

RESIDENTIAL BROKER PRICE OPINION

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

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

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

FIRM NAME: \_\_\_\_\_ COMPLETED BY: \_\_\_\_\_

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

I. 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 ☐ shortage of comparable listings in the neighborhood

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: \_\_\_\_\_

II. SUBJECT MARKETABILITY

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

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.: \_\_\_\_\_

III. COMPETITIVE CLOSED SALES									
ITEM		SUBJECT		COMPARABLE NUMBER 1			COMPARABLE NUMBER 2		
Address									
Proximity to Subject				REO/Corp <input type="checkbox"/>			REO/Corp <input type="checkbox"/>		
Sale Price		\$		\$			\$		
Price/Gross Living Area		\$      Sq. Ft.		\$      Sq. Ft.			\$      Sq. Ft.		
Sale Date & Days on Market									
VALUE ADJUSTMENTS	DESCRIPTION		DESCRIPTION		Adjustment		DESCRIPTION		Adjustment
Sales or Financing Concessions									
Location									
Leasehold/Fee Simple									
Site									
View									
Design and Appeal									
Quality of Construction									
Age									
Condition									
Above Grade Room Count Gross Living Area	Total	Bdms	Baths	Total	Bdms	Baths	Total	Bdms	Baths
	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"/> -		\$		<input type="checkbox"/> + <input type="checkbox"/> -		\$
Adjusted Sales Price of Comparable					\$				\$

REO#

IV. MARKETING STRATEGY

☐ 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.

☐ \_\_\_\_\_ \$ \_\_\_\_\_

☐ \_\_\_\_\_ \$ \_\_\_\_\_

☐ \_\_\_\_\_ \$ \_\_\_\_\_

☐ \_\_\_\_\_ \$ \_\_\_\_\_

☐ \_\_\_\_\_ \$ \_\_\_\_\_

☐ \_\_\_\_\_ \$ \_\_\_\_\_

☐ \_\_\_\_\_ \$ \_\_\_\_\_

☐ \_\_\_\_\_ \$ \_\_\_\_\_

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 <input type="checkbox"/>				REO/Corp <input type="checkbox"/>				REO/Corp <input type="checkbox"/>				
List Price		\$					\$				\$				\$		
Price/Gross Living Area		\$ 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			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"/> -		\$		<input type="checkbox"/> + <input type="checkbox"/> - -		\$		<input type="checkbox"/> + <input type="checkbox"/> -		\$		
Adjusted Sales Price of Comparable							\$				\$				\$		

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

AS IS	Market Value	Suggested List Price
REPAIRED	\$ _____	\$ _____
	\$ _____	\$ _____

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

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