

# Broker Price Opinion

Property Address: 2615 Estates Drive	Vendor ID: 4632428
City, State, Zip: Aptos, CA 95003	Deal Name:
Loan Number: 000820	Inspection Date: 9/04/2018
2nd Loan / Client #:	Subject APN: 039-151-23

Property Occupancy Status: Owner	Does the Property Appear Secure?: Yes	Est. Monthly Rent: \$3,600	Sold in the last 12 Months?: No
Currently Listed: No	List Broker Contact #:	Current List Price:	Sale Price:
Is the Subject Listing Currently Pending?:	Date of Contract:	CDOM to Contract:	Sale Date:

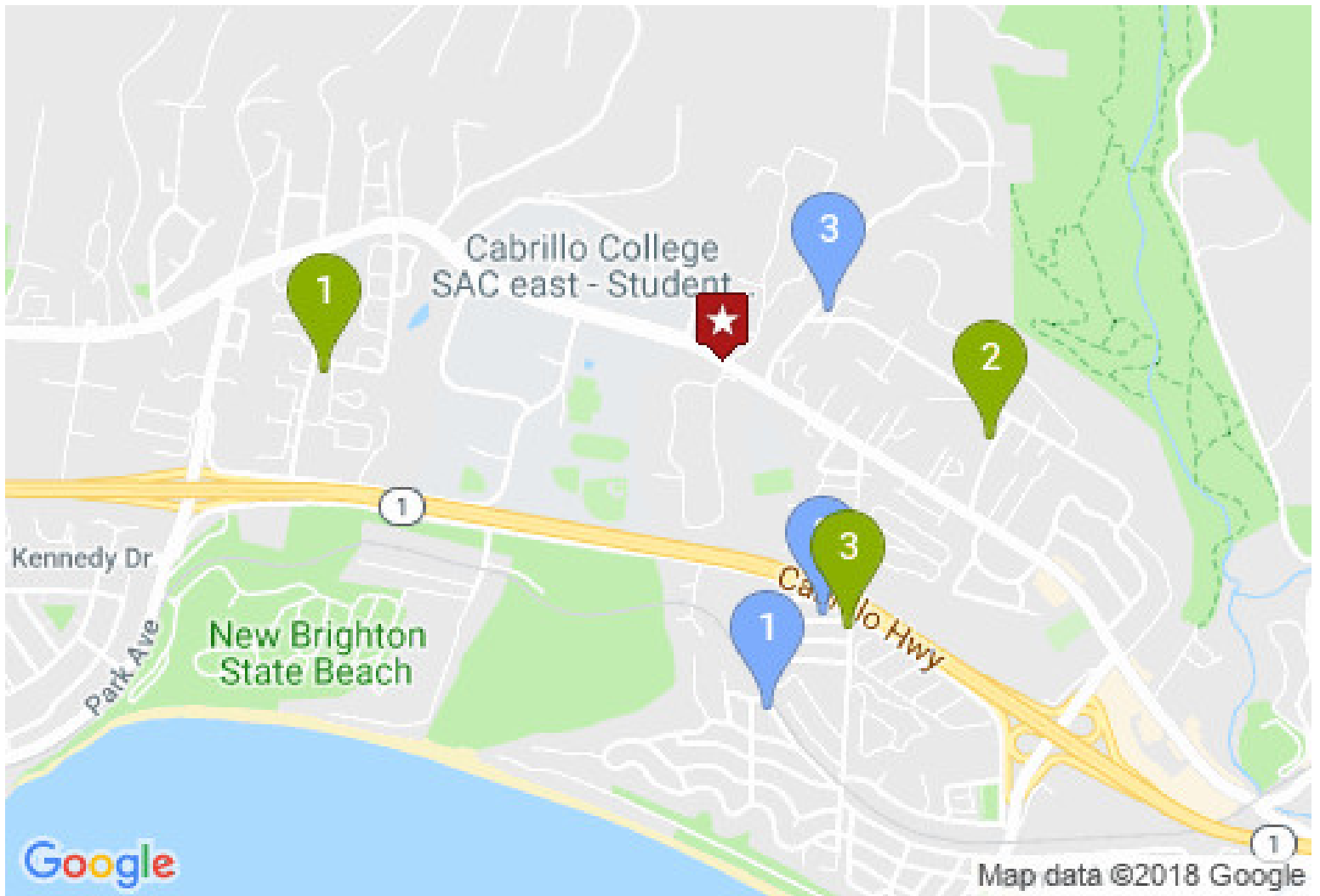
### Subject Property Comments / External Influences

This property sold last 9/29/2015 for \$755k.

