

# RESIDENTIAL BROKER PRICE OPINION

Loan # \_\_\_\_\_

REO # : \_\_\_\_\_ This BPO is the  Initial  2nd Opinion  Updated  Exterior Only DATE \_\_\_\_\_

PROPERTY ADDRESS: \_\_\_\_\_ SALES REPRESENTATIVE: \_\_\_\_\_

CLIENT 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 MARKETIBILITY

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	
Sale or Financing Concessions												
Location												
Leasehold/Fee Simple												
Lot Size												
View												
Design and Appeal												
Quality of Construction												
Age												
Condition												
Above Grade	Total	Bdms	Bahs	Total	Bdms	Bahs	Total	Bdms	Bahs	Total	Bdms	Bahs
Room Count												
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"/> -		<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"/>					
List Price															
Price/Gross Living Area	/Sq. Ft.			/Sq. Ft.			/Sq. Ft.			/Sq. Ft.					
Data and/or Verification Sources															
	DESCRIPTION			DESCRIPTION			+			+			+		
							Adjustment			Adjustment			Adjustment		
Sale or Financing Concessions															
Days on Market															
Location															
Leasehold/Fee Simple															
Lot Size															
View															
Design and Appeal															
Quality of Construction															
Age															
Condition															
Above Grade	Total	Bdms	Bahs	Total	Bdms	Bahs		Total	Bdms	Bahs		Total	Bdms	Bahs	
Room Count															
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															

VII. 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>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: \_\_\_\_\_