

# Standard BPO, Drive-By v2 16205 E Balsam Drive, Fountain Hills, AR 85268

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.

Tracking IDs         Order Tracking ID BotW New Fac-DriveBy BPO 01.17.19 Tracking ID 2       Tracking ID 1 BotW New Fac-DriveBy BPO 01 Tracking ID 3         I. General Conditions       Image: Condition Comments         Property Type       SFR         Occupancy       Occupied         Ownership Type       Fee Simple         Property Condition       Average         Estimated Exterior Repair Cost       \$0         Total Estimated Repair       \$0         HOA       No         Visible From Street       Visible	
Tracking ID 2Tracking ID 3I. General ConditionsSFRCondition CommentsProperty TypeSFRCondition CommentsOccupancyOccupiedNo repair items noted. Conforms to neighborhoo from busy roads.Ownership TypeFee SimpleProperty ConditionAverageEstimated Exterior Repair Cost\$0Estimated Interior Repair Cost\$0Total Estimated Repair\$0HOANo	
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Total Estimated Repair\$0HOANo	
HOA No	
Visible From Street Visible	
II. Subject Sales & Listing History	
Current Listing Status Not Currently Listed Listing History Comments	
Listing Agency/Firm No MLS history for subject.	
Listing Agent Name	
Listing Agent Phone	
# of Removed Listings in 0 Previous 12 Months	
# of Sales in Previous 12 0 Months	
Original List Original List Final List Result Result Date Result Price Date Price Date Price	Source
III. Neighborhood & Market Data	
Location Type Suburban Neighborhood Comments	
Local Economy Stable Ranch style homes. No negative commercial or	
Sales Prices in thisLow: \$200,000influences. No boarded up homes. Approximatel activity.NeighborhoodHigh: \$448,500activity.	y 1% REO
Market for this type of property Remained Stable for the past 6 months.	
Normal Marketing Days <90	

# IV. Current Listings

IV. Current Listings				
	Subject	Listing 1	Listing 2 *	Listing 3
Street Address	16205 E Balsam Driv	e 16104 E Balsam Dr	16047 E Glenbrook Blvd	15625 E Cardinal C
City, State	Fountain Hills, AR	Fountain Hills, AZ	Fountain Hills, AZ	Fountain Hills, AZ
Zip Code	85268	85268	85268	85268
Datasource	Tax Records	Tax Records	Tax Records	Tax Records
Miles to Subj.		0.13 <sup>1</sup>	0.19 <sup>1</sup>	0.82 <sup>1</sup>
Property Type	SFR	SFR	SFR	SFR
Original List Price \$	\$	\$389,900	\$375,000	\$499,900
List Price \$		\$375,000	\$375,000	\$499,900
Original List Date		10/12/2018	12/09/2018	01/18/2019
DOM · Cumulative DOM	•	51 · 100	18 · 42	1 · 2
Age (# of years)	25	24	24	22
Condition	Average	Average	Average	Average
Sales Type	-	Fair Market Value	Fair Market Value	Fair Market Value
Style/Design	1 Story Ranch	1 Story Ranch	1 Story Ranch	1 Story Ranch
# Units	1	1	1	1
Living Sq. Feet	1,695	1,610	1,704	1,989
Bdrm $\cdot$ Bths $\cdot$ ½ Bths	4 · 2	3 · 2	3 · 2	3 · 2
Total Room #	6	5	5	5
Garage (Style/Stalls)	Attached 3 Car(s)	Attached 5+ Car(s)	Attached 2 Car(s)	Attached 3 Car(s)
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.				
Pool/Spa	-			Pool - Yes
Lot Size	0.230 acres	0.246 acres	0.293 acres	0.267 acres
Other	Fireplace	None	Fireplace	Fireplace

Listing Comments Why the comparable listing is superior or inferior to the subject.

Listing 1 Fair market. Similar square footage, lot size. Superior parking. Inferior fireplace.

Listing 2 Fair market. Similar square footage. Superior lot size.

Listing 3 Fair market. Superior square footage, pool, lot size, parking.

