

# RESIDENTIAL BROKER PRICE OPINION

BPO# \_\_\_\_\_ BPO Type  Initial  2nd Opinion  Updated  Exterior DATE \_\_\_\_\_

PROPERTY ADDRESS: \_\_\_\_\_

FIRM NAME: \_\_\_\_\_ SALES REPRESENTATIVE: \_\_\_\_\_

PHONE NO. \_\_\_\_\_ FAX NO. \_\_\_\_\_ CLIENT NAME \_\_\_\_\_

EMAIL ADDR: \_\_\_\_\_ COMPLETED BY \_\_\_\_\_

## GENERAL MARKET CONDITIONS

Current market conditions:  Depressed  Slow  Stable  Improving  Excellent  
 Employment conditions:  Declining  Stable  Improving  
 Market price of this type property has:  Decreased \_\_\_\_\_ % in past \_\_\_\_\_ months  Remained Stable.  
 Increased \_\_\_\_\_ % in past \_\_\_\_\_ months  
 Estimated percentage of owners vs. tenants in neighborhood: \_\_\_\_\_ % owner occupant \_\_\_\_\_ % tenant  
 There is a:  normal supply  over supply  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: \_\_\_\_\_

## 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 (attach 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  condotel  
 If condo/other mandatory associations exist: Fee \$ \_\_\_\_\_ monthly or  annually. Current?  Yes  No Fee delinquent \$ \_\_\_\_\_  
 The fee includes:  Insurance  Landscape  Pool  Tennis Other \_\_\_\_\_  
 Association Contact: Name: \_\_\_\_\_ Phone No.: \_\_\_\_\_

## COMPETITIVE CLOSED SALES

ITEM	SUBJECT	Short Sale <input type="checkbox"/>			Short Sale <input type="checkbox"/>			Short Sale <input type="checkbox"/>		
		COMPARABLE NUMBER 1			COMPARABLE NUMBER 2			COMPARABLE NUMBER 3		
Address										
Proximity to Subject		Miles REO/CORP <input type="checkbox"/>			Miles REO/CORP <input type="checkbox"/>			Miles REO/CORP <input type="checkbox"/>		
Sale Price	\$	\$			\$			\$		
Price/Gross Living Area	\$ Sq.Ft.	\$ Sq.Ft.			\$ Sq.Ft.			\$ Sq.Ft.		
MLS Number										
Data Source										
Sale Date & Days on Market										
Original List Price										
Original List Date										
Under Contract Date										
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	
Sales or Financing Concessions										
Location										
Leasehold/Fee Simple										
Site	Acres	Acres		Acres		Acres		Acres		
View										
Design and Appeal										
Quality of Construction										
Year Built										
Condition										
Above Grade Room Count	Total Bdrms Baths	Total Bdrms Baths		Total Bdrms Baths		Total Bdrms Baths		Total Bdrms Baths		
Gross Living Area	Sq. Ft.	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"/> - \$		<input type="checkbox"/> + <input type="checkbox"/> - \$		
Adjusted Sales Price of Comparable		\$		\$		\$		\$		

BPO# \_\_\_\_\_

**SUBJECT PROPERTY OCCUPANCY**

Occupancy Status \_\_\_\_\_ Occupant Phone \_\_\_\_\_  
 Occupant Name \_\_\_\_\_ Occupant Cell \_\_\_\_\_

**SUBJECT PROPERTY TAX INFORMATION**

Annual Property Tax Amount \_\_\_\_\_ Delinquent Tax Amount \_\_\_\_\_ Tax Year \_\_\_\_\_  
 Land Assessment Amnt \_\_\_\_\_ Improvement Assessment Amnt \_\_\_\_\_ Assessment Year \_\_\_\_\_

**SUBJECT PROPERTY PROJECTED RENT**

Monthly Market Rent \_\_\_\_\_ Actual Monthly Rent \_\_\_\_\_

**MARKETING STRATEGY**

As-Is  Minimal Lender Required Repairs  Repaired Most Likely Buyer:  Owner occupant  Investor

