# **APPRAISAL OF REAL PROPERTY**



# **LOCATED AT**

1617 New Brunswick Ave Sunnyvale, CA 94087 See Preliminary Title Report

# **FOR**

Fremont Bank 25151 Clawiter Road Hayward, CA 94545

# **OPINION OF VALUE**

\$650,000

# AS OF

09/28/2011

# BY

Deborah Schuetz
Alliance Appraisal Services
3639 Willowood Drive
San Jose, CA 95118
(408) 499-4277
Deb@allianceapr.com

Alliance Appraisal Services 3639 Willowood Drive San Jose, CA 95118 (408) 499-4277

10/03/2011

Fremont Bank 25151 Clawiter Road Hayward, CA 94545

Re: Property: 1617 New Brunswick Ave

Sunnyvale, CA 94087

Borrower: Robert Riepel, Jr. File No.: 822832-H1

Opinion of Value: \$ 650,000 Effective Date: 09/28/2011

In accordance with your request, we have appraised the above referenced property. The report of that appraisal is attached.

The purpose of the appraisal is to develop an opinion of market value for the property described in this appraisal report, as improved, in unencumbered fee simple title of ownership.

This report is based on a physical analysis of the site and improvements, a locational analysis of the neighborhood and city, and an economic analysis of the market for properties such as the subject. The appraisal was developed and the report was prepared in accordance with the Uniform Standards of Professional Appraisal Practice.

The opinion of value reported above is as of the stated effective date and is contingent upon the certification and limiting conditions attached.

It has been a pleasure to assist you. Please do not hesitate to contact me or any of my staff if we can be of additional service to you.