	Subject	Sold Comp 1	Sold Comp 2	Sold Comp 3	List Comp 1	List Comp 2	List Comp 3
Address	2615 Estates Drive Aptos, CA 95003	2891 Wimbledon Dr Aptos, CA 95003	3175 Terrace Dr Aptos, CA 95003	501 Gertrude Ave Aptos, CA 95003	213 Poplar St Aptos, CA 95003	512 Gertrude Ave Aptos, CA 95003	7015 Mesa Drive Aptos, CA 95003
Proximity		0.64 Miles	0.56 Miles	0.35 Miles	0.37 Miles	0.31 Miles	0.44 Miles
Sale/List Price		\$975,000	\$800,000	\$770,000	\$838,000	\$895,000	\$894,000
Sale Date		8/28/2018	8/31/2018	4/26/2018	active	active	pending
Price Per Sq.ft.	\$459.45	\$457.53	\$481.64	\$572.49	\$812.02	\$439.80	\$395.05
Initial List Price		\$969,000	\$819,000	\$789,000	\$838,000	\$525,000	\$999,999
Initial List Date		7/10/2018	5/29/2018	3/16/2018	8/19/2018	8/1/2018	7/10/2018
Current/Final List		\$969,000	\$799,999	\$789,000	\$838,000	\$895,000	\$894,000
DOM/CDOM		48 / 48	94 / 94	40 / 40	16 / 16	35 / 35	44 / 44
Sales Type		Fair Market	Fair Market	Fair Market	Fair Market	Fair Market	Fair Market
Finance Incentives		0	0	0	0	0	0
Living Area	1948	2131	1661	1345	1032	2035	2263
#Rooms/Bed/Bath 1	6 / 3 / 3	7 / 4 / 2	6 / 3 / 2	6 / 3 / 2	5 / 2 / 1	6 / 3 / 2	6 / 3 / 3
Year Built	1961	1983	1978	1977	1961	1910	1975
Bsmnt SF/% Finished							
Lot Size	0.43ac	0.08ac	0.16ac	0.07ac	0.09ac	0.13ac	0.35ac
Property Type	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach
Style / Quality	2-Story Conv / Q4	2-Story Conv / Q4	2-Story Conv / Q4	2-Story Conv / Q4	Single Story / Q4	2-Story Conv / Q4	2-Story Conv / 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	Yes / No	No / No
View	Residential	Residential	Residential	Residential	Residential	Residential	Residential
Porch/Patio/Deck	No / Yes / No	No / Yes / Yes	No / No / Yes	No / No / Yes	No / Yes / Yes	No / No / Yes	Yes / Yes / Yes
Fireplace	Yes	Yes	Yes	No	Yes	Yes	Yes
Garage	2 Attached	2 Attached	2 Attached	None	None	1 Attached	2 Attached
Other Features	no	no	no	no	no	no	no
HOA Fees	0/mo	138/mo	0/mo	0/mo	0/mo	0/mo	0/mo
Subdivision	Bayview Estates	Imperial Courts	Calabria Heights	Seacliff	Seacliff	Seacliff	Seacliff
School District	Pajaro Valley Unified	Pajaro Valley Unified	Pajaro Valley Unified	Pajaro Valley Unified	Pajaro Valley Unified	Pajaro Valley Unified	Pajaro Valley Unified

Common Amenities							
Data Source - ID	County Tax - 039-151-23	MLS - ML81713789	MLS - ML81707482	MLS - ML81696726	MLS - ML81719650	MLS - ML81717208	MLS - ML81713802

<b>Market Time 30-90 days</b>	<b>As-Is Price Estimate</b>	<b>As-Repaired Price Estimate</b>	<b>Land Only Price</b>
Anticipated Sale Price	\$895,000	\$895,000	\$600,000
Recommended List Price	\$895,000	\$895,000	
Recommended Sales Strategy:	<input checked="" type="checkbox"/> As - Is		<input type="checkbox"/> Repaired



	Address	City	BR	BA	Lot Size	Sale/List Date	Year Built	Sale/List Price	Distance
•	2615 Estates Drive	Aptos	3	3	0.43ac		1961		
1	2891 Wimbledon Dr	Aptos	4	2	0.08ac	8/28/2018	1983	\$975,000	0.64 Miles
2	3175 Terrace Dr	Aptos	3	2	0.16ac	8/31/2018	1978	\$800,000	0.56 Miles
3	501 Gertrude Ave	Aptos	3	2	0.07ac	4/26/2018	1977	\$770,000	0.35 Miles
1	213 Poplar St	Aptos	2	1	0.09ac	8/19/2018	1961	\$838,000	0.37 Miles
2	512 Gertrude Ave	Aptos	3	2	0.13ac	8/1/2018	1910	\$895,000	0.31 Miles
3	7015 Mesa Drive	Aptos	3	3	0.35ac	7/10/2018	1975	\$894,000	0.44 Miles

