

Broker Price Opinion

☒ Exterior Inspection
☐ Interior Inspection

Property Address:	788 Santa Ray Ave	Vendor ID:	4077265
City, State, Zip:	Oakland, CA 94610	Deal Name:	
Loan Number:	788SANTARAY	Inspection Date:	10/27/2016
2nd Loan / Client #:		Subject APN:	011-0869-016

Property Occupancy Status	Owner	Does the Property Appear Secure?	Yes	Est. Monthly Rent	\$3,200	Sold in the last 12 Months?	No
Currently Listed	Yes	Currently List Broker	Estate Realty	List Broker Contact #	(415) 666-3029	Initial List Price	\$1,100,000
		Initial List Date	9/08/2016	Current List Price	\$975,000	DOM / CDOM	23 / 50
Is the Subject Listing Currently Pending?	Yes	Date of Contract	10/01/2016	CDOM to Contract	23	Sale Price:	
		Sale Date:					

Subject Property Comments / External Influences

Subject property appears to be in average condition overall and typical for the area.

	Subject	Sold Comp 1	Sold Comp 2	Sold Comp 3	List Comp 1	List Comp 2	List Comp 3
							
Address	788 Santa Ray Ave Oakland, CA 94610	815 Portal Ave Oakland, CA 94610	645 Santa Ray Ave Oakland, CA 94610	641 Santa Ray Ave Oakland, CA 94610	751 Walavista Ave Oakland, CA 94610	1259 Holman Rd Oakland, CA 94610	1230 Holman Rd Oakland, CA 94610
Proximity		0.29 Miles	0.28 Miles	0.28 Miles	2 Blocks	0.47 Miles	0.48 Miles
Sale/List Price		\$975,000	\$1,075,000	\$970,000	\$995,000	\$975,000	\$1,049,000
Sale Date		7/29/2016	9/8/2016	10/11/2016			
Price Per Sq.ft.	\$479.55	\$440.78	\$599.55	\$397.54	\$466.26	\$553.98	\$584.08
Initial List Price	\$1,100,000	\$1,100,000	\$1,049,000	\$899,000	\$995,000	\$975,000	\$1,049,000
Initial List Date	9/08/2016	6/16/2016	7/14/2016	8/22/2016	10/20/2016	10/21/2016	9/8/2016
Current/Final List	\$975,000	\$1,100,000	\$1,049,000	\$899,000	\$995,000	\$975,000	\$1,049,000
DOM/CDOM	23 / 50	43 / 28	56 / 12	50 / 17	8 / 7	7 / 6	50 / 15
Sales Type		Fair Market	Fair Market	Fair Market	Fair Market	Fair Market	Fair Market
Finance Incentives	Conv	Conv	Conv	Conv	Cash, conv	Cash, conv	Cash, conv
Living Area	2054	2212	1793	2440	2134	1760	1796
#Rooms/Bed/Bath 1	6 / 2 / 2.0	6 / 3 / 2.5	6 / 3 / 1.5	7 / 4 / 2.0	6 / 3 / 3.0	7 / 4 / 3.0	6 / 3 / 1.5
Year Built	1910	1927	1910	1918	1936	1923	1927
Bsmnt SF/% Finished							
Lot Size	0.14ac	0.12ac	0.09ac	0.13ac	0.10ac	0.08ac	0.12ac
Property Type	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach
Style / Quality	Contemp / Q4	Contemp / Q4	Contemp / Q4	Contemp / Q4	Contemp / Q4	Contemp / Q4	Contemp / Q4
# of Units	1	1	1	1	1	1	1
Condition	C4	C4	C4	C4	C4	C4	C4
Pool/Spa	None	No / No	No / No	No / No	No / No	No / No	No / No
View	Neighbor	Neighbor	Neighbor	Neighbor	Neighbor	Neighbor	Neighbor
Porch/Patio/Deck	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No	Yes / Yes / No
Fireplace	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Garage	1 Attached	2 Attached	2 Attached	1 Attached	1 Attached	1 Attached	2 Attached
Other Features	None	None	None	None	None	None	None
HOA Fees	0/mo	0/mo	0/mo	0/mo	0/mo	0/mo	0/mo
Subdivision	None	None	None	None	None	None	None
School District	Oakland	Oakland	Oakland	Oakland	Oakland	Oakland	Oakland
Data Source - ID	County Tax - 011-0869-016	MLS - 40745332	MLS - 40749229	MLS - 40754360	MLS - 40761532	MLS - 40761640	MLS - 40756445