**REPAIRS**

Repair Detail \_\_\_\_\_ GRAND TOTAL FOR ALL REPAIRS \$ \_\_\_\_\_

**COMPETITIVE LISTINGS**

ITEM	SUBJECT	Short Sale <input type="checkbox"/>			Short Sale <input type="checkbox"/>			Short Sale <input type="checkbox"/>		
		COMPARABLE NUMBER 1			COMPARABLE NUMBER 2			COMPARABLE NUMBER 3		
Address										
Proximity to Subject		Miles	REO/CORP <input type="checkbox"/>	Miles	REO/CORP <input type="checkbox"/>	Miles	REO/CORP <input type="checkbox"/>			
List Price	\$	\$		\$		\$		\$		
Price/Gross Living Area	\$ /Sq.Ft.	\$ /Sq.Ft.		\$ /Sq.Ft.		\$ /Sq.Ft.		\$ /Sq.Ft.		
List Date										
Days Since Last \$ Change										
Original List Price										
MLS Number										
Data Source										
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	
Sales or Financing Concessions										
Days on Market										
Location										
Leasehold/Fee Simple										
Site	Acres	Acres		Acres		Acres		Acres		
View										
Design and Appeal										
Quality of Construction										
Year Built										
Condition										
Above Grade Room Count	Total Bdrms Baths	Total Bdrms Baths		Total Bdrms Baths		Total Bdrms Baths		Total Bdrms Baths		
Gross Living Area	Sq. Ft.	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"/> - \$		<input type="checkbox"/> + <input type="checkbox"/> - \$		
Adjusted Sales Price of Comparable		\$		\$		\$		\$		

**THE MARKET VALUE**

(The value must fall within the range indicated by the adjusted Sales Price of the Comparables. Place the most weight on those comparables that are recent, in closest proximity, and with the fewest overall adjustments. Never average values.)

**Market Value** As Is \$ \_\_\_\_\_ Repaired \$ \_\_\_\_\_ 30-Day Quick Sale \$ \_\_\_\_\_  
**Suggested List Price** \$ \_\_\_\_\_ \$ \_\_\_\_\_ \$ \_\_\_\_\_

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

**ADDITIONAL COMMENTS**

SAMPLE



## 123 Main Street Lake Forest CA 92630

MLS#: **13606148** Bedrooms:**4** Baths:**2.1** Year Built:**1999** Total Living Area:**1,988 SF**  
 Property Type:**Single Family Detached** Bluebook ID#: **11201** Inspection Date: **12/6/2013**  
 Date Printed: **1/9/2014 10:03:18 PM (UTC)**

### Repair Summary

#### Subject Property

Bathroom:	\$0.00	Bedroom:	\$190.62	Deck:	\$0.00
Dining Room:	\$44.08	Exterior Grounds:	\$0.00	Family Room:	\$66.50
Garage:	\$0.00	Half Bath:	\$0.00	Kitchen:	\$489.30
Laundry:	\$0.00	Living Room:	\$66.50	Main Structure:	\$170.48
Systems:	\$5,222.29				
					<b>Estimated Total Repairs: \$6,249.77</b>

LR = Lender Required CR = Cosmetic Repair ER = Emergency Repair IS = Initial Secure CL = Claims Recovery  
 RE = Repair RV = Renovation RR = Repair Recommended RN = Repair Not Recommended

### 123 Main Street Lake Forest CA 92630

#### Bedroom

##### Carpet

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
16855	Clean Carpet - Heavily Soiled	175.00	SF	\$0.38	\$0.00	\$0.00	\$66.50	CR,RR,RE

Comment Noted for Repair  
 carpets are soiled and need to be cleaned

**Estimated Bedroom Repairs: \$66.50**

#### Bedroom 2

##### Carpet

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
16854	Clean Carpet - Steam Clean	116.00	SF	\$0.31	\$0.00	\$0.00	\$35.96	CR,RR,RE

Comment Noted for Repair  
 heavily soiled

**Estimated Bedroom Repairs: \$35.96**

#### Bedroom 3

##### Carpet

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
16855	Clean Carpet - Heavily Soiled	116.00	SF	\$0.38	\$0.00	\$0.00	\$44.08	CR,RR,RE

Comment Noted for Repair  
 heavily soiled

**Estimated Bedroom Repairs: \$44.08**

## Bedroom 4

### Carpet

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
16855	Clean Carpet - Heavily Soiled	116.00	SF	\$0.38	\$0.00	\$0.00	\$44.08	CR,RR,RE

Comment Noted for Repair  
heavily soiled

Estimated Bedroom Repairs: \$44.08

## Main Structure

### Wood

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
21381	Paint Exterior Walls - 1 Story - 1 Coat - Min charge up to 100 SF	1.00	M/C	\$59.04	\$0.00	\$0.00	\$59.04	LR,RR,RE

Comment Noted for Repair  
fibercement board has fallen off side of home, leaving exposed side of home.