**Neighborhood Data:**

Location Type:  Market Trend:  Economic Trend:  Neighborhood Trend:

Housing Supply:  Crime/Vandalism:  REO Driven?:  Avg Age of Home:

Neighborhood Pride of Ownership:  Avg Marketing Time of Comparable Listings:

Price Range:  to  Median Price:  Predominate Value:  Average DOM:

Number of units for rent:  Number of units in complex for sale:

**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	Less than a mile from the beach, this phenomenal family home has recently undertaken a beautiful custom facelift! This location has it all being on the border of Aptos, Capitola, and Soquel the beach is within walking distance, a neighborhood park two doors away, around the corn
Sale 2 Comments	This architects personal home has views of Monterey Bay; airy feel, good use of natural wood beams and accents, artistic touches throughout. An Office alcove and convenient laundry on the bedroom level. Great decks for entertaining and BBQ, covered PV parking and a two car garag
Sale 3 Comments	Enjoy this freshened 3 bedroom, 2 bath home. With a reverse floor plan, many upgraded windows, the latest generation of laminate and carpet flooring, new light fixtures, freshened kitchen and baths, new interior & exterior paint, new roof, gutters, fresh landscaping, and more! Wi
List 1 Comments	The open plan flows from the living and family rooms into the dining area, where a door opens to a brand new deck that is bathed in sunshine. The home features two bedrooms, one of which has a French door to the back garden and an updated bathroom with marble tiled floor. The cha
List 2 Comments	3 bedrooms, 2 baths, 2,035 sqft, upgraded one level, open floor plan, attached one car garage, classic fireplace in family room, thick open beam ceilings in family room, hardwood floors, above ground pool in rear yard, great condition
List 3 Comments	Close to Cabrillo College. Over 15,000sf lot, lot's of covered parking, huge yard to entertain, with custom concrete, large patio, extra storage shed. The garage is a tinkers delight, large workshop off back, with separate entrance. Main living area, has 2 bedroom + 2 full bathro

**Comments:**

## Service Provider Comments:

The subject is located in a superior neighborhood of quiet, well maintained homes. It may suffer from the close proximity of a large, unattractive REO - one of the very few in this area. Once the REO closes escrow and is inhabited again it should cease being an issue. The market has slowed substantially since mid summer but homes in sought after areas or with special features are still finding new owners. Note: there is a very tall fence to the right of the driveway so no way to get a photo of the right side of the house.

## Vendor Comments:

Service Provider  
Signature

/s/ Colleen (Cleo) OBrien

Service Provider  
Company

Coldwell Banker

BPO Effective Date

9/5/2018

Service Provider Lic.  
Num.

01350474

**Repairs**Recommended Repairs would bring the subject to: 

<b>Internal Repairs</b>		<b>Comment</b>	<b>Total</b>
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:			
<b>External Repairs</b>		<b>Comment</b>	<b>Total</b>
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:			
Repair Total:			



Subject Front

**2615 Estates Drive  
Aptos, CA 95003**



Address



Side



Side



Street



Street



View across street



**Comparable Sale #1**

2891 Wimbledon Dr  
Aptos, CA 95003  
Sale Date: 8/28/2018  
Sale Price: \$975,000



**Comparable Sale #2**

3175 Terrace Dr  
Aptos, CA 95003  
Sale Date: 8/31/2018  
Sale Price: \$800,000



**Comparable Sale #3**

501 Gertrude Ave  
Aptos, CA 95003  
Sale Date: 4/26/2018  
Sale Price: \$770,000





**Comparable Listing #1**

213 Poplar St  
Aptos, CA 95003  
Current List: \$838,000



**Comparable Listing #2**

512 Gertrude Ave  
Aptos, CA 95003  
Current List: \$895,000



**Comparable Listing #3**

7015 Mesa Drive  
Aptos, CA 95003  
Current List: \$894,000

Neither Assurant Valuations nor any of its affiliates, members, managers or contractors makes any representation or warranty as to the accuracy or completeness of the information contained in this broker price opinion. You should use good faith efforts in determining that the content of all information to be provided to or obtained by you is accurate. This analysis has been performed by a licensed real estate professional and is intended for the benefit of the addressee only. The Brokers Price Opinion is not to be construed as an appraisal and may not be used as such for any purpose. The purpose of this BPO is to provide an estimate of the probable sales price of the property, utilizing the sales comparison approach methodology and will not be used for loan origination. This opinion may not be used by any party as the primary basis to determine the value of a parcel of real property for a mortgage loan origination, including first and second mortgages, refinances or equity lines of credit. Notwithstanding any preprinted language to the contrary, this opinion is not an appraisal of the market value of the property. If an appraisal is desired, the services of a licensed appraiser must be obtained.