\* Listing 2 is the most comparable listing to the subject.
<sup>1</sup> Comp's "Miles to Subject" was calculated by the system.
<sup>2</sup> Comp's "Miles to Subject" provided by Real Estate Professional.
<sup>3</sup> Subject \$/ft based upon as-is sale price.

# V. Recent Sales

V. Recent Sales				
	Subject	Sold 1	Sold 2 *	Sold 3
Street Address	16205 E Balsam Drive	16114 E Gleneagle Dr	16222 E Glenpoint Dr	16129 E Glendora E
City, State	Fountain Hills, AR	Fountain Hills, AZ	Fountain Hills, AZ	Fountain Hills, AZ
Zip Code	85268	85268	85268	85268
Datasource	Tax Records	Tax Records	Tax Records	Tax Records
Miles to Subj.		0.11 <sup>1</sup>	0.11 <sup>1</sup>	0.16 <sup>1</sup>
Property Type	SFR	SFR	SFR	SFR
Original List Price \$		\$375,000	\$349,500	\$321,900
List Price \$		\$375,000	\$349,500	\$321,900
Sale Price \$		\$358,000	\$341,535	\$322,000
Type of Financing		Conventional	Conventional	Conventional
Date of Sale		9/18/2018	11/9/2018	8/31/2018
DOM · Cumulative DOM	*	72 · 75	84 · 84	39 · 39
Age (# of years)	25	30	28	26
Condition	Average	Average	Average	Average
Sales Type		Fair Market Value	Fair Market Value	Fair Market Value
Style/Design	1 Story Ranch	2 Stories Ranch	1 Story Ranch	1 Story Ranch
# Units	1	1	1	1
Living Sq. Feet	1,695	1,954	1,575	1,412
Bdrm · Bths · 1/2 Bths	4 · 2	$3 \cdot 2 \cdot 1$	3 · 2	3 · 2
Total Room #	6	5	5	5
Garage (Style/Stalls)	Attached 3 Car(s)	Attached 2 Car(s)	Attached 2 Car(s)	Attached 2 Car(s)
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.	%			
Pool/Spa			Pool - Yes	
Lot Size	0.230 acres	0.197 acres	0.146 acres	0.138 acres
Other	Fireplace	Fireplace	Fireplace	Fireplace
Net Adjustment		-\$15,290	-\$2,720	+\$9,990
Adjusted Price		\$342,710	\$338,815	\$331,990

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

Sold 1 Fair market. Superior square footage (-\$12950), bath count (-\$3000). Inferior lot size (+\$660).

Sold 2 Fair market. Similar square footage (+\$6000). Superior pool (-\$10000). Inferior lot size (+\$1280).

Sold 3 Fair market. Inferior square footage (+\$9150), lot size (+\$1840).

\* Sold 2 is the most comparable sale to the subject.
<sup>1</sup> Comp's "Miles to Subject" was calculated by the system.
<sup>2</sup> Comp's "Miles to Subject" provided by Real Estate Professional.
<sup>3</sup> Subject \$/ft based upon as-is sale price.

## VI. Marketing Strategy

	As Is Price	Repaired Price	
Suggested List Price	\$344,900	\$344,900	
Sales Price	\$340,000	\$340,000	
30 Day Price	\$325,000		
Commonte Regarding Pricing Strategy			

## Comments Regarding Pricing Strategy

Subject price near top of sold comp adjusted price range, weighed by sold comp 2, most similar to subject.

## VII. Clear Capital Quality Assurance Comments Addendum

**Reviewer's** 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.

# Address16205 E Balsam Drive, Fountain Hills, AR 85268Loan Number36918Suggested List \$344,900

Suggested Repaired \$344,900

Sale \$340,000



Subject 16205 E Balsam Dr

View Front



Subject 16205 E Balsam Dr

View Address Verification

Address16205 E Balsam Drive, Fountain Hills, AR 85268Loan Number36918Suggested List\$344,900

Suggested Repaired \$344,900

Sale \$340,000



Subject 16205 E Balsam Dr

View Street



Listing Comp 1 16104 E Balsam Dr View Front

Address16205 E Balsam Drive, Fountain Hills, AR 85268Loan Number36918Suggested List\$344,900