Sincerely,

Deborah Schuetz

License or Certification #: AR033587 State: CA Expires: 04/01/2012

Deb@allianceapr.com

State Certified Residential Real Estate Appraiser

Deborah Schuetz

# **Individual Condominium Unit Appraisal Report**

File# 1522832-C5

_	The purpose of this summa	ry appraisai report is to pr	OVIUE LIIE IEIIUEI/CI	icht with an accura	ale, allu auequal	ciy supported, opi	IIIIOII OI LIIG II	arket value	of the subject	noporty.
	Property Address 1617 N	lew Brunswick Ave		Unit # 34 C	ity Sunnyval	е	Stat	e CA	Zip Code 9408	7
	Borrower Robert Riepel	Jr.		Owner of Public Reco	ord Robert Jr	. & Angela Rie	pel Cou	nty Santa	a Clara	
		reliminary Title Report								
		-38-034			Tax Year	2010	R.E	Taxes \$ 5	5,108	
	Project Name Rhonda \	/illage		Phase # Unkn.				sus Tract 5		
		Tenant Vacant		Special Assessments	•		HOA \$ 3			per month
园.		Fee Simple Lease	hold Other	(describe)					<u> </u>	
S			inance Transaction	Other (descri	ibe)					
	Lender/Client Fremont		Add			Hayward, CA 94	1545			
		ly offered for sale or has it bee							Yes 🔀 No	
	Report data source(s) used, o		NDC/MLS	ano tworvo monaro pri	101 10 1110 011001110	uato or tino appraio	, di 1		100 2 110	
			TTD O/III.EO							
	I did did not analy	ze the contract for sale for the	subject purchase tra	nsaction. Explain the	results of the ana	lysis of the contract	for sale or why	the analysis	was not	
	performed.	20 the contract for one for the	subject parendes au	nouvelon. Explain allo	roounce or the una	iyolo or allo contract	. Tor ballo or Tirry	ano anaryono	Was not	
H	F									
₹.	Contract Price \$	Date of Contract	Is the	property seller the ow	vner of public rec	ord? Yes	No Data	Source(s)		
Ë	· · · · · · · · · · · · · · · · · · ·	ce (loan charges, sale concessi		· · · ·				204.00(0)	Yes	No
CONTRACT	· · · · · · · · · · · · · · · · · · ·	mount and describe the items to		,	., to 20 paid 25 a.	., party on 2011an o	20			
_	100, ropert the tetal denai a	Treath and account to the terms to	20 paia.							
	Note: Race and the racial co	emposition of the neighborho	ond are not anniais	eal factors						
		Characteristics	ou are not apprais	Condominium Unit	Housing Transfe		Condominiur	. Housing	Present Land	Hee %
			Droparty Volume							
		Suburban Rural	Property Values		Stable	Declining Over County	PRICE	AGE	One-Unit	85 %
Q.	Built-Up X Over 75%	25-75% Under 25%		<u> </u>	In Balance	Over Supply	\$ (000)	(yrs)	2-4 Unit	5 %
<u>გ</u>		Stable Slow	Marketing Time	Under 3 mths		Over 6 mths	328 Lov	•	Multi-Family	5 %
호.	Neighborhood Boundaries	North-Fremont Avenu	e, South-Highw	/ay 280, East-S	Wolfe Road,		770 Higi		Commercial	5 %
≅.	West-Highway 85.						585 Pred		Other	%
ч.	Neighborhood Description	The subject is located								<u>e                                      </u>
뷛		letached single family h								
		nile. Commute to majo				Mt. View and S	anta Clara is	between	10-20 minute	S.
	Market Conditions (including s	support for the above conclusio	ns) See A	Attached Addend	dum.					
	Topography Level		Typical		Density Mediu			ew N;Res		
	Specific Zoning Classification			g Description Res			(City of Su	nnyvale	zoning map	
	Zoning Compliance X Leg		? Do the zoning regu	ılations permit rebuild	ling to current der	nsity?	Yes No			
	No Zoning Illegal (d									
	Is the highest and best use of	subject property as improved (	or as proposed per p	olans and specification	ns) the present us	se?	🗙 Yes 🗌 No	If No, des	cribe Subjec	t
Ξ	conforms to zoning. Ir	nprovements typical, m	odification or re	development no	ot indicated. I	HBU is to conti	nue use.			
LS		r (describe)		ublic Other (descri	ibe)	Off-site Impro	ovements - Type	)		rivate
S E	Electricity X			X 🗆		Street Aspl	halt		lacksquare	
~	Gas 🗶 🗌		Sanitary Sewer	X 🗆		Alley Non	е			
Ë	FEMA Special Flood Hazard A					085C0208H		FEMA Map	Date 05/18/2	)09
		provements typical for the marl			If No, describe					
		ditions or external factors (eas	ements, encroachme	ents, environmental co	onditions, land us	es, etc.)?	Yes	<b>X</b> No	If Yes, describe	
	See Attached Addenda	ım.								
	Data source(s) for project info									
		<u> </u>	nt Company							
	Project Description	Detached 🔀 Row or Townh	ouse Garden	Mid-Rise	High-Rise	Other (describe)				
		Detached Row or Townh  General Description	ouse Garden	Mid-Rise Subject Phase	High-Rise	Other (describe)	oleted		Project Incomple	e
	Project Description  General Description  # of Stories 2	Detached	ouse Garden on ucco # of Units	Subject Phase	15 # of F	If Project Comp Phases	oleted	# of Planne	d Phases	e
	Project Description General Description	Detached Row or Townh General Description Exterior Walls St	ouse Garden on ucco # of Units	Subject Phase		If Project Comp Phases	oleted		d Phases	e
	Project Description  General Description  # of Stories 2	Detached Row or Townh General Description Exterior Walls St	ouse Garden on ucco # of Units	Subject Phase Completed	15 # of F 15 # of L	If Project Comp Phases	Unkn	# of Planne	d Phases d Units	e
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Freddie Mac Form 465 March 2005

