

CASE / FILE NUMBER: \_\_\_\_\_ AGENT NAME: \_\_\_\_\_  
 PROPERTY ADDRESS: \_\_\_\_\_ COMPANY NAME: \_\_\_\_\_  
 DATE COMPLETED \_\_\_\_\_ EMAIL ADDRESS: \_\_\_\_\_

### I. GENERAL MARKET CONDITIONS

Current market condition:  Depressed  Slow  Stable  Improving  Excellent  
 Employment conditions:  Declining  Stable  Increasing  
 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: \_\_\_\_\_  
 Primary Market Trend is REOs or Short Sales (Yes/No) \_\_\_\_\_  
 General Market Condition Comments:

### 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.  
 Has the property been on the market in the last 12 months?  Yes  No  
 To the best of your knowledge, why did it not sell? \_\_\_\_\_  
 Unit Type:  single family  condo  co-op  manufactured  other  
 multi-family  townhouse  modular  large  
 If condo or other association exists: Fee \$ \_\_\_\_\_ monthly \_\_\_\_\_ annually Current?  Yes  No  
 The fee includes:  Insurance  Landscaping  Tennis Court  
 Association Contact: Name: \_\_\_\_\_ Phone No.: \_\_\_\_\_  
 Email: \_\_\_\_\_

### III. COMPETITIVE CLOSED SALES

ITEM	SUBJECT	COMPARABLE SOLD # 1			COMPARABLE SOLD # 2			COMPARABLE SOLD # 3				
Address												
Proximity to Subject		REO/Corp <input type="checkbox"/>			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												
VALUATION ADJUSTMENTS	DESCRIPTION	DESCRIPTION (+/-) Adjustment			DESCRIPTION			+(-) Adjustment				
Financing												
Location												
Site												
View												
Design and Appearance												
Quality of Construction												
Age												
Condition												
Above Grade Room Count	Total Bdms Baths	Total Bdms Baths	Total Bdms Baths	Total Bdms Baths	Total Bdms Baths	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												
Heating/Cooling												
Energy Efficient Items												
Garage/Carport												
Porches, Patio, Deck												
Fireplace(s), etc.												
Fence, Pool, etc.												
Other												
Net Adj. (total)												
Adjusted Sales Price of Comparable												

**IV. MARKETING STRATEGY**

Listing Recommendation (will always be "as-is" on HUD assets):  As-Is  As-Repaired

Most Likely Buyer:  Owner occupant  Investor

Vacancy Status:  Vacant  Occupied

**V. REPAIRS**

Itemize ALL repairs needed to bring property from its present "as is" condition to enhance marketability.

	\$
	\$
	\$
	\$
	\$

	\$
	\$
	\$
	\$
	\$

**TOTAL RECOMMENDED REPAIRS \$0.00**

**VI. COMPETITIVE LISTINGS**

ITEM	SUBJECT	COMPARABLE LISTING # 1			COMPARABLE LISTING # 2			COMPARABLE LISTING # 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.	
Data and/or Verification Sources										
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+/- Adj.	DESCRIPTION	Adjustment	DESCRIPTION	+/- Adjustment	DESCRIPTION	+/- Adjustment	
Days on Market										
Location										
Site										
View										
Design and Appeal										
Quality of Construction										
Age										
Condition										
Above Grade	Bdms Baths	Bdms Baths		Total Bdms Baths		Total Bdms Baths		Total Bdms Baths		
Room Count										
Gross Living Area	Sq. Ft.	Sq.		Sq. Ft.		Sq. Ft.		Sq. Ft.		
Below Grade										
Other										
Energy Efficient Items										
Garage/Carport										
Porches, Patios										
Fireplace(s), etc.										
Fence, Pool, etc.										
Other										
Net Adj. (total)										
Adjusted Sales Price of Comparable										

**VII. LIST PRICE**

Suggested As-Is List Price is the most probable price in which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he considers his own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Suggested As-Is List Price: \$ \_\_\_\_\_

