



VOXTUR

Broker Price Opinion



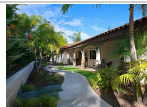



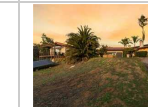
☒ Exterior Inspection
☐ Interior Inspection

Property Address: 1568 TIOGA TRAIL		Vendor ID: 12764664.1_197786	
City, State, Zip: FALLBROOK, CA 92028		Deal Name:	
Loan Number: 1568 Tioga Trail		Inspection Date: 11/19/2021	
2nd Loan / Client #:		Subject APN: 123-050-06-00	
Borrower / Owner of Record: ukn ukn		Lender / Client: Trimark Funding, Inc.	

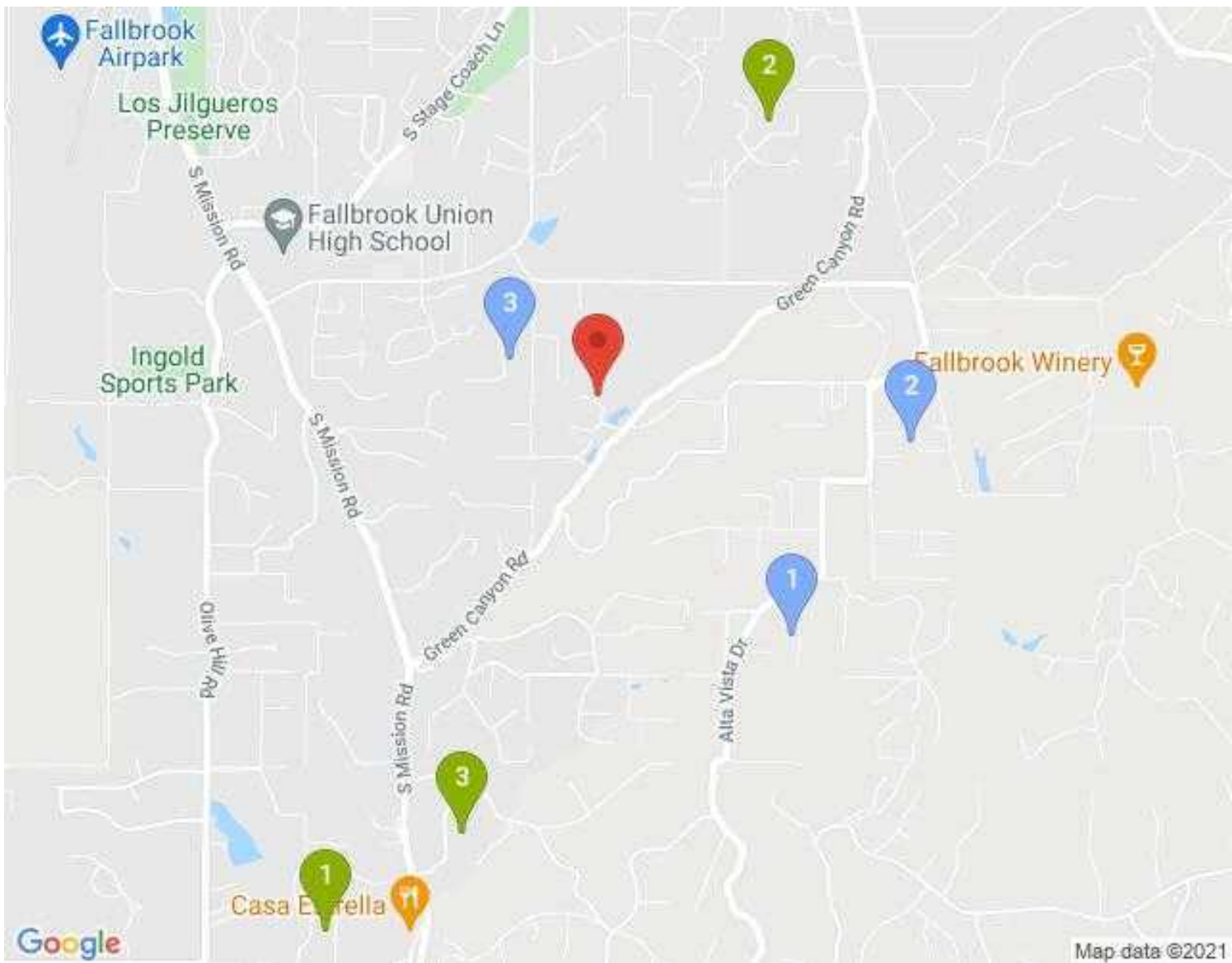
Property Occupancy Status: Vacant	Does the Property Appear Secure? Yes	Est. Monthly Rent: \$3,800	Sold in the last 12 Months? No
Currently Listed: No	Currently List Broker:	List Broker Contact #:	Initial List Price:
Initial List Date:	Current List Price:	DOM / CDOM:	Sale Price:
Is the Subject Listing Currently Pending?	Date of Contract:	CDOM to Contract:	Sale Date:

Subject Property Comments / External Influences

Subject property is currently listed on the market and in pending status

Subject	Sold comps 1	Sold comps 2	Sold comps 3	List comps 1	List comps 2	List comps 3	
							
