

# RESIDENTIAL BROKER PRICE OPINION

Loan #

REO #: \_\_\_\_\_ This BPO is the  Initial  2nd Opinion  Updated  Exterior Only DATE \_\_\_\_\_

PROPERTY ADDRESS: \_\_\_\_\_ SALES REPRESENTATIVE: \_\_\_\_\_

CLIENT NAME: \_\_\_\_\_

COMPLETED BY: \_\_\_\_\_

FAX NO. \_\_\_\_\_

## GENERAL MARKET CONDITIONS

Current market condition:  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 percentages of owner vs. tenants in neighborhood: \_\_\_\_\_ % owner occupant \_\_\_\_\_ % tenant

There is a  Normal supply  oversupply

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: \_\_\_\_\_

FIRM NAME:

PHONE NO.:

I.

shortage of comparable listings in the neighborhood

## II. SUBJECT MARKETABILITY

The subject is an  over improvement  under improvement  Appropriate improvement for the neighborhood.

Normal marketing time in the area is: \_\_\_\_\_ days.

Are all types of financing available for the property?  Yes  No If no, explain \_\_\_\_\_

Has the property been on the market in the last 12 months?  Yes  No If yes, \$ \_\_\_\_\_ list price (include MLS printout)

To the best of your knowledge, why did it not sell?

Unit Type:  single family detached  condo  co-op  mobile home  
 single family attached  townhouse  modular

If condo or other association exists: Fee \$ \_\_\_\_\_ monthly  annually Current?  Yes  No Fee delinquent? \$ \_\_\_\_\_

The fee includes:  Insurance  Landscape  Pool  Tennis Other \_\_\_\_\_

Association Contact: Name: \_\_\_\_\_ Phone No.: \_\_\_\_\_

Range of values in the neighborhood is \$ \_\_\_\_\_ to \$ \_\_\_\_\_

III. COMPETITIVE CLOSED SALES								
ITEM	SUBJECT	COMPARABLE NUMBER 1		COMPARABLE NUMBER 2		COMPARABLE NUMBER 3		
Address								
Proximity to Subject		REO/Corp		REO/Corp		REO/Corp		
Sale Price	\$		\$		\$		\$	
Price/Gross Living Area	\$ Sq. Ft.	\$ Sq. Ft.		\$ Sq. Ft.		\$ Sq. Ft.		

Sale Date & Days on Market												
VALUE ADJUSTMENTS	DESCRIPTION		DESCRIPTION		+(-) Adjustment	DESCRIPTION		+(-) Adjustment	DESCRIPTION		+(-) Adjustment	
Sales or Financing Concessions												
Location												
Leasehold/Fee Simple												
Site												
View												
Design and Appeal												
Quality of Construction												
Age												
Condition												
	Total	Bdms	Baths	Total	Bdms	Baths	Total	Bdms	Baths	Total	Bdms	Baths
Above Grade Room Count												
Gross Living Area												
	Sq. Ft.		Sq. Ft.		Sq. Ft.		Sq. Ft.		Sq. Ft.			
Basement & Finished Rooms Below Grade												
Functional Utility												
Heating/Cooling												
Energy Efficient Items												
Garage/Carport												
Porches, Patio, Deck Fireplace(s), etc.												
Fence, Pool, etc.												
Other												
Net Adj. (total)			<input type="checkbox"/>									
Adjusted Sales Price of Comparable			\$		\$		\$		\$		\$	

REO#

Loan #

## IV. MARKETING STRATEGY

Occupancy Status:

 Occupied  Vacant  Unknown As-is  Minimal Lender Required Repairs  Repaired Most Likely Buyer:  Owner occupant  Investor

## V. REPAIRS

Itemize ALL repairs needed to bring property from its present "as is" condition to average marketable condition for the neighborhood. Check those repairs you recommend that we perform for most successful marketing of the property.

<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____
<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____
<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____
<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____
<input type="checkbox"/>	_____	\$	_____	<input type="checkbox"/>	_____	\$	_____

GRAND TOTAL FOR ALL REPAIRS \$

## VI. COMPETITIVE LISTINGS

ITEM	SUBJECT	COMPARABLE NUMBER 1			COMPARABLE NUMBER. 2			COMPARABLE NUMBER. 3			
Address											
Proximity to Subject		REO/Corp			REO/Corp			REO/Corp			
List Price	\$		\$		\$		\$		\$		
Price/Gross Living Area	\$ Sq.Ft.	\$ Sq.Ft.		\$ Sq.Ft.	\$ Sq.Ft.		\$ Sq.Ft.	\$ Sq.Ft.			
Data and/or Verification Sources											
VALUE ADJUSTMENTS	DESCRIPTION		DESCRIPTION		+ (-)Adjustment	DESCRIPTION		+(-)Adjustment	DESCRIPTION		+(-)Adjustment
Sales or Financing Concessions											
Days on Market											
Location											
Leasehold/Fee Simple											
Site											
View											
Design and Appeal											
Quality of Construction											
Age											
Condition											
Above Grade Room Count	Total	Bdms	Baths	Total	Bdms	Baths	Total	Bdms	Baths		
Gross Living Area											
	Sq. Ft.		Sq. Ft.		Sq. Ft.		Sq. Ft.				
Basement & Finished Rooms Below Grade											
Functional Utility											
Heating/Cooling											
Energy Efficient Items											
Garage/Carport											
Porches, Patio, Deck Fireplace(s), etc.											
Fence, Pool, etc.											
Other											
Net Adj. (total)	<input type="checkbox"/> + <input type="checkbox"/> -		\$0		<input type="checkbox"/> + <input type="checkbox"/> - - -		\$0		<input type="checkbox"/> + <input type="checkbox"/> - -		\$0
Adjusted Sales Price of Comparable			\$		\$		\$		\$		

**VI. THE MARKET VALUE** (The value must fall within the indicated value of the Competitive Closed Sales).

<b>AS IS</b>	<b>Market Value</b>	<b>Suggested List Price</b>
\$	\$	\$

**Last Sale of Subject, Price \$**

**Date**

**COMMENTS** (Include specific positives/negatives, special concerns, encroachments, easements, water rights, environmental concerns, flood zones, etc. Attach addendum if additional space is needed.)

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Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Fannie Mae

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SAMPLE