

Original List

**Original List** 

**Final List** 

# 49 Cypress Place, Sausalito, CA 94965

Please Note: This report was completed with the following assumptions: Market Approach: Fair Market Price, Marketing Time: Typical. Important additional information relating to this report, including use and restrictions, is contained in an attached addendum which is an integral part of this report.

Address Inspection Date Loan Number Borrower Name	49 Cypress Place, Sausalito, CA 94965 03/15/2019 36731 CRE	Order ID Date of Report APN	6104098 03/16/2019 0364-410-39	Property ID	26192108
Tracking IDs					
Order Tracking ID	CS_FundingBatch57_03.13.2019	Tracking ID 1	CS_FundingB	atch57_03.13.2	019
Tracking ID 2		Tracking ID 3			
I. General Condit	tions				

I. General Conditions		
Property Type	Condo	Condition Comments
Occupancy	Occupied	The subject is in good condition with no deferred
Ownership Type	Fee Simple	maintenance based on exterior visual inspection.
Property Condition	Good	
<b>Estimated Exterior Repair Cost</b>	\$0	
<b>Estimated Interior Repair Cost</b>	\$0	
Total Estimated Repair	\$0	
НОА	Anchorage	
Association Fees	\$468 / Month (Insurance,Other: ground maintenance)	
Visible From Street	Visible	

II. Subject Sales & Listing	History	
<b>Current Listing Status</b>	Not Currently Listed	Listing History Comments
Listing Agency/Firm		The subject has not been listed in the past 12 months.
Listing Agent Name		
Listing Agent Phone		
# of Removed Listings in 0 Previous 12 Months		
# of Sales in Previous 12 Months	0	

**Final List** 

Date	Price	Date	Price				
III. Neighborh	nood & Market I	Data					
Location Type		Suburban		Neighborh	ood Comments		
Neighborhood High: \$ Market for this type of property Remain		Stable		The neighborhood encompasses homes of similar age, and condition. The homes are generally in good condition. The homes are generally in good to average condition. The neighborhood is not prevalent to REOs.			
		Low: \$450,000 High: \$1,000,000	0			verage	
		Remained Stable past 6 months.	e for the	Sellers are giving minimal concessions to buyers primar for paying for closing costs.			
		<90		. , 0	3		

Result

**Result Date** 

**Result Price** 

Source

IV. Current Listings				
	Subject	Listing 1 *	Listing 2	Listing 3
Street Address	49 Cypress Place	2311 Scott St Apt 4	1998 Broadway Apt 702	2120 Stockton St Apt 301
City, State	Sausalito, CA	San Francisco, CA	San Francisco, CA	San Francisco, CA
Zip Code	94965	94115	94109	94133
Datasource	Tax Records	MLS	MLS	MLS
Miles to Subj.		6.25 <sup>1</sup>	6.35 <sup>1</sup>	6.60 ¹
Property Type	Condo	Condo	Condo	Condo
Original List Price \$	\$	\$859,000	\$859,000	\$799,000
List Price \$		\$859,000	\$859,000	\$799,000
Original List Date		01/04/2019	12/25/2018	11/17/2018
DOM · Cumulative DOM	•	68 · 71	55 · 81	116 · 119
Age (# of years)	40	54	55	39
Condition	Good	Good	Good	Good
Sales Type		Fair Market Value	Fair Market Value	Fair Market Value
Style/Design	1 Story contemporary	1 Story contemporary	1 Story contemporary	1 Story contemporary
# Units	1	1	1	1
Living Sq. Feet	766	735	700	713
Bdrm · Bths · ½ Bths	1 · 1	1 · 1	1 · 1	1 · 1
Total Room #	3	3	3	3
Garage (Style/Stalls)	Carport 1 Car	Carport 1 Car	Carport 1 Car	Carport 1 Car
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.				
Basement Sq. Ft. Pool/Spa				
		  0.01 acres		  0.01 acres

 $\textbf{Listing Comments} \ \ \text{Why the comparable listing is superior or inferior to the subject.}$ 

**Listing 1** Inferior GLA adjustment \$13,000 and inferior age adjustment \$14,000 = \$886,000

**Listing 2** Inferior GLA adjustment \$27,000 and inferior age adjustment \$15,000 = \$901,000

**Listing 3** Inferior GLA adjustment \$17,000 and superior age adjustment -\$1,000 = \$815,000

<sup>\*</sup> Listing 1 is the most comparable listing to the subject.

¹ Comp's "Miles to Subject" was calculated by the system.

