



Broker Price Opinion

Exterior Inspection
 Interior Inspection

Property Address:	2105 HERMOSA COURT	Vendor ID:	9715002.1_218532
City, State, Zip:	LOMPOC, CA 93436	Deal Name:	
Loan Number:	001126	Inspection Date:	07/07/2020
2nd Loan / Client #:		Subject APN:	093-310-013

Property Occupancy Status Vacant Does the Property Appear Secure? Yes Est. Monthly Rent

Currently Listed Currently List Broker List Broker Contact # Initial List Price Initial List Date Current List Price DOM / CDOM Sold in the last 12 Months?

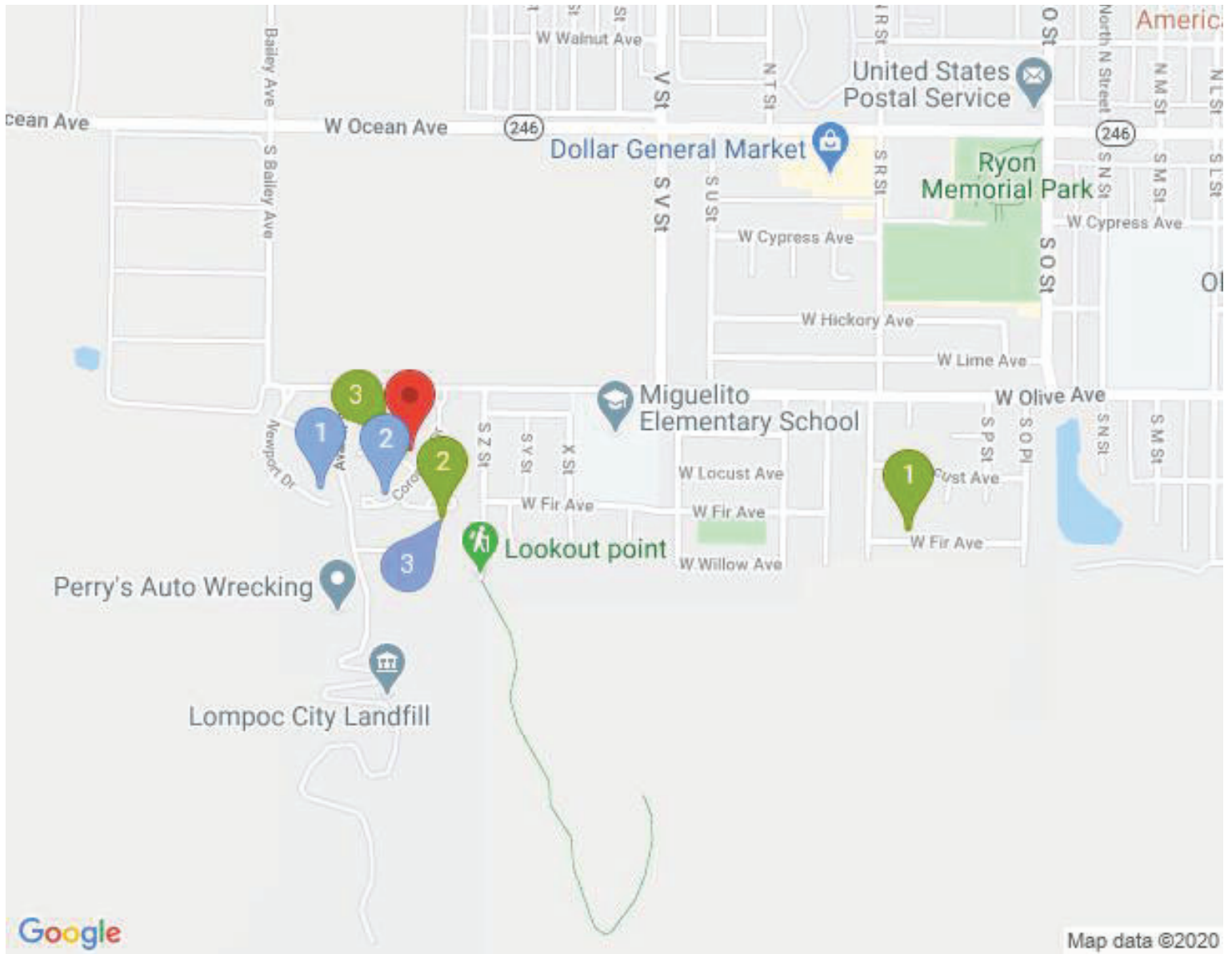
Yes The Hinkens Group (805) 430-3292 \$302,000 06/25/2020 \$302,000 5 / 5 Sale Price:

Is the Subject Listing Currently Pending? Yes Date of Contract 06/30/2020 CDOM to Contract 5 Sale Date:

Subject Property Comments / External Influences
 none

	Subject	Sold Comp 1	Sold Comp 2	Sold Comp 3	List Comp 1	List Comp 2	List Comp 3
							
Address	2105 HERMOSA COURT LOMPOC, CA 93436	516 NEWPORT DR LOMPOC, CA 93436	503 CORONADO DR LOMPOC, CA 93436	2002 MALIBU WAY LOMPOC, CA 93436	1005 W FIR AVE LOMPOC, CA 93436	2004 MALIBU WAY LOMPOC, CA 93436	2111 HERMOSA LOMPOC, CA 93436
Proximity		0.12	0.06	0.09	0.65	0.09	0.02
Sale/List Price		\$310,000	\$280,000	\$297,000	\$329,000	\$295,000	\$299,900
Sale Date		12/06/2019	03/25/2020	11/05/2019	10/23/2019	05/22/2020	06/10/2020
Price Per Sq.ft.	\$221.40	\$247.40	\$203.05	\$235.15	\$212.12	\$279.08	\$221.33
Initial List Price	\$302,000	\$299,900	\$310,000	\$299,000	\$329,000	\$303,000	\$325,000
Initial List Date	06/25/2020	10/17/2019	11/08/2019	09/13/2019	10/23/2019	05/22/2020	06/10/2020
Current/Final List	\$302,000	\$299,900	\$290,000	\$299,000	\$329,000	\$295,000	\$299,900
DOM/CDOM	5	48 / 48	138 / 138	52 / 52	4 / 4	95 / 95	3 / 3
Sales Type		Fair Market	Fair Market	Fair Market	Fair Market	Fair Market	Fair Market
Finance Incentives	0	10000	5000	5000	0	0	0
Living Area	1355	1253	1379	1263	1551	1057	1355
#Rooms/Bed/Bath All	6 / 3 / 2	6 / 3 / 2	6 / 3 / 2	6 / 3 / 2	6 / 3 / 2	6 / 2 / 1	6 / 3 / 2
Year Built	1984	1990	1985	1985	1977	1985	1984
Bsmnt SqFt/Finished							
Lot Size	0.10	0.10	0.11	0.09	0.16	0.09	0.10
Property Type	SF Attached	SF Attached	SF Attached	SF Attached	SF Detach	SF Attached	SF Attached
Style / Quality	Single Story / Q4	Single Story / Q4	Single Story / Q4	Single Story / Q4	Single Story / Q4	Single Story / Q4	Single Story / Q4
# of Units	1	1	1	1	1	1	1
Condition	C3	C3	C3	C3	C3	C3	C3
Pool/Spa	None	No / No	No / No	No / No	No / No	No / No	No / No
View	Countryside/Territory	Countryside/Territory	Countryside/Territory	Countryside/Territory	Countryside/Territory	Countryside/Territory	Countryside/Territory
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	No	No	No	No	No	No	No
Garage	2 Attached	2 Attached	2 Attached	2 Attached	2 Attached	2 Attached	2 Attached
Other Features	none	none	none	none	none	none	none
HOA Fees	\$167	\$167	\$167	\$167	\$0	\$167	\$167
Subdivision	FOOTHILL ESTATES	FOOTHILL ESTATES	FOOTHILL ESTATES	FOOTHILL ESTATES	Lompoc	FOOTHILL ESTATES	FOOTHILL ESTATES
Rent Potential							
Annual Gross Income	\$0						
Likely Sale Price					\$329,000	\$295,000	\$299,900
Gross Rent Multiplier							
School District	Lompoc Unified	Lompoc Unified	Lompoc Unified	Lompoc Unified	Lompoc Unified	Lompoc Unified	Lompoc Unified
Common Amenities							
Data Source - ID	County Tax-093...	MLS-19002737	MLS-PI19269841	MLS-PI19219979	MLS-19002734	MLS-NS20098602	MLS-20001274