17699	Repair Siding - Wood - up to 20 S.F.	1.00	M/C	\$111.44	\$0.00	\$0.00	\$111.44	LR,RR,RE
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Comment Noted for Repair  
siding has fallen off side of home.

Estimated Main Structure Repairs: \$170.48

## Systems

### Central A/C

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
17922	Replace Central Air Conditioner Unit - 13 SEER - 3 Ton	1.00	EA	\$2,929.59	\$0.00	\$0.00	\$2,929.59	CR,RR,RE

Comment Noted for Repair  
missing AC unit

### Forced Air

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
15792	Replace Forced Air - Gas Furnace - 80% Efficiency - Single/Two Stage - 90,000 BTU	1.00	EA	\$2,292.70	\$0.00	\$0.00	\$2,292.70	LR,RR,RE

Comment Noted for Repair  
unit is missing.

Estimated Systems Repairs: \$5,222.29

## Kitchen

### Vinyl

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
18911	Remove Discolored Vinyl Floor Sheet - Remove, Treat Subfloor, Seal (Does not include Replacement or Haul Away)	105.00	SF	\$2.09	\$0.00	\$0.00	\$219.45	CR,RR,RE
15651	Replace Vinyl Floor - Sheet - Good	105.00	SF	\$2.57	\$0.00	\$0.00	\$269.85	CR,RR,RE

Estimated Kitchen Repairs: \$489.30

### Dining Room

#### Carpet

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
16855	Clean Carpet - Heavily Soiled	116.00	SF	\$0.38	\$0.00	\$0.00	\$44.08	CR,RR,RE

Comment Noted for Repair  
heavily soiled

Estimated Dining Room Repairs: **\$44.08**

### Family Room

#### Carpet

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
16855	Clean Carpet - Heavily Soiled	175.00	SF	\$0.38	\$0.00	\$0.00	\$66.50	CR,RR,RE

Comment Noted for Repair  
heavily soiled

Estimated Family Room Repairs: **\$66.50**

### Living Room

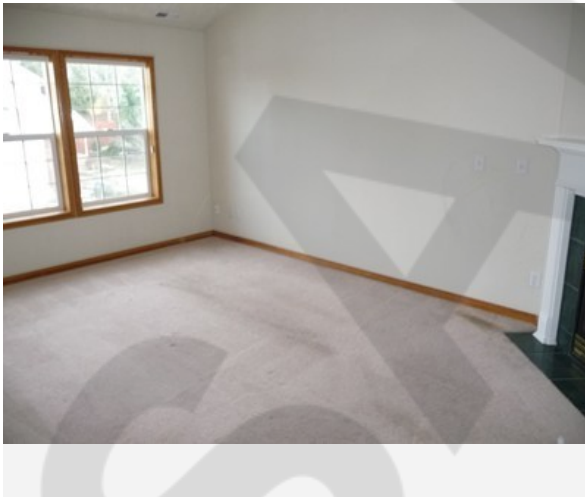
#### Carpet

Item#	Description	QTY	U/M	Bluebook Price Per Unit	Vendor Price Per Unit	Vendor Difference	Total	Code
16855	Clean Carpet - Heavily Soiled	175.00	SF	\$0.38	\$0.00	\$0.00	\$66.50	CR,RR,RE

Comment Noted for Repair  
heavily soiled

Estimated Living Room Repairs: **\$66.50**

123 Main Street Lake Forest CA 92630



Area: Bedroom  
Repair For: Flooring & Steps - Carpet



Area: Bedroom 2  
Repair For: Flooring & Steps - Carpet



Area: Bedroom 3  
Repair For: Flooring & Steps - Carpet



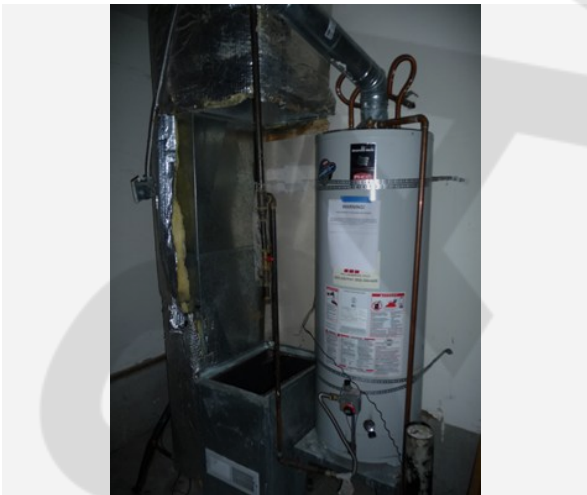
Area: Bedroom 4  
Repair For: Flooring & Steps - Carpet



