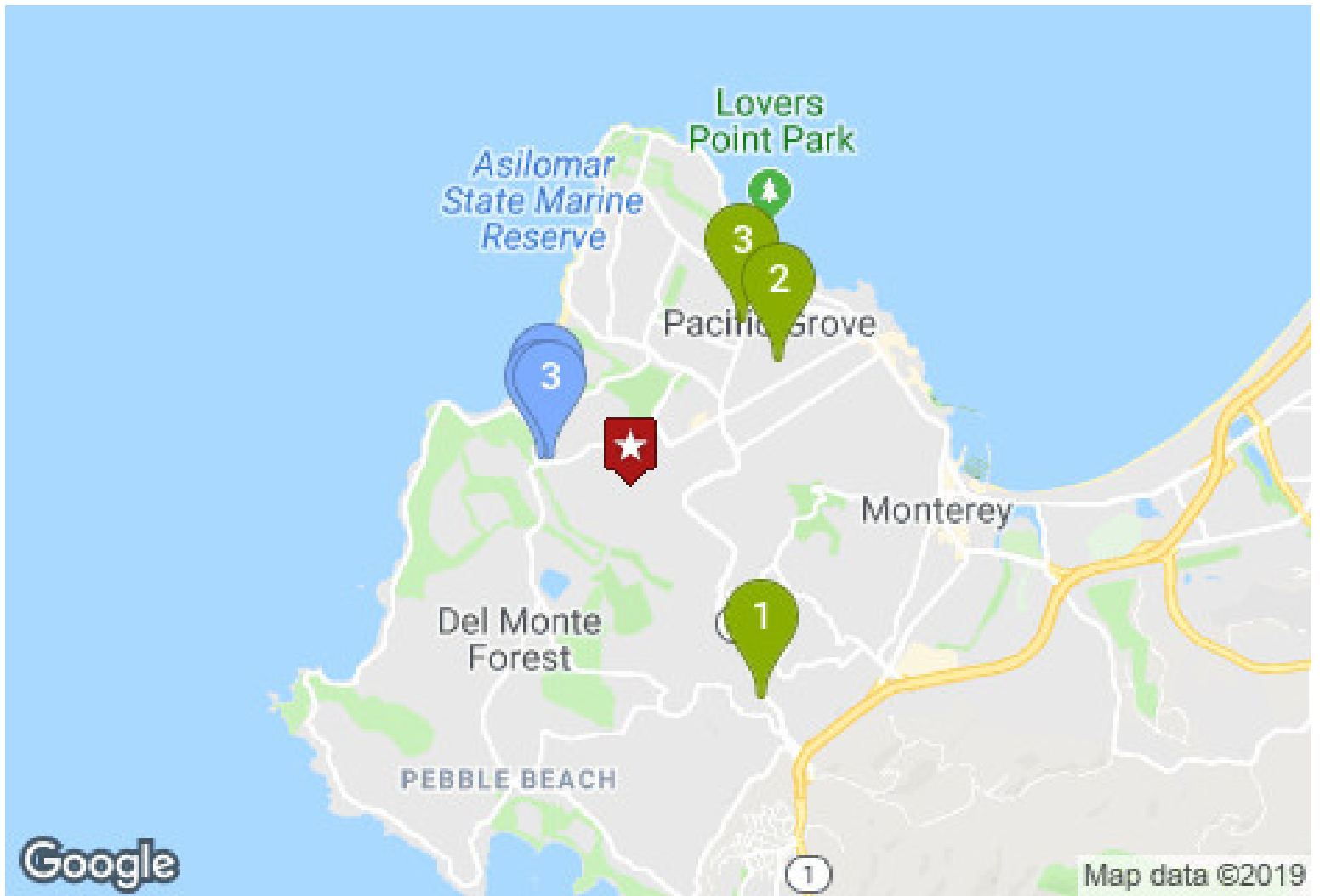
Property Address: 1306 Lawton Ave	Vendor ID: 4784393
City, State, Zip: Pacific Grove, CA 93950	Deal Name:
Loan Number: 1306LawtonAve	Inspection Date: 6/10/2019
2nd Loan / Client #:	Subject APN: 007-575-043-000

Property Occupancy Status: Owner	Does the Property Appear Secure?: Yes	Est. Monthly Rent: \$3,450	Sold in the last 12 Months?: No
Currently Listed: Yes	Currently List Broker: Coldwell Banker Residential Br	List Broker Contact #: 8318843919	Sale Price:
	Initial List Price: \$725,000	Initial List Date: 5/27/2019	Sale Date:
	Current List Price: \$725,000	DOM / CDOM: 14 / 14	
Is the Subject Listing Currently Pending?: Yes	Date of Contract: 5/28/2019	CDOM to Contract: 14	

Subject Property Comments / External Influences
Visual exterior inspection shows no sign of needed repair.