UAD Version 9/2011

Page 1 of 6

# **Individual Condominium Unit Appraisal Report**

File # 1522832-C5

Describe the condition of the project an			d in average condition. No	repairs appear necessary at
this time and it appears that t	he homeowners association is	responsive.		
Describe the common elements and rec	creational facilities. Common	Areas		
Are any common elements leased to or	r by the Homeowners' Association?	Yes No If Yes, describe	e the rental terms and options.	
Is the project subject to a ground rent?	Yes 🔀 No If Yes, \$	por voar (docoribo	torms and conditions)	
is the project subject to a ground rent?	TES 🔼 NU II TES, \$	per year (describe	terms and conditions)	
Are the parking facilities adequate for the	ne project size and type?	s No If No, describe and com	ment on the effect on value and ma	arketability.
I did 🔀 did not analyze the co	ndominium project budget for the curren	t year. Explain the results of the analys	sis of the budget (adequacy of fees	s, reserves, etc.), or why
	The budget was not provided to			
	dget is a concern to the lender	Analysis of the budget for t	his development is beyon	d the scope of this appraisal
assignment.  Are there any other fees (other than red	gular HOA charges) for the use of the pro	ject facilities? Yes 🔀	No If Yes, report the charges	and describe. None made
known to me or disclosed dur	·		, 1	Tione made
Occurred to all or commentation must be a	of shallow weeks and the state of the state	1 1	Ilimb <b>Z</b> A	Killiah and ann dinness
	s of similar quality and design, the subjec	t unit charge appears	High 🔀 Average 🗌 Low	If High or Low, describe
Are there any special or unusual charac	cteristics of the project (based on the co	ndominium documents, HOA meetings	, or other information) known to th	ne appraiser?
Yes X No If Yes, describe	and explain the effect on value and mark			ics of the project made known to
the appraiser.				
Unit Charge \$ 328 pe	er month X 12 = \$ 3,936.00	per year Annual assessment cha	arge per year per square feet of gro	oss living area = \$ 2.63
Utilities included in the unit monthly ass	· · · · · · · · · · · · · · · · · · ·	Air Conditioning   Electricity		Sewer Cable Other (describe)
General Description	Interior materials/condit	ion Amenities	Appliances	Car Storage
	Floors Vinyl/Carpet/Avera		Refrigerator	None
	Walls Drywall/Average		Range/Oven	Garage Covered Open
	Trim/Finish Wood/Average  Bath Wainscot Tile/Average		Disp Microwave Dishwasher	# of Cars 2 Assigned W Owned
contrainte marriadante	Butt Humboot The// Werage			
		Other None	Washer/Dryer	Parking Space # 0
Other (describe) None Finished area above grade contains:	Doors Wood/Average 6 Rooms	Other None Bedrooms 2.1 Bath	Washer/Dryer (s) 1,497 Square	Parking Space # 0 Feet of Gross Living Area Above Grade
Other (describe) None Finished area above grade contains: Are the heating and cooling for the indiv	Doors Wood/Average 6 Rooms	Other None Bedrooms 2.1 Bath	Washer/Dryer	Parking Space # 0 Feet of Gross Living Area Above Grade
Other (describe) None Finished area above grade contains: Are the heating and cooling for the individual features (special energy efficiency)	Doors Wood/Average 6 Rooms 3 vidual units separately metered?	Other None Bedrooms 2.1 Bath Yes No If No, describe and	Washer/Dryer (s) 1,497 Square	Parking Space # 0 Feet of Gross Living Area Above Grade
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My research did did not research the s  My research did did not research and a source(s)  My research did did not research and a ITEM  Date of Prior Sale/Transfer Price of Prior Sale/Transfer Data Source(s)  Are the heating and cooling for the individual features (special energy efficiency of the individual features)  Are there any physical deficiencies or a None noted during site visit of Intended user see disclosures  My research did did not research the s  My research did did not research and a ITEM  Date of Prior Sale/Transfer  Price of Prior Sale/Transfer  Data Source(s)  Analysis of prior sale or transfer history  Additional features (special energy efficiency of the individual energy efficiency of the property (special energy efficiency efficiency of the property (special energy efficiency efficiency efficiency of the property (special energy efficiency efficiency efficiency of the property (special energy efficiency e	Doors Wood/Average 6 Rooms 3 vidual units separately metered?  Sient items, etc.) None noted,	Other None Bedrooms 2.1 Bath Yes No If No, describe and Stone hearth  stone hearth  chovations, remodeling, etc.).  gradient addendum.  check condition, use, construction, etc.)?  This in style and utility to the state of the year prior to the state of the year prior to the year prior to the state of the subject property and comparation of the subject property and comparation of the subject property and comparation of the year prior to the	Washer/Dryer  (s) 1,497 Square d comment on compatibility to oth  C4;Kitchen-not update  the property? Yes nt; my report assumes no  Yes No surrounding neighborhood  and NDC/MLS or to the effective date of this apprate to the effective date of this apprate to the comparable able sales (report additional prior sale COMPARABLE SALE #2  NDC/MLS 09/22/2011	Parking Space # 0 Feet of Gross Living Area Above Grade er projects in the market area.  d;Bathrooms-updated-one to five  No If Yes, describe adverse conditions exist.  If No, describe d.  aisal.  sale.  COMPARABLE SALE #3  NDC/MLS 09/22/2011

