

**PROPERTY IDENTIFICATION**

Borrower/Client \_\_\_\_\_  
 Property Address \_\_\_\_\_  
 City \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
 Legal Description \_\_\_\_\_

File No. \_\_\_\_\_  
 Map Reference \_\_\_\_\_  
 Census Tract No. \_\_\_\_\_

Current Sale Price (if applicable) \$ \_\_\_\_\_ Date of Sale \_\_\_\_\_ Loan Requested \$ \_\_\_\_\_  
 Terms of Sale \_\_\_\_\_  
 Property Rights Appraised  Fee  Leasehold (attach completed Ground Lease Analysis Freddie Mac Form 461)  
 Lender \_\_\_\_\_ Lender's Address \_\_\_\_\_

*Instructions to Appraiser: The purpose of this Appraisal is to estimate the current Market Value of the Subject Property. The definition of Market Value is the highest price in terms of money which a property will bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he considers his own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in cash or its equivalent; (5) financing, if any, is on terms generally available in the community at the specified date and typical for the property type in its locale; (6) the price represents a normal consideration for the property sold unaffected by special financing amounts and/or terms, services, fees, costs, or credits incurred in the transaction. ("Real Estate Appraisal Terminology," published 1975)*

**Note: Freddie Mac does not consider the racial composition of a neighborhood to be a relevant factor and it must not be considered in the appraisal.**  
 Other Information: \_\_\_\_\_  
 Appraisal Requested From \_\_\_\_\_ Date 11/29/2003 By: \_\_\_\_\_

**ATTACHMENTS**

- If this Appraisal is made for Freddie Mac, attach items 1, 2, 5, 6, and 7. Attach additional items and check box if considered appropriate for this Appraisal.
- 1.  Descriptive photographs of subject property
  - 2.  Descriptive photographs of street scene
  - 3.  Photographs of \_\_\_\_\_
  - 4.  Aerial Photograph
  - 5.  Sketch or floor plan of typical units
  - 6.  Owner's current certified rent roll if existing or, pro forma if proposed or incomplete
  - 7.  Owner's income and expense statement \_\_\_\_\_ (year) or pro forma income and expense statement
  - 8.  Map(s) \_\_\_\_\_
  - 9.  Plot plan or survey
  - 10.  Qualifications of Appraiser
  - 11.  Ground Lease Analysis Freddie Mac Form 461 (required if leasehold interest appraised)
  - 12.  Summary of reciprocal agreements with other owners for use of parking, driveways, recreational facilities, private streets (required if applicable)
  - 13.  \_\_\_\_\_
  - 14.  \_\_\_\_\_
  - 15.  \_\_\_\_\_

**SUMMARY OF SALIENT FEATURES**

TOTAL NUMBER OF APARTMENT UNITS \_\_\_\_\_  
 CONSTRUCTION:  Existing Property, Approximate Year Built \_\_\_\_\_  Proposed Construction  Under Construction  
 DATE OF APPRAISED VALUE \_\_\_\_\_  
 ESTIMATED MARKET VALUE (Unfurnished) (SEE PAGE 8 FOR CONDITIONS AND REQUIREMENTS) \$ \_\_\_\_\_  
 Value: Per Unit \$ \_\_\_\_\_, Per Room \$ \_\_\_\_\_, Per Sq. Ft. of Building Area \$ \_\_\_\_\_  
 GROSS ANNUAL INCOME MULTIPLIER \_\_\_\_\_  
 OVERALL CAPITALIZATION RATE \_\_\_\_\_ %  
 FORECASTED GROSS ANNUAL ECONOMIC INCOME \$ \_\_\_\_\_  
 VACANCIES: Actual No. Vacant \_\_\_\_\_ Percentage of Total Units \_\_\_\_\_ %  
 Projected Percentage of Forecasted Gross Annual Economic Income \_\_\_\_\_ %  
 FORECASTED ANNUAL EXPENSE AND REPLACEMENT RESERVES ( \_\_\_\_\_ % of Forecasted Gross Annual Economic Income) \$ \_\_\_\_\_  
 FORECASTED NET ANNUAL INCOME FROM REAL PROPERTY \$ \_\_\_\_\_  
 PARKING RATIO \_\_\_\_\_ spaces/units