² Comp's "Miles to Subject" provided by Real Estate Professional.

<sup>&</sup>lt;sup>3</sup> Subject \$/ft based upon as-is sale price.

V. Recent Sales				
	Subject	Sold 1	Sold 2	Sold 3 *
Street Address	49 Cypress Place	86 Anchorage Rd	114 Stanford Way	98 Stanford Way
City, State	Sausalito, CA	Sausalito, CA	Sausalito, CA	Sausalito, CA
Zip Code	94965	94965	94965	94965
Datasource	Tax Records	Public Records	Public Records	Public Records
Miles to Subj.		0.20 <sup>1</sup>	0.31 <sup>1</sup>	0.30 <sup>1</sup>
Property Type	Condo	Condo	Condo	Condo
Original List Price \$		\$600,000	\$567,000	\$725,000
List Price \$		\$600,000	\$567,000	\$725,000
Sale Price \$		\$600,000	\$567,000	\$725,000
Type of Financing		Conventional	Conventional	Conventional
Date of Sale		10/12/2018	7/3/2018	4/12/2018
DOM · Cumulative DOM	<b></b> ·	1 · 0	1 · 0	1 · 0
Age (# of years)	40	50	38	38
Condition	Good	Good	Good	Good
Sales Type		Fair Market Value	Fair Market Value	Fair Market Value
Style/Design	1 Story contemporary	1 Story contemporary	1 Story contemporary	1 Story contemporary
# Units	1	1	1	1
Living Sq. Feet	766	794	616	776
Bdrm · Bths · ½ Bths	1 · 1	1 · 1	1 · 1	1 · 1
Total Room #	3	3	3	3
Garage (Style/Stalls)	Carport 1 Car	Carport 1 Car	Carport 1 Car	Carport 1 Car
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.	%			
Pool/Spa				
Lot Size	0.01 acres	0.04 acres	0.02 acres	0.03 acres
Other				
Net Adjustment	<del></del>	-\$1,000	+\$59,000	-\$6,000
Adjusted Price		\$599,000	\$626,000	\$719,000

Reasons for Adjustments Why the comparable sale is superior or inferior to the subject.

**Sold 1** Superior GLA adjustment -\$11,000 and inferior age adjustment \$10,000 = \$599,000

**Sold 2** Inferior GLA adjustment \$61,000 and inferior age adjustment -\$2,000 = \$626,000

**Sold 3** Superior GLA adjustment -\$4,000 and superior age adjustment -\$2,000 = \$727,000

<sup>\*</sup> Sold 3 is the most comparable sale to the subject.

¹ Comp's "Miles to Subject" was calculated by the system.

² Comp's "Miles to Subject" provided by Real Estate Professional.

³ Subject \$/ft based upon as-is sale price.

# VI. Marketing Strategy As Is Price Repaired Price Suggested List Price \$661,000 \$661,000 Sales Price \$651,000 \$651,000 30 Day Price \$641,000 - Comments Regarding Pricing Strategy

The value conclusion is based on sold comps referenced in this report. Comps were selected within 0.5 miles and 10% of the GLA.

# VII. Clear Capital Quality Assurance Comments Addendum

# Reviewer's Notes

The broker's as-is conclusion reflects the market for the subject. Comps are within a reasonable distance, relatively current, and accurately reflect the subject's defining characteristics. Thus, the as-is conclusion appears to be adequately supported.



