

### BROKER'S PRICE OPINION



PROPERTY ADDRESS: \_\_\_\_\_  
 City \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 REO# \_\_\_\_\_ FIRM NAME \_\_\_\_\_  
 FANNIE MAE SALES REP \_\_\_\_\_ COMPLETED BY \_\_\_\_\_  
 DATE \_\_\_\_\_ PHONE NO. \_\_\_\_\_

This BPO will have a significant impact on the marketing of this property. Every effort should be made to provide accurate and detailed information in your evaluation. Comments are always welcome and are usually necessary to describe the property and market.

#### I. GENERAL MARKET CONDITIONS

Current market conditions:  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 percentage of owners 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: \_\_\_\_\_  
 COMMENTS: \_\_\_\_\_

#### II. SUBJECT MARKETABILITY (Space for comments at the bottom of next page.)

Range of values in the neighborhood is \$ \_\_\_\_\_ to \$ \_\_\_\_\_.  
 The subject is an  overimprovement  underimprovement  appropriate improvement for the neighborhood.  
 Normal marketing time in the area is \_\_\_\_\_ days.  
 Marketability of subject property is  Excellent  Good  Fair  Poor  
 Unit Type:  House  Condo  Townhouse  Multi-family(no. of units \_\_\_\_\_)  Modular  
 If condo or other associations exist: Fees are \$ \_\_\_\_\_ /mo. Current? \_\_\_\_\_ Unpaid how many months? \_\_\_\_\_  
 The fee includes:  Pool  Tennis  Insurance  Landscape Other \_\_\_\_\_  
 Association Contact: Name: \_\_\_\_\_ Phone: \_\_\_\_\_

#### III. COMPETITIVE CONTRACT OFFERINGS OR LISTINGS

ITEM	SUBJECT	COMPARABLE NO. 1			COMPARABLE NO. 2			COMPARABLE NO. 3		
		Address								
Proximity to Subject										
Current List Price	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Original List Price	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Current Price/GLA	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
REO/Corporate Prop?		<input type="checkbox"/> N <input type="checkbox"/> Y		<input type="checkbox"/> N <input type="checkbox"/> Y		<input type="checkbox"/> N <input type="checkbox"/> Y		<input type="checkbox"/> N <input type="checkbox"/> Y		<input type="checkbox"/> N <input type="checkbox"/> Y
Data Source										
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	
Days On Market										
Location										
Site/View/Land Lease										
Design and Appeal										
Quality of Construction										
Age										
Condition/Repairs/ Cosmetic										
Systems, Structural Environmental										
Above Grade Room Count	Total Bdrms. Baths	Total Bdrms. Baths		Total Bdrms. Baths		Total Bdrms. Baths		Total Bdrms. Baths		
Gross Living Area	Sq. Ft.	Sq. Ft.		Sq. Ft.		Sq. Ft.		Sq. Ft.		
Basement & Finished Rooms Below Grade										
Functional Utility										
Heating/Cooling										
Garage/Carport										
Porches, Patios Pools, etc.										
Special Energy Efficient Items										
Fireplace(s)										
Other (e.g. kitchen equip., remodeling)										
Sales or Financing Concessions										
Net Adj. (total)		<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$		<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$		<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$		<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$		
Indicated Value of Subject		Net % Gross % \$		Net % Gross % \$		Net % Gross % \$		Net % Gross % \$		

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**IV. MARKETING STRATEGY**

Most likely buyer:  Owner occupant  Investor

Planned Marketing Action in addition to cleaning, repairing, signage, MLS and lock box (be specific): \_\_\_\_\_

Recommended repairs and your estimate of cost by item. Attach addendum if additional space is needed.

_____	\$ _____	_____
_____	\$ _____	_____
_____	\$ _____	_____
_____	\$ _____	_____
TOTAL REPAIRS	\$ _____	_____

**V. COMPETITIVE CLOSED SALES**

COMPARABLE ANALYSIS

ITEM	SUBJECT	COMPARABLE NO. 1			COMPARABLE NO. 2			COMPARABLE NO. 3		
Address										
Proximity to Subject										
Sales Price	\$ _____	\$ _____			\$ _____			\$ _____		
Current List Price	\$ _____	\$ _____			\$ _____			\$ _____		
Sale Price/GLA	\$ _____ / _____	\$ _____ / _____			\$ _____ / _____			\$ _____ / _____		
REO/Corporate Prop?		<input type="checkbox"/> N <input type="checkbox"/> Y			<input type="checkbox"/> N <input type="checkbox"/> Y			<input type="checkbox"/> N <input type="checkbox"/> Y		
Data Source										
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) Adjustment		DESCRIPTION	+(-) Adjustment		DESCRIPTION	+(-) Adjustment	
Date of Sale/DOM										
Location										
Site/View/Land Lease										
Design and Appeal										
Quality of Construction										
Age										
Condition/Repairs/Cosmetic										
Systems, Structural Environmental										
Above Grade Room Count	Total Bdrms. Baths	Total Bdrms. Baths			Total Bdrms. Baths			Total Bdrms. Baths		
Gross Living Area	Sq. Ft.	Sq. Ft.			Sq. Ft.			Sq. Ft.		
Basement & Finished Rooms Below Grade										
Functional Utility										
Heating/Cooling										
Garage/Carport										
Porches, Patios Pools, etc.										
Special Energy Efficient Items										
Fireplace(s)										
Other (e.g. kitchen equip., remodeling)										
Sales or Financing Concessions										
Net Adj. (total)		<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ _____		<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ _____		<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ _____	
Indicated Value of Subject			\$ _____			\$ _____			\$ _____	

**VI. THE MARKET VALUE**

must fall within the indicated value of the sales used above.

THE VALUE FOR THE SUBJECT PROPERTY BASED ON 120 DAYS LIST TO CONTRACT IS:

	MARKET VALUE	SUGGESTED LIST PRICE	AVAILABLE FINANCING	BROKER RECOMMENDS MARKETING EITHER
As is	\$ _____	\$ _____	Conv <input type="checkbox"/> FHA/VA <input type="checkbox"/> Other <input type="checkbox"/>	<input type="checkbox"/> OR
As Repaired	\$ _____	\$ _____	Conv <input type="checkbox"/> FHA/VA <input type="checkbox"/> Other <input type="checkbox"/>	<input type="checkbox"/>

COMMENTS including specific positives on this property and special concerns, if any, such as apparent structural issues, encroachments, easements, water rights, propane, hazardous waste, flood zone, etc. Attach addendum if additional space is needed.

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Agent's Signature

Date