Address	1568 TIOGA TRAIL FALLBROOK, CA 92028	3191 LOS VERDES DR FALLBROOK, CA 92028	2798 ALTA VISTA DR FALLBROOK, CA 92028	1215 LORENZO DR FALLBROOK, CA 92028	3948 PASEO DE OLIVOS FALLBROOK, CA 92028	2142 EASTOM WAY FALLBROOK, CA 92028	1191 VIA ENCINOS DR FALLBROOK, CA 92028
Proximity	0.8	0.82	0.25	1.55	0.83	1.18	
Sale/List Price	\$1,150,000	\$860,000	\$849,900	\$937,000	\$950,000	\$1,600,000	
Sale Date	09/17/2021	03/01/2021	03/19/2021	11/09/2021	11/12/2021	11/10/2021	
Price Per Sq.ft.	\$369.64	\$404.79	\$377.52	\$372.27	\$329.06	\$380.95	
Initial List Price	\$1,125,000	\$849,999	\$849,900	\$989,000	\$950,000	\$1,600,000	
Initial List Date	08/25/2021	01/22/2021	01/29/2021	11/09/2021	11/12/2021	11/10/2021	
Current/Final List	\$1,125,000	\$849,999	\$849,900	\$937,000	\$950,000	\$1,600,000	
DOM/CDOM	47 / 47	38 / 38	49 / 49	11 / 11	11 / 8	10 / 10	
Sales Type	Fair Market	Fair Market	Fair Market	Fair Market	Fair Market	Fair Market	
Finance Incentives	0	5000	0	0	0	0	
Living Area	2497	2841	2278	2517	2887	4200	
#Rooms/Bed/Bath All	7 / 4 / 3	7 / 3 / 3.5	6 / 3 / 3	6 / 3 / 2.5	6 / 3 / 2.5	10 / 5 / 4.5	
Year Built	1950	1996	1987	1998	1997	1980	
Bsmnt SqFt/Finished							
Lot Size	5.70	1.56	1.11	1.25	1.00	2.58	
Property Type	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	SF Detach	
Style / Quality	Single Story / Q4	2-Story Conv / Q4	Single Story / Q3	Single Story / Q3	Single Story / Q4	Single Story / Q3	
# of Units	1	1	1	1	1	1	
Condition	C3	C3	C3	C3	C3	C3	
Pool/Spa	None	No / No	No / No	No / No	No / No	No / No	
View	Mountain	Mountain	Mountain	Mountain	Mountain	Mountain	
Porch/Patio/Deck	No / Yes / No	No / Yes / No	No / Yes / No	No / Yes / No	No / Yes / No	No / Yes / No	
Fireplace	Yes	Yes	Yes	Yes	Yes	Yes	
Garage	2 Attached	3 Attached	4 Attached	3 Attached	2 Attached	2 Attached	
Other Features	Vacant	N/A	N/A	N/A	N/A	N/A	
HOA Fees	\$0	\$0	\$0	\$0	\$0	\$0	
Subdivision	WINTERHAVEN	FALLBROOK	BELLA VISTA ESTATES	FALLBROOK	FALLBROOK	FALLBROOK	
Rent Potential	\$3,800						
Annual Gross Income	\$45,600						
Likely Sale Price				\$937,000	\$950,000	\$1,600,000	
Gross Rent Multiplier	20.24						
School District	Fallbrook High	Fallbrook High	Fallbrook High	Fallbrook High	Fallbrook High	Fallbrook High	
Common Amenities							
Data Source - ID	County Tax-Tax ...	MLS-NDP2108693	MLS-NDP2100742	MLS-NDP2101001	MLS-NDP2112535	MLS-NDP2112657	MLS-SW21245664

Market Time 0-30 days	As-Is Price Estimate	As-Repaired Price Estimate	Land Only Price	30-Day Quick Sale Price
90-Day Marketing Time	\$923,000	\$923,000	\$738,000	\$900,000
Recommended List Price	\$923,000	\$923,000		
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
•	1568 TIOGA TRAIL	FALLBROOK	4	3	5.70		1950		
1	3191 LOS VERDES DR	FALLBROOK	3	3.5	1.56	09/17/2021	1996	\$1,150,000	0.8
2	2798 ALTA VISTA DR	FALLBROOK	3	3	1.11	03/01/2021	1987	\$860,000	0.82
3	1215 LORENZO DR	FALLBROOK	3	3	1.25	03/19/2021	1998	\$849,900	0.25
1	3948 PASEO DE OLIVOS	FALLBROOK	3	2.5	1.00	11/09/2021	1993	\$937,000	1.55
2	2142 EASTOM WAY	FALLBROOK	3	2.5	1.09	11/12/2021	1997	\$950,000	0.83
3	1191 VIA ENCINOS DR	FALLBROOK	5	4.5	2.58	11/10/2021	1980	\$1,600,000	1.18

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/Occupant Types of Financing the Subject will NOT qualify for: N/A

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

None Noted

Comparables:

Sale 1 Comments	Quality construction and attention to detail that is rarely found, a true delight. One bedroom with bath has it's own separate entrance. Main home is all on one level and there is a huge bonus room and office with it's own separate entrance that is not included in the sq footage
Sale 2 Comments	This meticulously maintained residence includes 3 bedrooms and 2 offices. The fully usable acre of land is completely landscaped and fenced. Includes RV parking and hookups and has plenty of space to add a pool, workshop or ADU. Inside are hardwood and tile floors, granite
Sale 3 Comments	The kitchens inviting ambiance and functional design lends itself to a social gathering area with stainless steel appliances, island seating, separate seating area and plenty of cabinetry storage. Roomy master en suite boasts soaking tub, separate walk-in shower
List 1 Comments	Active. Fenced 1 Acre including an Extended Cement Driveway, Extra Parking and a 3 Car Finished Garage. Big Open Beamed Living Room, Fireplace and Island Kitchen. Formal Dining Room and a Spacious Primary Owners' Suite. Private Rural/Country Setting
List 2 Comments	Active. A very open & spacious versatile floor plan with a great room and a large fireplace. A formal dining room, a family room or an office or a 4th bedroom are very well designed. The bright breakfast nook & open kitchen with plenty of cabinets for storage
List 3 Comments	Active. Spanish style fireplace or the breeze flowing through multiple sets of French doors. When you're through entertaining for the evening, invite them to stay and enjoy, in one of two guest homes with their own parking spaces.

Comments:

Service Provider Comments:

The subject property is an older spanish adobe style home that is currently listed on the market and in pending status. Has two out buildings/barns and 2 guest houses situated on a large lot, lots of land. Due to very low inventory in the MLS, there is a supply/demand market scenario. Overbidding is occurring on offers and sellers are paying some concessions. The two guest houses does not show sq. footage for each. Tax records shows 2497 total. The comps I used did not have the lot size and could not find any suitable to lot size. The comps I used were newer in age and the subject has over 5 acres. Most weight placed on List 3 Comp was used for age, style, sq. footage and similar features Most weight placed on Sale 2 Comp was used for age, style, sq. footage and similar features

Vendor Comments:

Service Provider Signature /s/ Debra Boyd

Service Provider Company Debra S Boyd

BPO Effective Date 11/20/2021

Service Provider Lic. Num. 01344830

Repairs

Recommended Repairs would bring the subject to:

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

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Subject Side

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Subject Side

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Subject Address Verification

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FALLBROOK, CA 92028



Subject Address Verification

1568 TIOGA TRAIL
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Subject Street Sign

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Subject Street

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Subject Street

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Subject What's across from Subject

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Subject Other

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Subject Other

1568 TIOGA TRAIL
FALLBROOK, CA 92028



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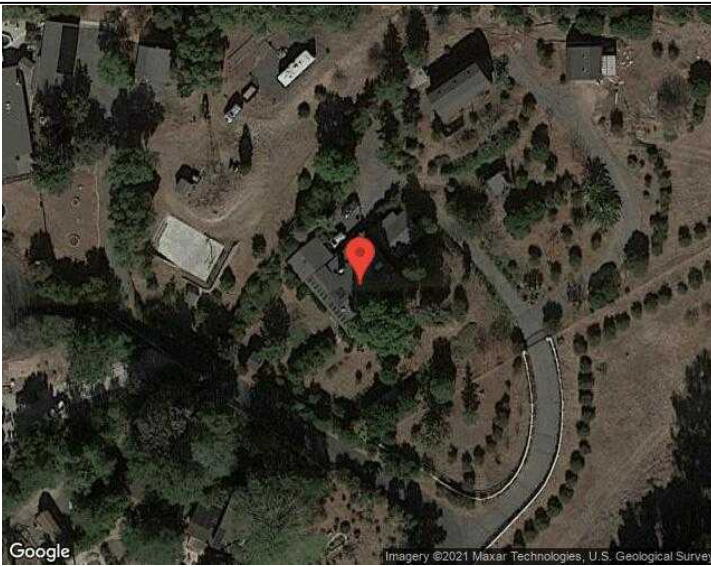
Subject Other

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FALLBROOK, CA 92028



Subject Other

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Subject Satellite View

1568 TIOGA TRAIL
FALLBROOK, CA 92028



Comparable Sale #1

3191 LOS VERDES DR
FALLBROOK, CA 92028
Sale Date: 09/17/2021
Sale Price: \$1,150,000



Comparable Sale #2

2798 ALTA VISTA DR
FALLBROOK, CA 92028
Sale Date: 03/01/2021
Sale Price: \$860,000



Comparable Sale #3

1215 LORENZO DR
FALLBROOK, CA 92028
Sale Date: 03/19/2021
Sale Price: \$849,900



Comparable Listing #1

3948 PASEO DE OLIVOS
FALLBROOK, CA 92028
List Price: \$937,000



Comparable Listing #2

2142 EASTOM WAY
FALLBROOK, CA 92028
List Price: \$950,000



Comparable Listing #3

1191 VIA ENCINOS DR
FALLBROOK, CA 92028
List Price: \$1,600,000

Disclaimer

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