Market Time 30-90 days	As-Is Price Estimate	As-Repaired Price Estimate	Land Only Price	30-Day Quick Sale Price
90-Day Marketing Time	<input type="text" value="\$300,000"/>	<input type="text" value="\$300,000"/>	<input type="text" value="\$50,667"/>	<input type="text" value="\$299,000"/>
Recommended List Price	<input type="text" value="\$305,000"/>	<input type="text" value="\$305,000"/>		
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
•	2105 HERMOSA COURT	LOMPOC	3	2	0.10		1984		
1	516 NEWPORT DR	LOMPOC	3	2	0.10	12/06/2019	1990	\$310,000	0.12
2	503 CORONADO DR	LOMPOC	3	2	0.11	03/25/2020	1985	\$280,000	0.06
3	2002 MALIBU WAY	LOMPOC	3	2	0.09	11/05/2019	1985	\$297,000	0.09
1	1005 W FIR AVE	LOMPOC	3	2	0.16	10/23/2019	1977	\$329,000	0.65
2	2004 MALIBU WAY	LOMPOC	2	1	0.09	05/22/2020	1985	\$295,000	0.09
3	2111 HERMOSA	LOMPOC	3	2	0.10	06/10/2020	1984	\$299,900	0.02

Neighborhood Data:

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

Housing Supply: REO Driven?: Avg Age of Home:

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: owner [] Types of Financing the Subject will NOT qualify for:

unknown []

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

None Noted []

Comparables:

Sale 1 Comments	Similar to subject in almost every way including condition, location, size, and age.
Sale 2 Comments	Similar to subject in almost every way including condition, location, age and size.
Sale 3 Comments	Similar to subject in almost every way including location, condition, size, and age.
List 1 Comments	Superior lot size and detached home, similar in most other ways including condition, locatio, size, and age.
List 2 Comments	Inferior size, bed/bath, similar in most other ways including condition, location, size, and age.
List 3 Comments	Similar to subject in almost every way including condition, location, size, and age.

Comments:

Service Provider Comments:

Subject is an attached home, location is rural and Inventory has been low. As a result, comparables are limited. To locate adequate comps I was forced to make exceptions in certain areas. Other than subject, there are only 2 active/pending comps in subject neighborhood. I searched the entire town of Lompoc, which encompasses more than a five mile radius, and these are the most adequate comps I could locate. Exterior valuation only and assuming average condition. Interior inspection may reveal repairs are necessary or upgrades have been completed and then value would change accordingly.

Vendor Comments:

[]

Service Provider Signature [/s/ Barbie Clark]
Service Provider Company [Barbara J. Clark]

BPO Effective Date [07/07/2020]
Service Provider Lic. Num. [01886183]

Repairs		
Recommended Repairs would bring the subject to: <input type="text" value="\$300,000"/>		
Internal Repairs	Comment	Total
Painting		\$ 0
Walls/Ceiling		\$ 0
Carpet/Floors		\$ 0
Cabinet/Counter		\$ 0
Plumbing		\$ 0
Electrical		\$ 0
Heating/AC		\$ 0
Appliances		\$ 0
Doors/Trim		\$ 0
Cleaning/Trash Removal		\$ 0
Other		\$ 0
Internal Repair Total:		\$ 0
External Repairs	Comment	Total
Roof		\$ 0
Siding/Trim		\$ 0
Structural		\$ 0
Windows/Doors		\$ 0
Painting		\$ 0
Foundation		\$ 0
Garage		\$ 0
Landscaping		\$ 0
Fence		\$ 0
Other		\$ 0
External Repair Total:		\$ 0
Repair Total:		\$ 0