Market Time 90-120 days

Anticipated Sale Price

As-Is Price Estimate

\$985,000

As-Repaired Price Estimate

\$985,000

Land Only Price

\$325,000

Recommended List Price

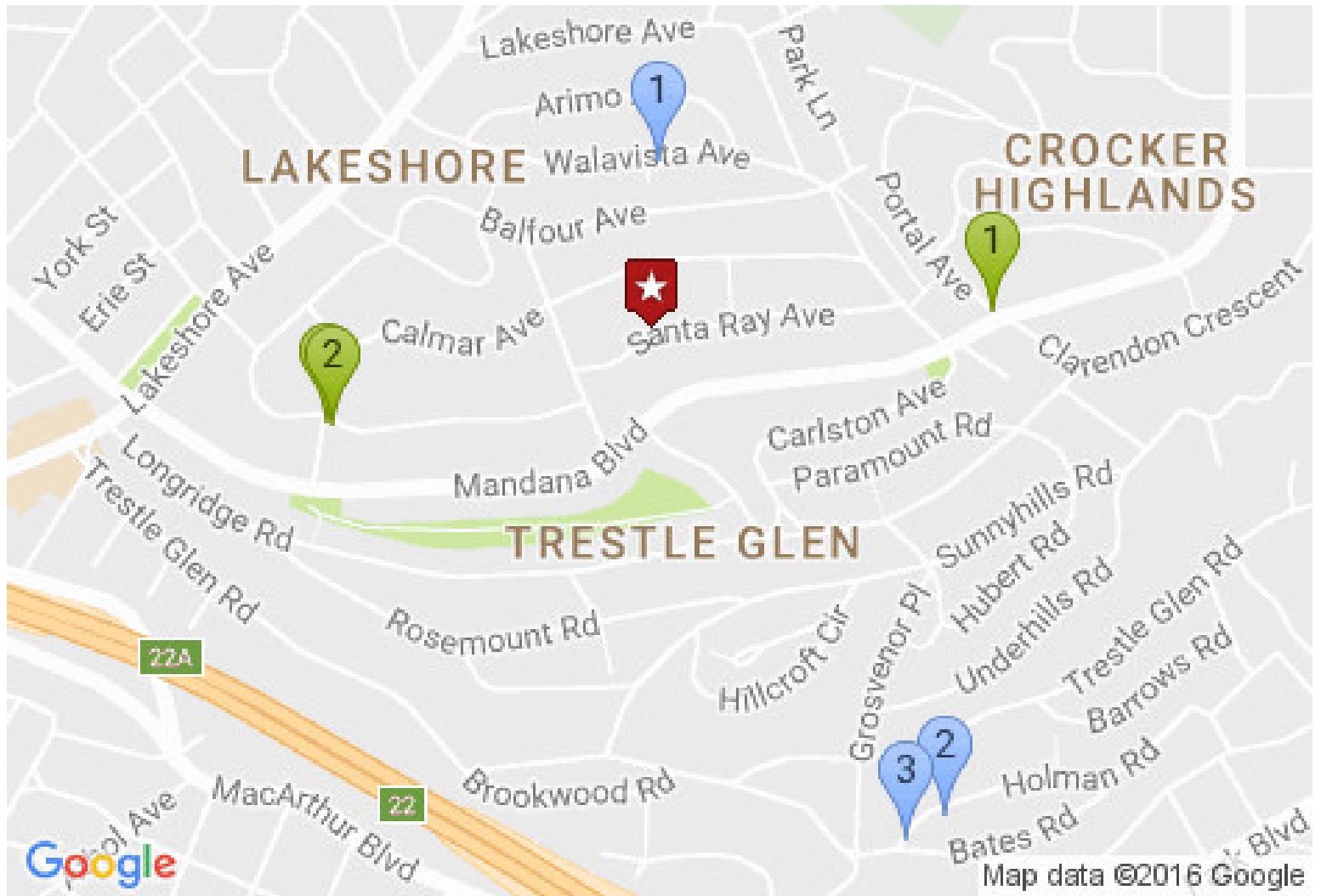
\$989,000

\$989,000

Recommended Sales Strategy:

☒ As - Is

☐ Repaired



	Address	City	BR	BA	Lot Size	Sale/List Date	Year Built	Sale/List Price	Distance
•	788 Santa Ray Ave	Oakland	2	2	0.14ac		1910		
1	815 Portal Ave	Oakland	3	2.5	0.12ac	7/29/2016	1927	\$975,000	0.29 Miles
2	645 Santa Ray Ave	Oakland	3	1.5	0.09ac	9/8/2016	1910	\$1,075,000	0.28 Miles
3	641 Santa Ray Ave	Oakland	4	2	0.13ac	10/11/2016	1918	\$970,000	0.28 Miles
1	751 Walavista Ave	Oakland	3	3	0.10ac	10/20/2016	1936	\$995,000	2 Blocks
2	1259 Holman Rd	Oakland	4	3	0.08ac	10/21/2016	1923	\$975,000	0.47 Miles
3	1230 Holman Rd	Oakland	3	1.5	0.12ac	9/8/2016	1927	\$1,049,000	0.48 Miles

Neighborhood Data:

Location Type:	<input type="text" value="Suburban"/>	Market Trend:	<input type="text" value="Appreciating"/>	Economic Trend:	<input type="text" value="Stable"/>	Neighborhood Trend:	<input type="text" value="Stable"/>
Housing Supply:	<input type="text" value="Stable"/>	Crime/Vandalism:	<input type="text" value="Low Risk"/>	REO Driven?	<input type="text" value="No"/>	Avg Age of Home:	<input type="text" value="100"/>
Neighborhood Pride of Ownership:	<input type="text" value="Average"/>	Avg Marketing Time of Comparable Listings:	<input type="text" value="Under 3 Mos."/>				
Price Range:	<input type="text" value="\$970,000"/>	to	<input type="text" value="\$1,075,000"/>	Median Price:	<input type="text" value="\$995,000"/>	Predominate Value:	<input type="text" value="\$995,000"/>
				Average DOM:	<input type="text" value="30"/>		
Number of units for rent:	<input type="text"/>	Number of units in complex for sale:	<input type="text"/>				

Negative Neighborhood Factors that will detract from the subject:

Neighborhood Comments:

Marketability of Subject:

Most Likely Buyer: Types of Financing the Subject will NOT qualify for:

Will this be a problem for resale? If yes, please explain:

Comparables:

Sale 1 Comments	Superior to the subject in GLA and room counts, slightly newer age
Sale 2 Comments	Within the same neighborhood, less GLA with equal age, similar overall
Sale 3 Comments	Superior to the subject due to greater square footage and bedrooms
List 1 Comments	Similar to the subject in size and appeal, superior room counts
List 2 Comments	Inferior in GLA with superior bed and bath counts, similar overall
List 3 Comments	Newer age than the subject, within the same economic area

Comments:

Service Provider Comments:

Physical address is missing from the subject, neighbor address photo provided. Subject verified by neighboring addresses and online sources. All comps are located within 0.5 miles from the subject, most weight was given to similar and recent sales used. Valued at lower end of comps due to room counts of the subject. COE of sold comps expanded to 4 months due to a lack of recent activity. Ages of comps are within normal range. Tax record and current MLS listing used to verify subject information.

Vendor Comments:

Address verified via redfin.com

Service Provider
Signature

/s/ Rebekkah Leber

Service Provider
Company

Initio Realty

BPO Effective Date

10/28/2016

Service Provider Lic.
Num.

01870575

RepairsRecommended Repairs would bring the subject to:

Internal Repairs		Comment	Total
Paint			\$0
Walls/Ceiling			\$0
Carpet/Floors			\$0
Cabinets/Countertops			\$0
Plumbing			\$0
Electrical			\$0
Heating/AC			\$0
Appliances			\$0
Doors/Trim			\$0
Cleaning			\$0
Other			\$0
Internal Repair Total:			\$0
External Repairs		Comment	Total
Roof			\$0
Siding/Trim			\$0
Structural			\$0
Windows/Doors			\$0
Paint			\$0
Foundation			\$0
Garage			\$0
Landscaping			\$0
Fence			\$0
Other			\$0
External Repair Total:			\$0
Repair Total:			\$0



Subject Front

**788 Santa Ray Ave
Oakland, CA 94610**



Address



Side



Side



Street



Street



View across street



Comparable Sale #1

815 Portal Ave
Oakland, CA 94610
Sale Date: 7/29/2016
Sale Price: \$975,000



Comparable Sale #2

645 Santa Ray Ave
Oakland, CA 94610
Sale Date: 9/8/2016
Sale Price: \$1,075,000



Comparable Sale #3

641 Santa Ray Ave
Oakland, CA 94610
Sale Date: 10/11/2016
Sale Price: \$970,000



Comparable Listing #1

751 Walavista Ave
Oakland, CA 94610
Current List: \$995,000



Comparable Listing #2

1259 Holman Rd
Oakland, CA 94610
Current List: \$975,000



Comparable Listing #3

1230 Holman Rd
Oakland, CA 94610
Current List: \$1,049,000

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