**SUMMARY OF NEIGHBORHOOD AND PROPERTY**

Neighborhood	Good	Aver.	Fair	Poor	Property	Good	Aver.	Fair	Poor
Employment Stability of Immediate Location	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Architectural Attractiveness	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience to Employment Centers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Landscaping	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Protection from Detrimental Conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Quality of Construction (Materials & Finish)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Adequacy of Shopping Facilities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Condition of Exterior	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Adequacy of Public Transportation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Condition of Interior	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Adequacy of Utilities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Room Size and Layout	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Police and Fire Protection	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Closets and Storage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recreational Facilities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Light and Ventilation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Property Compatibility	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Overall Livability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
General Appearance of Properties	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Compatibility to Neighborhood	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Appeal to Market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Overall Appeal and Marketability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

TO BE COMPLETED BY LENDER

**AREA DATA**

The  City  County  Area population is approximately \_\_\_\_\_  
 Population:  Increasing \_\_\_\_\_ % per year  Stable  Decreasing \_\_\_\_\_ % per year  
 Describe the economic base which contributes a major influence on the stability of real estate \_\_\_\_\_  
 \_\_\_\_\_  
 Discuss employment stability \_\_\_\_\_  
 \_\_\_\_\_  
 Rent Control:  Yes  No Comment \_\_\_\_\_  
 Are local Government Agencies discouraging apartment development?  Yes  No Comment \_\_\_\_\_  
 General comments, if applicable \_\_\_\_\_  
 \_\_\_\_\_

**NEIGHBORHOOD AND MARKETING AREA**

Type:  Urban  Suburban  Rural Property values:  Increasing  Stable  Declining  
 Present Land Use: Built up \_\_\_\_\_ % Single Family \_\_\_\_\_ % Condominiums \_\_\_\_\_ % Apartments \_\_\_\_\_ % Commercial \_\_\_\_\_ % Industrial \_\_\_\_\_ %  
 Change in Present Land Use:  Not Likely  Likely or  Taking Place From \_\_\_\_\_ to \_\_\_\_\_  
 Comment, if applicable \_\_\_\_\_  
 Describe overall property appeal and maintenance level \_\_\_\_\_  
 Describe any incompatible land uses (if none, so state) \_\_\_\_\_

Single Family: Price range \$ \_\_\_\_\_ to \$ \_\_\_\_\_ Predominant \$ \_\_\_\_\_ Age \_\_\_\_\_ yrs. to \_\_\_\_\_ yrs. Predominant \_\_\_\_\_ yrs.  
 Apartments: Predominant Range in Immediate Area (excluding extremes) WALK-UP ELEVATOR  

Number of Units in Each Building.....	Units	_____	Units
Age .....	Years	_____	Years
Height (number of stories).....	Stories	_____	Stories
Condition .....		_____	

 Rental Range by Unit Type:  

Unit Types: _____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____

 Comment on any unusual aspects of the above ranges \_\_\_\_\_

Est. neighborhood apartment vacancy rate \_\_\_\_\_ %  Decreasing  Stable  Increasing. Rent Levels are  Increasing  Stable  Decreasing  
 Describe the unit type(s) by number of bedrooms and rental range that are in the greatest tenant demand \_\_\_\_\_  
 Describe the unit type(s) by number of bedrooms and rental range that are in oversupply \_\_\_\_\_  
 Describe the potential for additional units in area considering land availability, zoning, utilities, etc. \_\_\_\_\_  
 Describe the unsatisfied demand for additional units in area by type and rental \_\_\_\_\_  
 Is population of relevant market area of insufficient size, diversity and financial ability to support subject property and its amenities? \_\_\_\_\_ If yes, specify.

Item	Distance From Subject Property	Access or convenience			
		Good	Aver.	Fair	Poor
Public Transportation	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Employment Centers	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shopping Facilities	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grammar Schools	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Freeway Access	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Describe any probable changes in the economic base of neighborhood which would either favorably or adversely affect apartment rentals (e.g. employment centers, zoning) \_\_\_\_\_  
 General comments including either favorable or unfavorable elements not mentioned (e.g. public parks, view, noise, parking congestion) \_\_\_\_\_





**COMPARABLE RENTAL DATA**

Comparables selected are the most recent rentals, similar and proximate, known to the undersigned, that a tenant of subject property would have given consideration to renting.

