# **DRIVE-BY BPO**

121 W Balboa Dr

40986 Loan Number **\$395,000**• As-Is Value

by ClearCapital

Tempe, AZ 85282 Loai

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	121 W Balboa Drive, Tempe, AZ 85282 06/17/2020 40986 Catamount Properties 2018 LLC	Order ID Date of Report APN County	6742159 06/19/2020 133-50-018 Maricopa	Property ID	28463932
Tracking IDs					
Order Tracking ID	20200614_BPOs	Tracking ID 1	20200614_BP0	Os	
Tracking ID 2		Tracking ID 3			

General Conditions						
Owner	DONALD J & PATRICIAN ANN	Condition Comments				
	BLIVEN	The subject property appeared to be in overall average exterior				
R. E. Taxes	\$1,844	condition with no major, urgent repairs needed.				
Assessed Value	\$248,800					
Zoning Classification	Residential					
Property Type	SFR					
Occupancy	Occupied					
Ownership Type	Fee Simple					
<b>Property Condition</b>	Average					
<b>Estimated Exterior Repair Cost</b>	\$0					
Estimated Interior Repair Cost	\$0					
Total Estimated Repair	\$0					
HOA	No					
Visible From Street Visible						
Road Type	Public					

Neighborhood & Market Da	ta				
ocation Type	Suburban	Neighborhood Comments			
ocal Economy	Improving	Market conditions and property values are improving within this			
ales Prices in this Neighborhood	Low: \$200,000 High: \$600,000	area. REO/SS Activity is less than 2% of recent sales and listing			
larket for this type of property	Increased 2 % in the past 6 months.				
ormal Marketing Days	<90				
ormal Marketing Days	<90				

Client(s): Wedgewood Inc

Property ID: 28463932

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	Subject	Listing 1 *	Listing 2	Listing 3
Street Address	121 W Balboa Drive	2019 S La Corta Dr	119 E Palmcroft Dr	326 E Broadmor Dr
City, State	Tempe, AZ	Tempe, AZ	Tempe, AZ	Tempe, AZ
Zip Code	85282	85282	85282	85282
Datasource	Tax Records	MLS	MLS	MLS
Miles to Subj.		0.71 1	0.48 1	0.64 1
Property Type	SFR	SFR	SFR	SFR
Original List Price \$	\$	\$400,000	\$415,000	\$395,000
List Price \$		\$400,000	\$415,000	\$395,000
Original List Date		05/29/2020	06/16/2020	03/14/2020
DOM · Cumulative DOM		3 · 21	3 · 3	25 · 97
Age (# of years)	59	63	61	60
Condition	Average	Average	Average	Average
Sales Type		Fair Market Value	Fair Market Value	Fair Market Value
Location	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential
View	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential
Style/Design	1 Story Ranch	1 Story Ranch	1 Story Ranch	1 Story Ranch
# Units	1	1	1	1
Living Sq. Feet	2,077	1,924	1,712	1,907
Bdrm · Bths · ½ Bths	3 · 2	3 · 1 · 1	3 · 2	3 · 2
Total Room #	6	6	6	6
Garage (Style/Stalls)	None	Carport 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	Pool - Yes		Pool - Yes
Lot Size	0.20 acres	0.25 acres	0.27 acres	0.25 acres
Other	None	None	None	None

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

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

- Listing 1 This comp is inferior to the subject in terms of GLA and inferior room count, superior in lot size and inferior in age.
- Listing 2 This comp is inferior to the subject in terms of GLA and similar room count, superior in lot size and inferior in age.
- Listing 3 This comp is inferior to the subject in terms of GLA and similar room count, superior in lot size and inferior in age.

<sup>&</sup>lt;sup>1</sup> Comp's "Miles to Subject" was calculated by the system.

<sup>&</sup>lt;sup>2</sup> Comp's "Miles to Subject" provided by Real Estate Professional.