Subject Front

2105 HERMOSA COURT
LOMPOC, CA 93436



Subject Side

2105 HERMOSA COURT
LOMPOC, CA 93436



Subject Side

2105 HERMOSA COURT
LOMPOC, CA 93436



Subject Address Verification

2105 HERMOSA COURT
LOMPOC, CA 93436



Subject Street

2105 HERMOSA COURT
LOMPOC, CA 93436



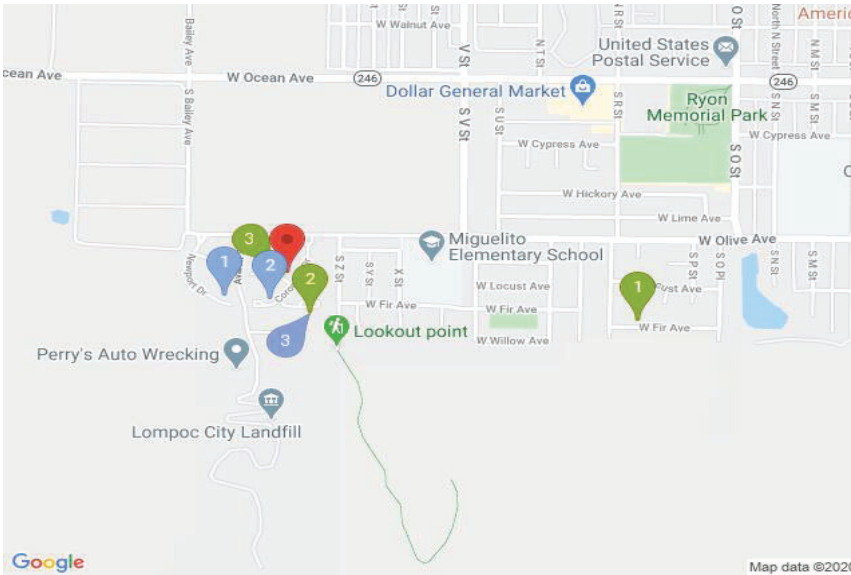
Subject Street

2105 HERMOSA COURT
LOMPOC, CA 93436



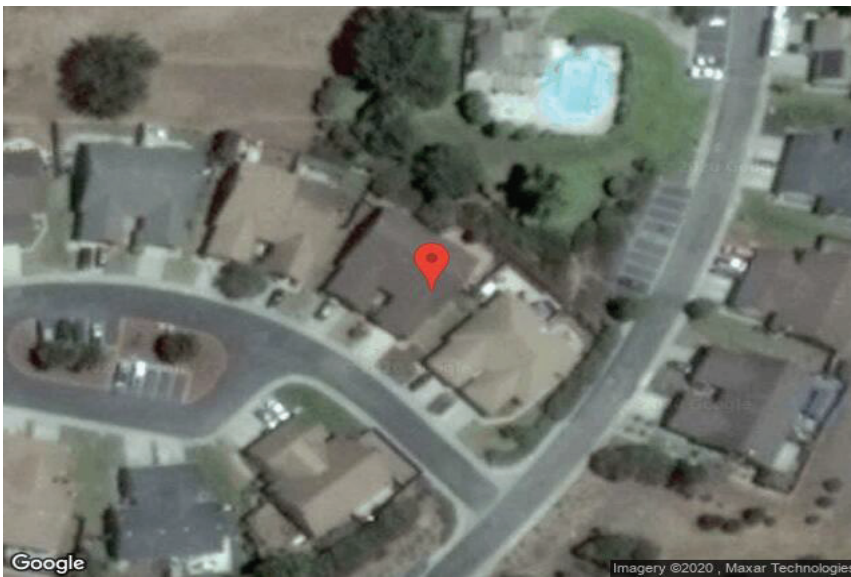
Subject View From Across the Street

2105 HERMOSA COURT
LOMPOC, CA 93436



Subject Static Map

2105 HERMOSA COURT
LOMPOC, CA 93436



Subject Satellite View

2105 HERMOSA COURT
LOMPOC, CA 93436



Comparable Sale #1

516 NEWPORT DR
LOMPOC, CA 93436
Sale Date: 12/06/2019
Sale Price: \$310,000



Comparable Sale #2

503 CORONADO DR
LOMPOC, CA 93436
Sale Date: 03/25/2020
Sale Price: \$280,000



Comparable Sale #3

2002 MALIBU WAY
LOMPOC, CA 93436
Sale Date: 11/05/2019
Sale Price: \$297,000



Comparable Listing #1

1005 W FIR AVE
LOMPOC, CA 93436
Current List: \$329,000



Comparable Listing #2

2004 MALIBU WAY
LOMPOC, CA 93436
Current List: \$295,000



Comparable Listing #3

2111 HERMOSA
LOMPOC, CA 93436
Current List: \$299,900

Disclaimer

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