ITEM	COMPARABLE NO. 1					COMPARABLE NO. 2					COMPARABLE NO. 3				
Address or location															
Proximity to Subject															
Map Code															
Date of Rental Survey															
Brief Description of Property Improvements	No. Units:	No. Vac.:	Yr. Blt.:			No. Units:	No. Vac.:	Yr. Blt.:			No. Units:	No. Vac.:	Yr. Blt.:		
Quality & Condition	Quality		Condition			Quality		Condition			Quality		Condition		
Individual Unit Breakdown	Unit Rm. Count		Size	Monthly Rent		Unit Rm. Count		Size	Monthly Rent		Unit Rm. Count		Size	Monthly Rent	
	Tot.	BR B	Sq. Ft.	\$	per sq. ft.	Tot.	BR B	Sq. Ft.	\$	per sq. ft.	Tot.	BR B	Sq. Ft.	\$	per sq. ft.
					¢					¢					¢
					¢					¢					¢
					¢					¢					¢
					¢					¢					¢
					¢					¢					¢
					¢					¢					¢
					¢					¢					¢
					¢					¢					¢
Utilities, furniture and amenities included in rent															
Comparison to Subject															

General comments (including any rental concessions) if applicable: \_\_\_\_\_

**MONTHLY RENT SCHEDULE--SUBJECT PROPERTY**

Rental schedule is shown by type of units. Scheduled rents are actual rentals for an existing property, or projected rents for a proposed or incomplete building. Economic rents are forecasted rents to indicate the fair market rental the subject units would command if available for rent on the open market.

No. of Units	Unit Rm. Count		Total Rooms	Sq. Ft. Area Per Unit	No. Units Vacant	SCHEDULED RENTS			ECONOMIC RENTS			
	Tot.	BR B				Per Unit		Total Rents	Per Unit		Total Rents	Per Sq. Ft. or Room
						Unfurn.	Furn.		Unfurn.	Furn.		
						\$	\$	\$	\$	\$	\$	¢/\$
	← TOTAL →							\$			\$	

**OTHER MONTHLY INCOME**

Parking .....	\$ _____	\$ _____
Laundry Income .....	\$ _____	\$ _____
Commercial Space .....	\$ _____	\$ _____
_____ .....	\$ _____	\$ _____
_____ .....	\$ _____	\$ _____
<b>Total Gross Monthly Income</b> .....	\$ _____	\$ _____
<b>Total Gross Annual Income</b> .....	\$ _____	\$ _____

Utilities Included in Scheduled (actual) Rents:  Water  Gas  Heat  Electric  Air Conditioning  \_\_\_\_\_

Utilities Included in Economic Rents:  Water  Gas  Heat  Electric  Air Conditioning  \_\_\_\_\_

If proposed project or project under construction, the rent up time necessary, after completion, to lease 80% of the units at the projected economic rents is estimated to be \_\_\_\_\_ months.

Comments (including any rental concessions in scheduled rents, or anticipated in economic rents; if none, so state). \_\_\_\_\_

**MARKET APPROACH**

The market data selected are the most recent sales of properties, similar and proximate to subject, known to the appraiser, that a buyer of subject property would have given consideration to purchasing. In the absence of actual sales, listings of comparable properties may be used but an explanation must be included in the "Comments" section below.

ITEM	SUBJECT	COMPARABLE NO. 1	COMPARABLE NO. 2	COMPARABLE NO. 3												
Address																
Proximity to Subject																
Map Code																
Lot Size																
Brief Description of Building	No. Units: _____ No. Vac.: _____ Year Built: _____	No. Units: _____ No. Vac.: _____ Year Built: _____	No. Units: _____ No. Vac.: _____ Year Built: _____	No. Units: _____ No. Vac.: _____ Year Built: _____												
Improvements																
Quality																
Condition																
Recreational Facilities																
Pool																
Parking																
Tenant Appeal																
Unit Breakdown	No. of Units	UNIT ROOM COUNT			No. of Units	UNIT ROOM COUNT			No. of Units	UNIT ROOM COUNT			No. of Units	UNIT ROOM COUNT		
		Tot.	BR	b		Tot.	BR	b		Tot.	BR	b		Tot.	BR	b
Util. Paid by Owner																
Data Source																
Price	\$ _____ <input type="checkbox"/> Unf. <input type="checkbox"/> F	\$ _____ <input type="checkbox"/> Unf. <input type="checkbox"/> F	\$ _____ <input type="checkbox"/> Unf. <input type="checkbox"/> F	\$ _____ <input type="checkbox"/> Unf. <input type="checkbox"/> F												
Sale--Listing--Offer																
Date of Sale																
Terms (Including conditions of sale and financing terms)																