Suggested As-Repaired Value: \$ \_\_\_\_\_

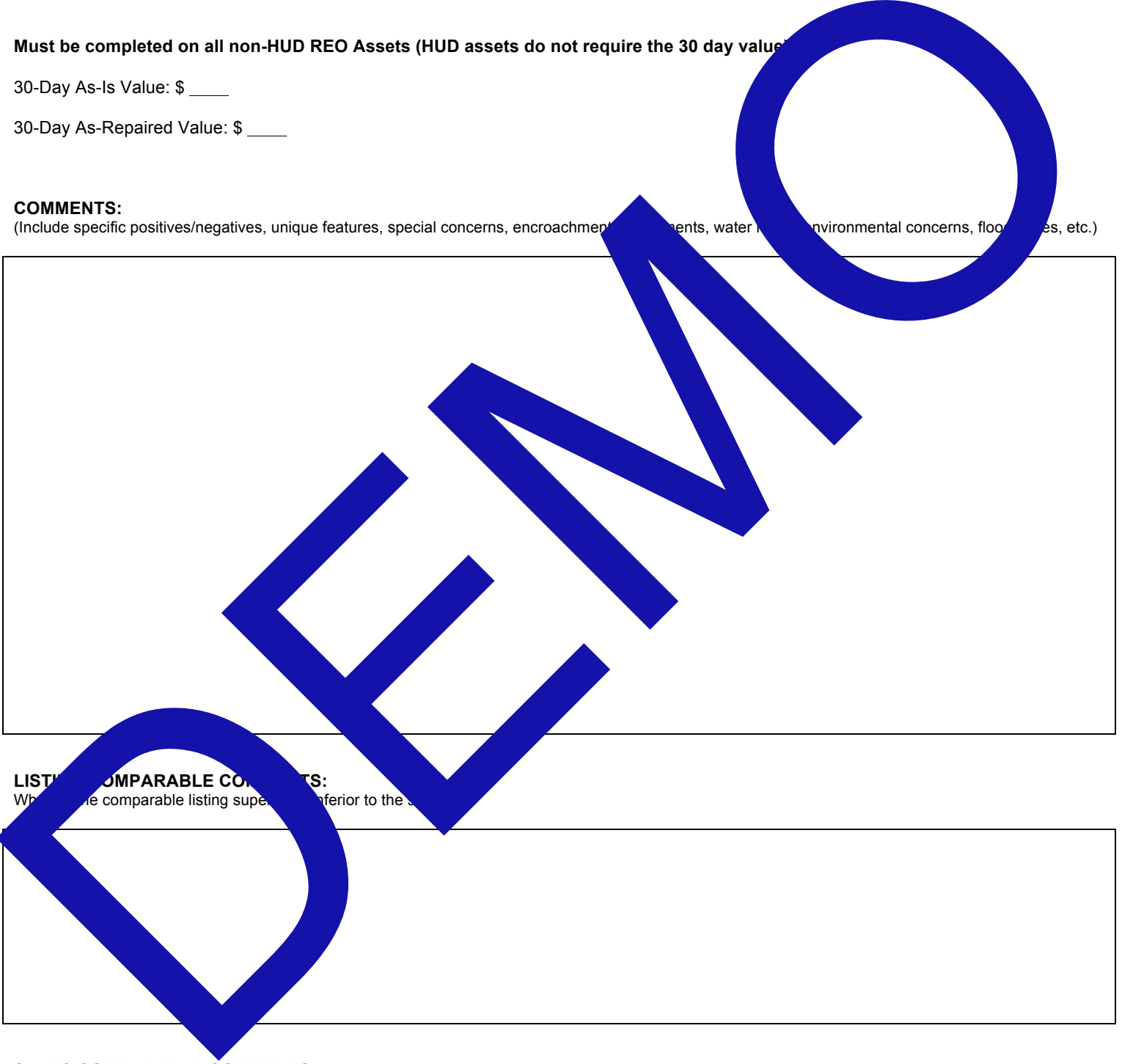
**Must be completed on all non-HUD REO Assets (HUD assets do not require the 30 day value)**

30-Day As-Is Value: \$ \_\_\_\_\_

30-Day As-Repaired Value: \$ \_\_\_\_\_

**COMMENTS:**

(Include specific positives/negatives, unique features, special concerns, encroachments, easements, water issues, environmental concerns, floor plans, etc.)

**LISTING COMPARABLE COMMENTS:**

Why is the comparable listing superior or inferior to the subject?

**SALES COMPARABLE COMMENTS:**

Why are the comparable listing superior or inferior to the subject?