# **Individual Condominium Unit Appraisal Report**

File # 1522832-C5

	properties currently					to \$ 669	
	sales in the subject						70,000
FEATURE Address and 1617 New Brui	SUBJECT	COMPARABL			LE SALE # 2	COMPARABL	LE SALE # 3
Unit # 34, Sunnyvale,		12, Sunnyvale, C		1348 Sydney Dr 1348, Sunnyvale	CA 04087	1414 Yukon Di 1414, Sunnyvale	CA 04087
Project Name and Rhonda Vil		Rhonda Village	A 94001	Woodgate	, CA 94007	Cheyenne North	, CA 94001
Phase Unknown	lage	Unknown		Unknown		Unknown	
Proximity to Subject		0.10 miles N		0.84 miles NE		0.76 miles NE	
Sale Price	\$		\$ 770,000		\$ 650,000		\$ 660,000
Sale Price/Gross Liv. Area	\$ sq. ft.	\$ 501.96 sq. ft.		\$ 374.64 sq. ft.		\$ 419.85 sq. ft.	
Data Source(s)		MLS #81108431;	DOM 13	MLS #81126018	;DOM 29	MLS #81115154;	DOM 5
Verification Source(s)		NDC DOC #2114		NDC DOC #2126		NDC DOC #2117	
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) \$ Adjustment	DESCRIPTION	+ (-) \$ Adjustment	DESCRIPTION	+(-) \$ Adjustment
Sales or Financing Concessions		ArmLth		ArmLth		ArmLth	
Date of Sale/Time		Conv;0 s04/11;c03/11		Conv;0 s07/11;c07/11		Conv;0 s05/11;c04/11	
Location	N;Res;	N;Res;		N;Res;		N;Res;	
Leasehold/Fee Simple		Fee Simple		Fee Simple		Fee Simple	
HOA Mo. Assessment	328	328		375	0	218	0
Common Elements	Common	Common		Common		Common	
and Rec. Facilities		Areas		Areas		Areas	
Floor Location	1-2	1-2		1-2		1-2	0
View		N;Res;		N;Res;		N;Res;	
Design (Style)  Quality of Construction	Townhouse Q4	Townhouse Q4		Townhouse Q4		Townhouse Q4	
Actual Age	38	35	0	37	0	38	
Condition	C4	C3	-20,000		-20,000		-20,000
Above Grade	Total Bdrms. Baths	Total Bdrms. Baths	0			Total Bdrms. Baths	0
Room Count	6 3 2.1	5 3 2.1	0	7 4 2.1	0	5 3 2.1	0
Gross Living Area	1,497 sq. ft.	1,534 sq. ft.	0	,	-13,100		0
Basement & Finished	0sf	0sf		0sf		0sf	
Rooms Below Grade	To a Const	To a contract		T		T' 1	
Functional Utility Heating/Cooling	Typical FAU/No Cooling	Typical		Typical FAU/Central	2,000	Typical FAU/Central	-2,000
Energy Efficient Items		None noted		None noted	-2,000	None noted	-2,000
Garage/Carport		2 Car Garage		2 Car Garage		1 Car Garage	+5,000
Porch/Patio/Deck	_	Patio		Patio		Patio	-,
Net Adjustment (Total)		+ 🔀 -	\$ -20,000	_ + <b>X</b> -	\$ -35,100		\$ -17,000
Adjusted Sale Price		Net Adj. 2.6 %	Ψ -20,000	Net Adj. 5.4 %		Net Adj. 2.6 %	Ψ -17,000
of Comparables		Gross Adj. 2.6 %	\$ 750,000				\$ 643,000
Summary of Sales Comparison Ap	proach See At	tached Addendum			,		,
Indicated Value by Sales Comparis	on Annroach \$ 65	50.000					
maioacoa valuo by Galoo Gompano	οπ προιοασίτ φ <u>υ</u>		OACH TO VALUE (not	required by Fannie N	fae)		
Estimated Monthly Market Rent \$		X Gross Rent Mu	ltiplier	= \$	•	Indicated Value	by Income Approach
Summary of Income Approach (inc	luding support for mark	et rent and GRM)	The Income	e Approach was n	ot requested by the	ne client and is no	t necessary to
determine market value, the	nerefore it is not u	tilized.					
La Parta d'Valor la con Oale a Oana	! A b A			1	A /:£ .l	II\ A	
Indicated Value by: Sales Compa		650,000	a tourisal bourses a		ome Approach (if dev	• •	
Most weight is given to the requested by the client an	• •						
located within the subjects					•	•	
adjusted sale price of the	•						
	.,						
	following repairs or a	Iterations on the basis	s of a hypothetical c	ondition that the repa	irs or alterations have	at the improvements he been completed, or	subject to the
following required inspection bas appraisal report is intende							
Based on a complete visual	inspection of the ir	nterior and exterior	areas of the subject	ct property, defined	scope of work, sta	atement of assumpti	ons and limiting
conditions, and appraiser's c \$ 650,000 , as of	ertification, my (our 09/28/2011	) opinion of the ma	arket value, as defi	ned, of the real proon and the effective	operty that is the s	subject of this repo	rt is