Area: Main Structure  
Repair For: Exterior Walls - Wood



Area: Systems  
Repair For: Cooling - Central A/C



Area: Systems  
Repair For: Heating - Forced Air



Area: Kitchen  
Repair For: Flooring & Steps - Vinyl



Area: Dining Room  
**Repair For: Flooring & Steps - Carpet**



Area: Family Room  
**Repair For: Flooring & Steps - Carpet**



Area: Living Room  
**Repair For: Flooring & Steps - Carpet**

**BLUEBOOK**  
INTERNATIONAL

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**123 Main Street Lake Forest CA 92630**

MLS#: 13606148 Bedrooms:4 Baths:2.1 Year Built:1999 Total Living Area:1,988 SF  
Property Type:Single Family Detached Bluebook ID#: 11201 Inspection Date: 12/6/2013  
Date Printed: 1/9/2014 10:04:21 PM (UTC)



Subject Property  
**House Number**



Subject Property  
**Right Side**



Subject Property  
**Back View**



Subject Property  
**Left Side**



Subject Property  
**Street View**



Subject Property  
**Front View**



Subject Property  
**Closed Sale Comp 1**



Subject Property  
**Closed Sale Comp 2**



Subject Property  
**Closed Sale Comp 3**



Subject Property  
**Listed Comp 1**



Subject Property  
**Listed Comp 2**



Subject Property  
**Listed Comp 3**



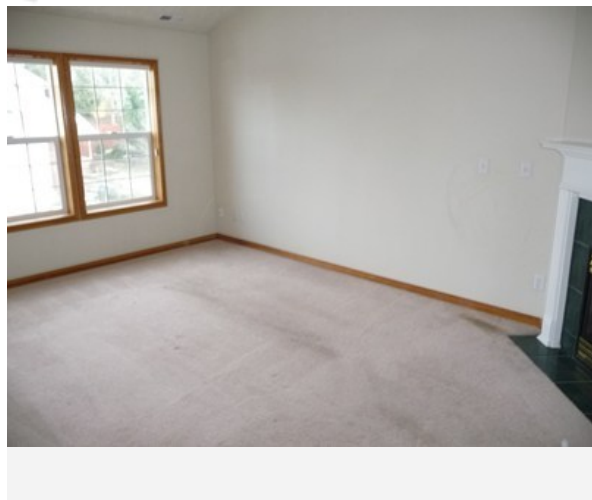
Subject Property  
**Primary Marketing Photo**