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

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	Subject	Sold 1 *	Sold 2	Sold 3
Street Address	121 W Balboa Drive	1022 E Fairmont Dr	133 W Palmcroft Dr	209 E Balboa Dr
City, State	Tempe, AZ	Tempe, AZ	Tempe, AZ	Tempe, AZ
Zip Code	85282	85282	85282	85282
Datasource	Tax Records	MLS	MLS	MLS
Miles to Subj.		1.04 1	0.45 1	0.30 1
Property Type	SFR	SFR	SFR	SFR
Original List Price \$		\$389,900	\$434,900	\$439,900
List Price \$		\$374,900	\$434,900	\$409,900
Sale Price \$		\$364,900	\$400,000	\$400,000
Type of Financing		Conventional	Conventional	Conventional
Date of Sale		05/29/2020	03/13/2020	05/27/2020
DOM · Cumulative DOM	•	12 · 57	11 · 49	129 · 128
Age (# of years)	59	54	65	60
Condition	Average	Average	Average	Good
Sales Type		Fair Market Value	Fair Market Value	Fair Market Value
Location	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential
View	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential
Style/Design	1 Story Ranch	1 Story Ranch	1 Story Ranch	1 Story Ranch
# Units	1	1	1	1
Living Sq. Feet	2,077	2,044	2,194	1,951
Bdrm · Bths · ½ Bths	3 · 2	4 · 2	4 · 3	3 · 2
Total Room #	6	7	8	6
Garage (Style/Stalls)	None	None	None	None
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.				
Pool/Spa	Pool - Yes	Pool - Yes		
Lot Size	0.20 acres	0.19 acres	0.17 acres	0.18 acres
Other	None	None	None	None
Net Adjustment		-\$1,400	-\$1,730	+\$1,360
Adjusted Price		\$363,500	\$398,270	\$401,360

<sup>\*</sup> Sold 1 is the most comparable sale to the subject.

<sup>&</sup>lt;sup>1</sup> Comp's "Miles to Subject" was calculated by the system.

 $<sup>^{\</sup>rm 2}$  Comp's "Miles to Subject" provided by Real Estate Professional.

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

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#### Recent Sales - Cont.

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

- Sold 1 GLA = \$0, Bedroom = -\$2000, Bathroom = \$0, Age = \$500, Lot size = \$100, Garage = \$0, Total = -\$1400, This comp is inferior to the subject in terms of GLA and superior room count, inferior in lot size and superior in age.
- Sold 2 GLA = -\$1170, Bedroom = -\$2000, Bathroom = -\$3000, Age = -\$600, Lot size = \$300, Garage = \$0, Concessions -\$2600 Pool +\$5000 Total = -\$1730, This comp is superior to the subject in terms of GLA and superior room count, inferior in lot size and inferior in age.
- Sold 3 GLA = \$1260, Bedroom = \$0, Bathroom = \$0, Age = -\$100, Lot size = \$200, Garage = \$0, Pool +\$5000, Condition -\$5000 Total = \$1360, This comp is inferior to the subject in terms of GLA and similar room count, inferior in lot size and inferior in age.

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Subject Sale	es & Listing Hist	ory					
Current Listing Status		Not Currently Listed		Listing History Comments			
Listing Agency/Firm				Not Listed.			
Listing Agent Name							
Listing Agent Pho	one						
# of Removed Lis Months	stings in Previous 12	0					
# of Sales in Pre Months	vious 12	0					
Original List Date	Original List Price	Final List Date	Final List Price	Result	Result Date	Result Price	Source

Marketing Strategy				
	As Is Price	Repaired Price		
Suggested List Price	\$405,000	\$405,000		
Sales Price	\$395,000	\$395,000		
30 Day Price	\$375,000			
Comments Pegarding Pricing S	tratagy			

#### **Comments Regarding Pricing Strategy**

The subject property is a single family home, which is in overall average condition on the exterior. When searching for comps, the distance searched was 1.25 Miles and the time searched was 6 Months time. Comps were searched for slightly beyond 1 Mile, but within similar and competing areas, to locate comps similar in GLA and condition. It was necessary to search beyond 3 months time for sold comps as there were limited recent similar sales in this area. Since the subject is in average condition, emphasis was placed on using comps which were also in average condition. There are many rehabbed/remodeled homes in this market area, and they were excluded from the initial comp search. However, it was necessary to use one superior condition comp with adjustments due to the limited similar comps in this area. Market conditions and property values are improving within this area. The subject's bedroom and bathroom counts have been estimated, as they are not available in tax records. The subject is within 1 Mile of commercial properties, which will not have a negative impact on the subject's marketability, as the subject is not directly adjacent to them. The subject did not appear to have any major negative site influences.