Subject	Sold Comp 1	Sold Comp 2	Sold Comp 3	List Comp 1	List Comp 2	List Comp 3	
							
Address	1306 Lawton Ave Pacific Grove, CA 93950	2888 Oak Knoll Road Pebble Beach, CA 93953	2908 Oak Knoll Road Pebble Beach, CA 93953	2904 Sloat Road Pebble Beach, CA 93953	4143 Crest Road Pebble Beach, CA 93953	410 Sinex Avenue Pacific Grove, CA 93950	512 16th Street Pacific Grove, CA 93950
Proximity		0.67 Miles	0.65 Miles	0.6 Miles	1.67 Miles	1.35 Miles	1.39 Miles
Sale/List Price		\$1,350,000	\$1,200,000	\$1,175,000	\$1,149,000	\$1,365,000	\$1,185,000
Sale Date		3/12/2019	8/14/2018	2/22/2019	pending	active	active
Price Per Sq.ft.	\$339.58	\$767.48	\$511.07	\$678.41	\$451.47	\$650.93	\$658.33
Initial List Price	\$725,000	\$1,445,000	\$1,450,000	\$1,588,000	\$1,149,000	\$1,395,000	\$1,185,000
Initial List Date	5/27/2019	12/3/2018	4/20/2018	4/30/2018	5/1/2019	4/26/2019	4/19/2019
Current/Final List	\$725,000	\$1,399,000	\$1,325,000	\$1,249,000	\$1,149,000	\$1,365,000	\$1,185,000
DOM/CDOM	14 /	99 / 99	116 / 116	298 / 298	40 / 40	45 / 45	52 / 52
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	2135	1759	2348	1732	2545	2097	1800
#Rooms/Bed/Bath 1	7 / 4 / 2.5	6 / 3 / 2	6 / 3 / 2	6 / 3 / 2	7 / 3 / 3.5	7 / 4 / 3	6 / 3 / 2
Year Built	1951	1953	1979	1974	1975	1917	1925
Bsmnt SF/% Finished	/	/	/	/	/	/	/
Lot Size	0.16ac	0.23ac	0.21ac	0.20ac	0.24ac	0.08ac	0.10ac
Property Type	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach
Style / Quality	2-Story Conv / Q4	Ranch / Q4	2-Story Conv / Q4	Ranch / Q4	2-Story Conv / Q4	2-Story Conv / Q4	2-Story Conv / Q4
# of Units	1	1	1	1	1	1	1
Condition	C4	C3	C3	C3	C3	C3	C3
Pool/Spa	None	No / No	No / No	Yes / No	No / No	No / No	No / No
View	Residential	Residential	Residential	Residential	Residential	Residential	Residential
Porch/Patio/Deck	No / No / Yes	Yes / Yes / No	Yes / No / No	No / Yes / Yes	No / Yes / Yes	Yes / No / Yes	No / Yes / Yes
Fireplace	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Garage	2 Detached	2 Attached	2 Attached	2 Attached	2 Attached	1 Attached	1 Attached
Other Features	None	None	None	None	None	None	None
HOA Fees	0/mo0/mo	0/mo2/mo	0/mo0/mo	0/mo2/mo	0/mo0/mo	0/mo0/mo	0/mo0/mo
Subdivision	Pacific Grove	Pebble Beach	Pebble Beach	Pebble Beach	Pebble Beach	Pacific Grove	Pacific Grove
Likely Sale Price					\$1,149,000	\$1,365,000	\$1,185,000
School District	Pacific Grove Unified	Pacific Grove Unified	Pacific Grove Unified	Pacific Grove Unified	Pacific Grove Unified	Pacific Grove Unified	Pacific Grove Unified
Common Amenities							
Data Source - ID	MLS - ML81753702	MLS - ML81732540	MLS - ML81701812	MLS - ML81703156	MLS - ML81749606	MLS - ML81748980	MLS - ML81747867
Overall Comparison							