Subject Property  
**Additional Marketing Photos**



Area: Bedroom  
**Bedroom Photo**



Area: Bedroom  
**Repair For: Flooring & Steps - Carpet**



Area: Bedroom 2  
**Bedroom Photo**



Area: Bedroom 2  
**Repair For: Flooring & Steps - Carpet**



Area: Bedroom 3  
**Bedroom Photo**



Area: Bedroom 3  
**Repair For: Flooring & Steps - Carpet**



Area: Bedroom 4  
**Bedroom Photo**



Area: Bedroom 4  
**Repair For: Flooring & Steps - Carpet**



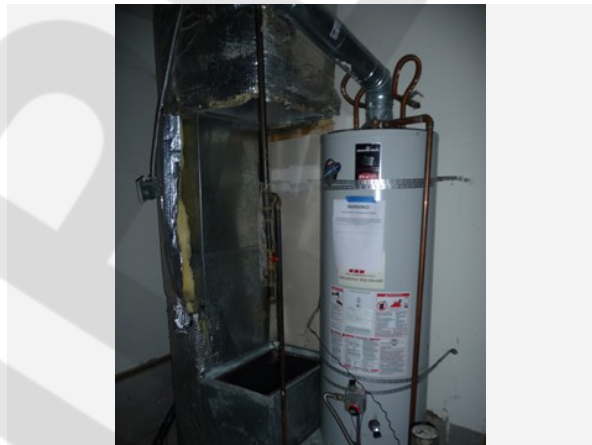
Area: Bathroom  
**Bathroom Photo**



Area: Bathroom 2  
**Bathroom Photo**



Area: Half Bath  
**Half Bath Photo**



Area: Garage  
**Garage/Carport Photo**



Area: Exterior Grounds  
**Exterior Grounds Photo**



Area: Main Structure  
**Main Structure Photo**



Area: Main Structure  
Repair For: Exterior Walls - Wood



Area: Systems  
Repair For: Cooling - Central A/C



Area: Systems  
Repair For: Heating - Forced Air



Area: Kitchen  
Kitchen Photo



Area: Kitchen  
Repair For: Flooring & Steps - Vinyl



Area: Dining Room  
Dining Room Photo



Area: Dining Room  
Repair For: Flooring & Steps - Carpet



Area: Family Room  
Family Room Photo



Area: Family Room  
Repair For: Flooring & Steps - Carpet



Area: Living Room  
Living Room Photo



Area: Living Room  
Repair For: Flooring & Steps - Carpet

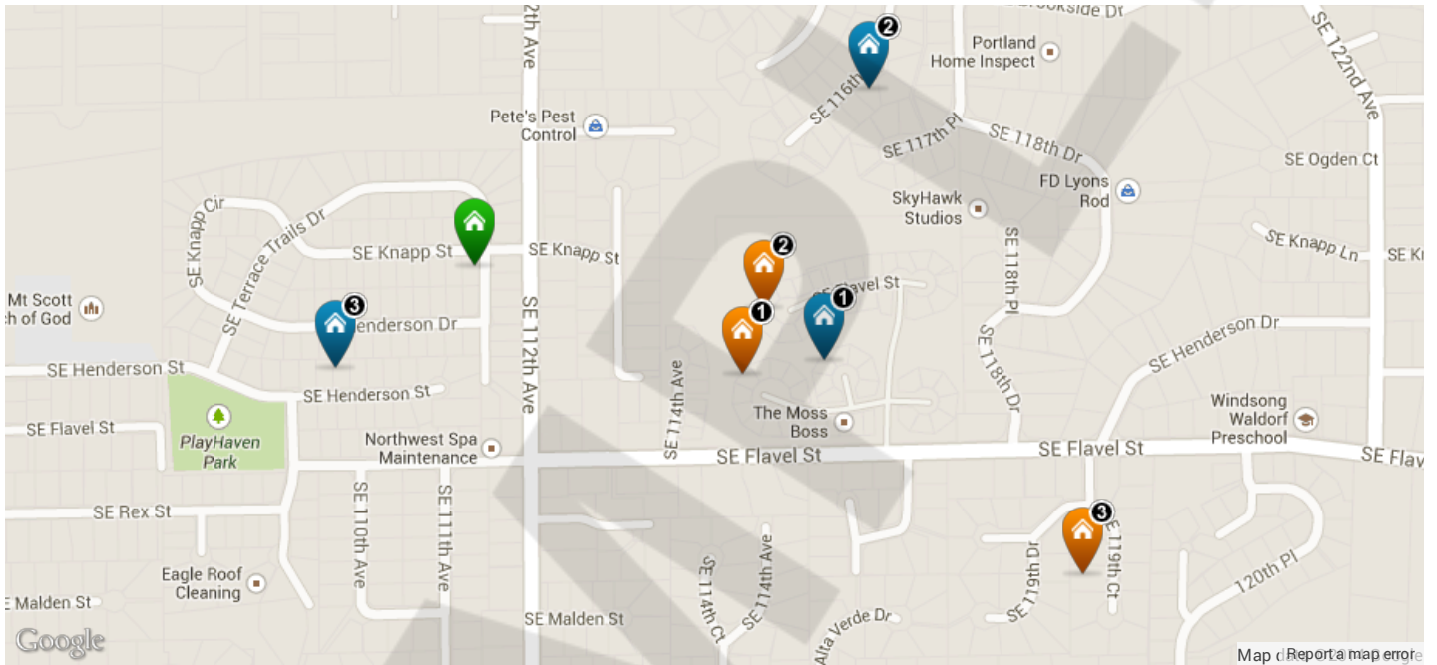


Area: Deck  
Deck Photo



**123 Main Street Lake Forest CA 92630**

MLS#: **13606148** Bedrooms:**4** Baths:**2.1** Year Built:**1999** Total Living Area:**1,988 SF**  
Property Type:**Single Family Detached** Bluebook ID#: **11201** Inspection Date: **12/6/2013**  
Date Printed: **1/9/2014 10:10:52 PM (UTC)**



Subject Property



Comparable Sales



Competitive Listings