**Complete as many of the following as possible using data effective at the time of sale**

Gross Annual Income	\$ _____	\$ _____	\$ _____	\$ _____
Gross Ann. Inc. Mult. (1)				
Net Annual Income	\$ _____	\$ _____	\$ _____	\$ _____
Expense Percentage (2)		% _____	% _____	% _____
Overall Cap. Rate (3)		% _____	% _____	% _____
Price Per Unit	\$ _____	\$ _____	\$ _____	\$ _____
Price Per Room	\$ _____	\$ _____	\$ _____	\$ _____
Price Gross Bldg. Area	\$ _____ /sq. ft. bldg. area	\$ _____ /sq. ft. bldg. area	\$ _____ /sq. ft. bldg. area	\$ _____ /sq. ft. bldg. area
COMMENTS				
COMPARISON TO SUBJECT				

VALUE INDICATORS FOR THE SUBJECT PROPERTY	Indicated Gross Income Multiplier _____ X Gross Annual Economic Income \$ _____	\$ _____
	Indicated Value Per Unit \$ _____ X _____ Units	\$ _____
	Indicated Value Per Room \$ _____ X _____ Rooms	\$ _____
	Indicated Value Per Sq. Ft. of Gross Bldg. Area \$ _____ X _____ Sq. Ft. Bldg. Area	\$ _____
	Indicated Overall Capitalization Rate _____	_____ %

(1) Sale Price ÷ Gross Annual Income      (2) Total Annual Expenses ÷ Total Gross Annual Income      (3) Net Annual Income ÷ Price

RECONCILIATION: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**INDICATED VALUE BY MARKET APPROACH** ..... \$ \_\_\_\_\_

Rounded to ..... \$ \_\_\_\_\_



RECONCILIATION AND VALUE CONCLUSION

Indicated Value by the Cost Approach ..... \$ \_\_\_\_\_

Indicated Value by the Market Approach ..... \$ \_\_\_\_\_

Indicated Value by the Income Approach ..... \$ \_\_\_\_\_

FINAL RECONCILIATION \_\_\_\_\_

Blank lines for final reconciliation notes.

CONDITIONS AND REQUIREMENTS OF APPRAISAL (include required repairs, replacements, painting, termite inspections, etc.):

VALUATION: This Appraisal is based upon the definition of Market Value, the Certification, the Contingent and Limiting Conditions, and the requirements that are stated in this report.

As a result of my investigation and analysis, my estimate of Market Value of the subject property as of \_\_\_\_\_ is . . . .

\$ \_\_\_\_\_

Date \_\_\_\_\_ Appraiser \_\_\_\_\_

If Applicable, complete the following

Date \_\_\_\_\_ Appraiser \_\_\_\_\_

Date \_\_\_\_\_  Supervising or  Review Appraiser  Did  Did not physically inspect property.

CERTIFICATION: The Appraiser certifies and agrees that

- 1. The Appraiser has no present or contemplated future interest in the property appraised...
2. The Appraiser has no personal interest in or bias with respect to the subject matter...
3. The Appraiser has personally inspected the property, both inside and out...
4. All contingent and limiting conditions are contained herein...
5. This Appraisal Report has been made in conformity with and is subject to the requirements of the Code of Professional Ethics...
6. All conclusions and opinions concerning the real estate that are set forth in the Appraisal Report were prepared by the Appraiser...

CONTINGENT AND LIMITING CONDITIONS: The certification of the Appraiser appearing in the Appraisal Report is subject to the following conditions and to such other specific and limiting conditions as are set forth by the Appraiser in the report.

- 1. The Appraiser assumes no responsibility for matters of a legal nature affecting the property appraised or the title thereto...
2. Any sketch in this report may show approximate dimensions and is included to assist the reader in visualizing the property...
3. The Appraiser is not required to give testimony or appear in court because of having made this Appraisal with reference to the property in question...
4. The distribution of the total valuation in this report between land and improvements applies only under the existing program of utilization...
5. The Appraiser assumes that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render it more or less valuable...
6. Information, estimates, and opinions furnished to the Appraiser, and contained in this report, were obtained from sources considered reliable...
7. Disclosure of the contents of this Appraisal Report is governed by the By-laws and Regulations of the professional appraiser organizations...
8. Neither all nor any part of the contents of this report, or copy thereof (including conclusions as to property value, the identity of the Appraiser...
9. On all Appraisals involving proposed construction, the Appraisal Report and value conclusion are contingent upon completion of the proposed improvements...

\_\_\_\_\_ with a last revision date of \_\_\_\_\_ which have been initialed and dated by the Appraiser.