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### 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 **Notes** the subject's defining characteristics. Thus, the as-is conclusion appears to be adequately supported.

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# **Subject Photos**



Front



Address Verification



Address Verification



Side



Side



Street

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# **Subject Photos**

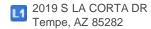




Street Other

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# **Listing Photos**





Front

119 E PALMCROFT DR Tempe, AZ 85282



Front

326 E BROADMOR DR Tempe, AZ 85282



Front

Tempe, AZ 85282

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### **Sales Photos**





Front

133 W PALMCROFT DR Tempe, AZ 85282



Front

209 E BALBOA DR Tempe, AZ 85282



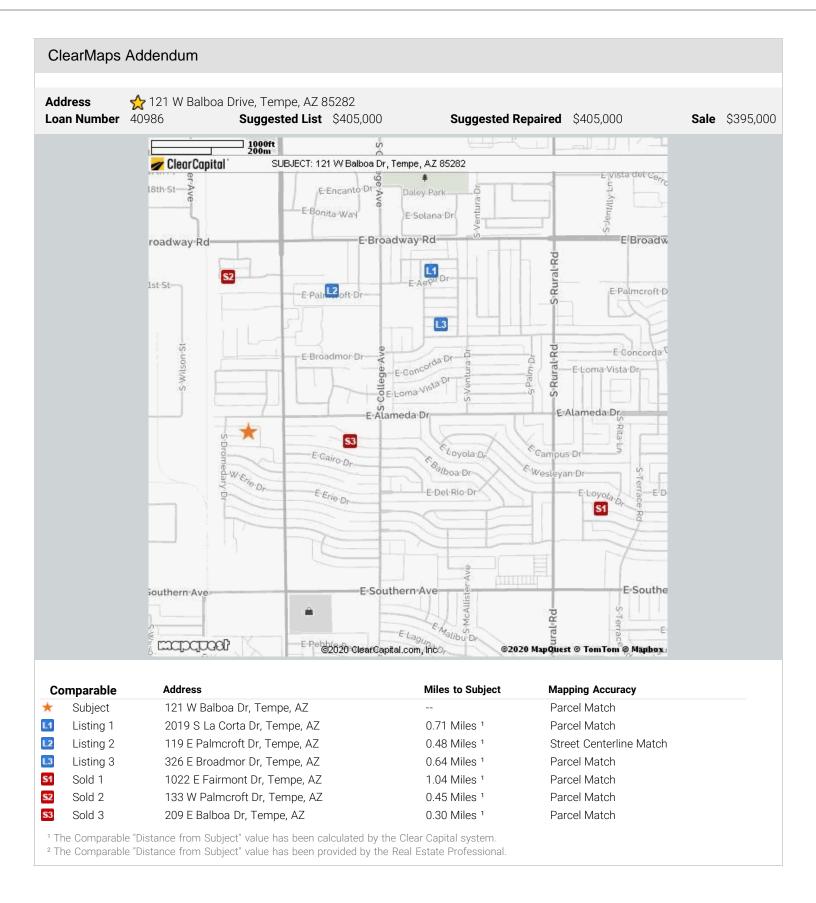
Front

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### 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.

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### Addendum: Report Purpose - cont.

### **Report Instructions**

by ClearCapital

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

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Report Instructions - cont.

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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.

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#### **Broker Information**

Broker Name Matthew Desaulniers Company/Brokerage Sunny Life Real Estate LLC

License No BR638988000 Address 2315 E Pinchot Avenue Phoenix AZ

85016

**License Expiration** 06/30/2022 **License State** AZ

Phone 6023500495 Email mattdesaulniers@gmail.com

**Broker Distance to Subject** 7.71 miles **Date Signed** 06/19/2020

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.

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