Subject 49 Cypress PI

View Front



Subject 49 Cypress PI

View Front



Subject 49 Cypress PI

View Address Verification



Subject 49 Cypress PI

Side View



Subject 49 Cypress PI

View Side



Subject 49 Cypress PI

View Side



Subject 49 Cypress PI View Street



Subject 49 Cypress PI View Street



Listing Comp 1 2311 Scott St Apt 4

View Front



**Listing Comp 2** 1998 Broadway Apt 702

View Front



Listing Comp 3 2120 Stockton St Apt 301

View Front



Sold Comp 1 86 Anchorage Rd

View Front



Sold Comp 2 114 Stanford Way

View Front



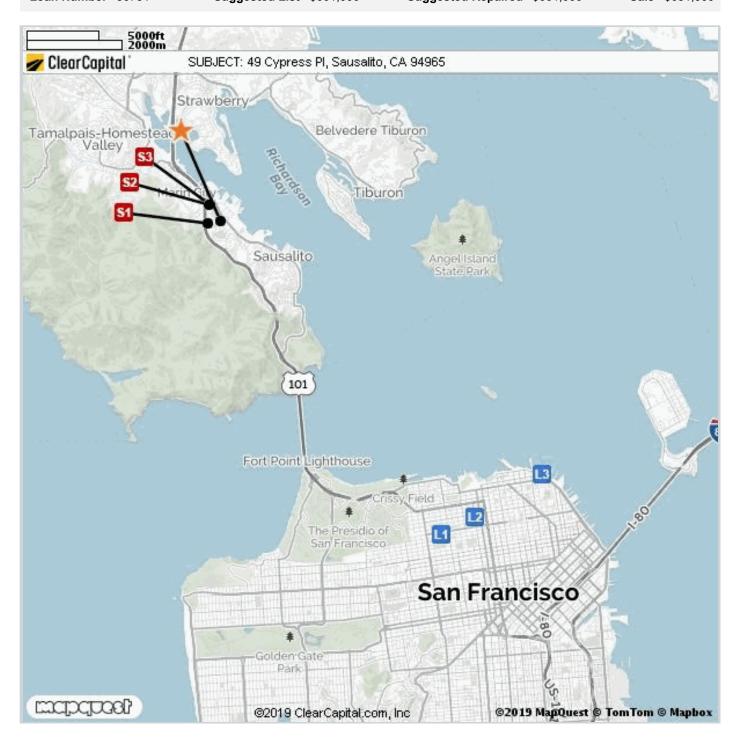
Sold Comp 3 98 Stanford Way

View Front

# ClearMaps Addendum

🕁 49 Cypress Place, Sausalito, CA 94965

Sale \$651,000 Loan Number 36731 Suggested List \$661,000 Suggested Repaired \$661,000



Comparable	Address	Miles to Subject	Mapping Accuracy
★ Subject	49 Cypress PI, Sausalito, CA		Parcel Match
Listing 1	2311 Scott St Apt 4, San Francisco, CA	6.25 Miles <sup>1</sup>	Parcel Match
Listing 2	1998 Broadway Apt 702, San Francisco, CA	6.35 Miles <sup>1</sup>	Parcel Match
Listing 3	2120 Stockton St Apt 301, San Francisco, CA	6.60 Miles <sup>1</sup>	Parcel Match
S1 Sold 1	86 Anchorage Rd, Sausalito, CA	0.20 Miles <sup>1</sup>	Parcel Match
Sold 2	114 Stanford Way, Sausalito, CA	0.31 Miles <sup>1</sup>	Parcel Match
Sold 3	98 Stanford Way, Sausalito, CA	0.30 Miles <sup>1</sup>	Parcel Match

<sup>&</sup>lt;sup>1</sup> The Comparable "Distance from Subject" value has been calculated by the Clear Capital system. <sup>2</sup> The Comparable "Distance from Subject" value has been provided by the Real Estate Professional.

# **Addendum: Report Purpose**

#### **Market Approach and Market Time**

The Market Approach of this report, as established by the customer, is: Fair Market Price. (See definition below.)

The Marketing Time as specified by the customer is **Typical**. (See definition below.)

Definitions:

Fair Market Price A price at which the property would sell between a willing buyer and a willing seller neither being

compelled by undue pressure and both having reasonable knowledge of relevant facts.

Distressed Price A price at which the property would sell between a willing buyer and a seller acting under duress.

Marketing Time The amount of time the property is exposed to a pool of prospective buyers before going into contract.

The customer either specifies the number of days, requests a marketing time that is typical to the

subject's market area and/or requests an abbreviated marketing time.

Typical for Local Market The estimated time required to adequately expose the subject property to the market resulting in a

contract of sale.

# **Report Instructions**

This section shows the instructions that were approved by the customer and provided to the broker prior to completing the report.

\*\*\* Please Note: This is a RUSH assignment. Do not accept if you cannot meet the current due date and time. Please reference the set terms and contact Clear Capital at 530.582.5011 if you require any changes. Thanks! \*\*\*

Instructions last updated: 7/17/2017

#### Purpose:

Please determine a fair market price for this property at which it would sell in a typical marketing time for the area.

#### **Customer Specific Requests:**

\*\*If the property is commercial or mixed use, please stop and contact Clear Capital as soon as possible\*\*

#### Form Help:

There are blue question marks (?) throughout this form. These are designed to offer guidance for that particular section of the form. Please click on them for help.