Market Time 120-180 days	As-Is Price Estimate	As-Repaired Price Estimate	Land Only Price
90-Day Marketing Time	\$725,000	\$1,267,000	\$281,300
Recommended List Price	\$725,000	\$1,267,000	
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
•	1306 Lawton Ave	Pacific Grove	4	2.5	0.16ac		1951		
1	2888 Oak Knoll Road	Pebble Beach	3	2	0.23ac	3/12/2019	1953	\$1,350,000	0.67 Miles
2	2908 Oak Knoll Road	Pebble Beach	3	2	0.21ac	8/14/2018	1979	\$1,200,000	0.65 Miles
3	2904 Sloat Road	Pebble Beach	3	2	0.20ac	2/22/2019	1974	\$1,175,000	0.6 Miles
1	4143 Crest Road	Pebble Beach	3	3.5	0.24ac	5/1/2019	1975	\$1,149,000	1.67 Miles
2	410 Sinex Avenue	Pacific Grove	4	3	0.08ac	4/26/2019	1917	\$1,365,000	1.35 Miles
3	512 16th Street	Pacific Grove	3	2	0.10ac	4/19/2019	1925	\$1,185,000	1.39 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	This extensively renovated single-level home provides the opportunity to live your dream in world renowned Pebble Beach.
Sale 2 Comments	Fabulous new price!!!A wonderful Pebble Beach home in nice location close to Spanish Bay Inn and the Monterey Peninsula Country Club. Open space across the street with family of deer as your neighbor.
Sale 3 Comments	SELLER MOTIVATED! REDUCED Price! BRING OFFERS! SINGLE LEVEL home in Pebble Beach close to Spanish Bay! New upgrades throughout. Spacious three bedrooms and two full bathrooms.
List 1 Comments	Wonderful Pebble Beach home featuring 3 bedrooms and 3.5 baths! Two separate master suites located in the upstairs wings offer views of the bay and city lights, while an additional bedroom located on the ground floor creates the ultimate flexibility..
List 2 Comments	Beautiful updated Victorian style home located in the heart of America's last hometown. You will fall in love with this nearly 2100 square foot, 4 bedroom, 3 bath Pacific Grove two story cottage within walking distance to local schools, downtown and the waterfront.
List 3 Comments	Beautifully remodeled home conveniently located in the heart of Pacific Grove. Features include oak and travertine floors, high ceilings, and crown molding throughout.

Comments:

Service Provider Comments:

Search criteria -- 1 bed and 1 bath variance, 20% GLA variance, 10 years variance, COE 12 months, within 2 miles radius. Specific adjustments are provided on the report for each comp. Potential buyers are move up buyers. Offering some sales incentive can help improve the marketing effort. There's a shortage of comparables with similar living space within immediate area so expansion of sold date, search distance, age, value variance, different style comp and/or lot size is necessary. Close to restaurants, parks and schools. Easy access to 1 highway.,

Vendor Comments:

Service Provider
Signature
Service Provider
Company

/s/ Danaiwat Pongtippun
Insync Realty, Inc.

BPO Effective Date

6/10/2019

Service Provider Lic.
Num.

01952161

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:			
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

**1306 Lawton Ave
Pacific Grove, CA93950**



Address



Side



Side



Street



Street



Other



View across street



Street Sign



Comparable Sale #1

2888 Oak Knoll Road
Pebble Beach, CA93953
Sale Date: 3/12/2019
Sale Price: \$1,350,000



Comparable Sale #2

2908 Oak Knoll Road
Pebble Beach, CA93953
Sale Date: 8/14/2018
Sale Price: \$1,200,000



Comparable Sale #3

2904 Sloat Road
Pebble Beach, CA93953
Sale Date: 2/22/2019
Sale Price: \$1,175,000



Comparable Listing #1

4143 Crest Road
Pebble Beach, CA93953
Current List: \$1,149,000



Comparable Listing #2

410 Sinex Avenue
Pacific Grove, CA93950
Current List: \$1,365,000



Comparable Listing #3

512 16th Street
Pacific Grove, CA93950
Current List: \$1,185,000

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