Suggested Repaired \$344,900

Sale \$340,000



Listing Comp 2 16047 E Glenbrook Blvd View Front



Listing Comp 3 15625 E Cardinal Ct

View Front

## VIII. Property Images (continued)

Address16205 E Balsam Drive, Fountain Hills, AR 85268Loan Number36918Suggested List\$344,900

### Suggested Repaired \$344,900

Sale \$340,000



Sold Comp 1 16114 E Gleneagle Dr View Front



Sold Comp 2 16222 E Glenpoint Dr

## VIII. Property Images (continued)

Address16205 E Balsam Drive, Fountain Hills, AR 85268Loan Number36918Suggested List\$344,900

Suggested Repaired \$344,900

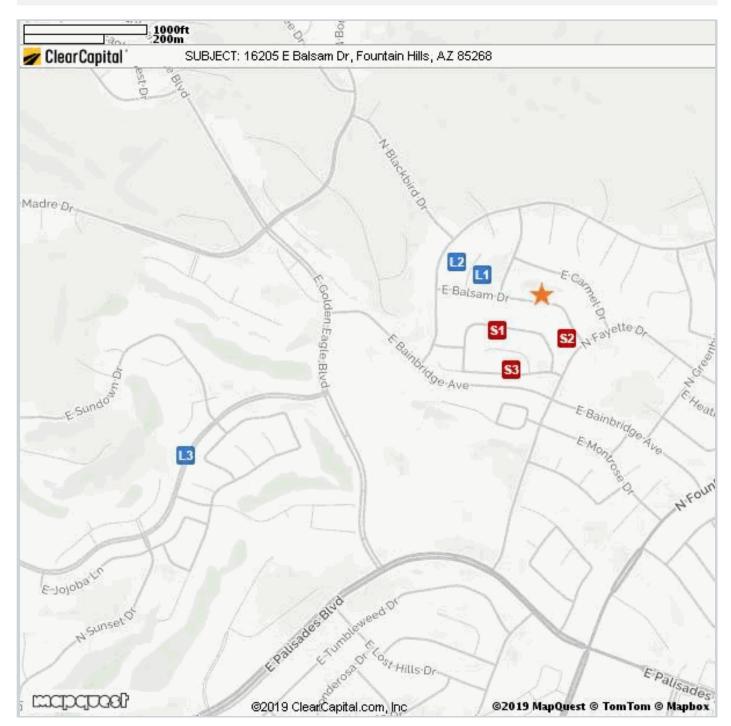
Sale \$340,000



Sold Comp 3 16129 E Glendora Dr View Front

## **ClearMaps Addendum**





Comparable	Address	Miles to Subject	Mapping Accuracy
★ Subject	16205 E Balsam Dr, Fountain Hills, AZ		Parcel Match
Listing 1	16104 E Balsam Dr, Fountain Hills, AZ	0.13 Miles <sup>1</sup>	Parcel Match
Listing 2	16047 E Glenbrook Blvd, Fountain Hills, AZ	0.19 Miles <sup>1</sup>	Parcel Match
Listing 3	15625 E Cardinal Ct, Fountain Hills, AZ	0.82 Miles <sup>1</sup>	Parcel Match
Sold 1	16114 E Gleneagle Dr, Fountain Hills, AZ	0.11 Miles <sup>1</sup>	Parcel Match
Sold 2	16222 E Glenpoint Dr, Fountain Hills, AZ	0.11 Miles <sup>1</sup>	Parcel Match
Sold 3	16129 E Glendora Dr, Fountain Hills, AZ	0.16 Miles <sup>1</sup>	Parcel Match

<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.

## 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.

 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.
 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	John Deidiker	Company/Brokerage	Vista Bonita Realty, Ilc
License No	BR103089000		
License Expiration	04/30/2019	License State	AZ
Phone	4802173179	Email	jdeidiker@gmail.com
Broker Distance to Subject	14.54 miles	Date Signed	01/20/2019

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 or 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 Valuation 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.