# Comparable Requirements:

- 1. Please use fair market comps from the same neighborhood, block or subdivision whenever possible.
- 2. Please only use REO comparables if the market is driven by REOs and they are comparable in characteristics and condition.
- 3. Please use comps that have closed in the past 3 months to show the current market conditions or comment in the report if this is not possible. In rapidly changing markets, active listing comps should be given equal or greater weight than sold comps in your analysis.

## Standard Instructions:

- 1. Clear Capital Code Of Conduct Please make sure that you are always abiding by the Clear Capital Code of Conduct when completing valuation reports.
- 2. If the subject is currently listed, please consider all available information pertaining to the subject's condition. This information should be utilized when developing the assumption of the subject's condition.
- 3. Use the subject characteristics provided in the report Grid (if preloaded) to evaluate the property. This information is from a full interior appraisal and is assumed to be most accurate. If your inspection reveals obvious inaccuracies, please explain in the narrative of the report.
- 4. Include sufficient detail to help our mutual customer gain a complete understanding of the subject's neighborhood such as neighborhood desirability, amenities, parks, schools, commercial or industrial influences, REO activity, traffic, board-up-homes, etc.
- 5. Do not approach occupants or owners
- 6. If the subject is a Commercial property, contact Clear Capital immediately at 530-582-5011 for direction on how to proceed with the report.
- 7. Please do not accept if you or your office has completed a report on this property in the last month, are currently listing this property, or have any vested interest in the subject property.
- 8. Clear Capital does not allow any log ins from IP addresses from foreign countries. This includes, but is not limited to; data entry services, form completion services, etc. Also, it is against Clear Capital code of conduct to share your password with anyone who is not a W2 employee in your office.
- 9. Clear Capital and our mutual customers greatly appreciate your expertise. If you cannot personally inspect the property, select comparables, and determine a price for the subject, please do not accept this report. Per the standards and guidelines adopted by Clear Capital and other industry leaders, the use of assistants to complete any of the aforementioned tasks is not permitted.

Due to the importance of an independent opinion of price, please do not discuss your price with anyone or be influenced by list price, pending offers, accept comp packets, repair estimates or the listing agent's opinion.

1. One current, original photo of the front of the subject 2. One address verification photo 3. One street scene photo looking down the street 4. MLS listing and sold comp photos required, please comment if no MLS.

## **Broker Information**

Broker Name Leona Renee Greenlow-Turner Company/Brokerage

 License No
 01390252

 License Expiration
 06/18/2019
 License State
 C

Phone 5107170094 Email leona.turner@elitereo.com

Elite REO Services

Broker Distance to Subject 10.09 miles Date Signed 03/15/2019

By confirming the above contact and real estate license information and submitting the report, the above signed hereby certifies and agrees that: 1) I personally took the pictures, selected comparables, and determined the price conclusion. 2) To the best of my knowledge, the statements of fact contained in this report are true and correct. 3) The reported analyses, opinions, and conclusions are my personal, impartial, and unbiased professional analyses, opinions, and conclusions. 4) I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved. 5) I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment. 6) My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined price point. 7) I did not base, either partially or completely, my analysis and/or opinion and conclusions in this report on race, color, religion, sex, age, marital status, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property or of the present owners or occupants of the properties in the vicinity of the subject property or on any other basis prohibited by law. 8) I maintain errors and omissions insurance, to the extent required by state law, for all liability associated with the preparation of this Report.

#### Disclaimer

This document is not an appraisal as defined by USPAP (Uniform Standards of Professional Appraisal Practice). It is not to be construed as an appraisal and may not be used as such for any purpose.

# Unless otherwise specifically agreed to in writing:

The intended purpose of this report is to assist the Clear Capital account holder in making decisions within the scope of applicable statutory and regulatory requirements and performing required due diligence. This document is provided solely for the use of the Clear Capital account holder and not any other party, is not intended as any guarantee of value and/or condition of the subject property and should not be relied on as such. In the event that this document is found to be defective, incorrect, negligently prepared or unfit for its authorized use, Clear Capital's sole liability shall be to promptly refund the total fee expended by the account holder for this report or to replace it at no charge to the account holder, but in no event shall Clear Capital be responsible to the account holder for any indirect or consequential damages whatsoever. This warranty is in lieu of all other warranties, express or implied, except where otherwise required by law. The account holder shall notify Clear Capital within thirty (30) days of this report's delivery to the account holder if it believes that this document is defective, incorrect, negligently prepared or unfit for its authorized use. Under no circumstances may Clear Capital forms or their contents be published, copied, replicated, or mimicked.