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**Individual Condominium Unit Appraisal Report** File # 1522832-C5 COMPARABLE SALE # 4 COMPARABLE SALE # 6 FFATURE SUBJECT. Address and 1617 New Brunswick Ave 519 Chevenne Dr 512 S Castlerock Ter Unit # 34, Sunnyvale, CA 94087 519, Sunnyvale, CA 94087 512, Sunnyvale, CA 94087 Project Name and Rhonda Village Cheyenne North Cheyenne North Phase Unknown Unknown Unknown Proximity to Subject 0.69 miles NE 0.71 miles NE Sale Price 625,000 625.000 Sale Price/Gross Liv. Area \$ sa. ft. \$ 398.60 sq. ft. 397.58 sq. ft. sa. ft. Data Source(s) MLS #81131312;DOM 136 MLS #81137767;DOM 27 Verification Source(s) NDC NDC DESCRIPTION DESCRIPTION DESCRIPTION VALUE ADJUSTMENTS DESCRIPTION +(-) \$ Adjustment +(-) \$ Adjustment +(-) \$ Adjustment Sales or Financing Listing Listing Concessions 0;0 0;0 Date of Sale/Time c08/11 Active Location N:Res: N:Res: N:Res: Leasehold/Fee Simple Fee Simple Fee Simple Fee Simple HOA Mo. Assessment 328 0 0 218 218 **Common Elements** Common Common Common and Rec. Facilities Areas Areas Areas Floor Location 1-2 1-2 1-2 View N;Res; N;Res; N;Res; Design (Style) Townhouse Townhouse Townhouse Quality of Construction  $\Omega$ 4 Q3 -20,000 Q4 Actual Age 38 38 40 0 Condition -20,000 C4 C4 C3 Total Bdrms. Baths O Total Bdrms. Baths Above Grade Total Bdrms. Baths O Total Bdrms. Baths Room Count 6 3 2.1 4 2 1.1 -2,500 4 2 1.1 2,500 Gross Living Area sa. ft. 1,497 sq. ft. 1,568 sq. ft. 0 1,572 sq. ft. n Basement & Finished 0sf 0sf 0sf Rooms Below Grade Functional Utility Typical Typical Typical Heating/Cooling FAU/No Cooling FAU/Central -2,000 FAU/No Cooling Energy Efficient Items None noted None noted None noted Garage/Carport 2 Car Garage 2 Car Garage 2 Car Garage Porch/Patio/Deck Patio Patio Patio **X** -**X** -Net Adjustment (Total) \$ -44,500 \_ + \$ -2,500 \_\_\_\_+ \$ Adjusted Sale Price Net Adj. Net Adj. Net Adj. 7.1 % 0.4 % 0.4 % |\$ 622,500 Gross Adj. of Comparables Gross Adi 7.1 % \$ 580,500 Gross Adj. % \$ Report the results of the research and analysis of the prior sale or transfer history of the subject property and comparable sales (report additional prior sales on page 3). COMPARABLE SALE # 4 COMPARABLE SALE # 6 ITEM **SUBJECT** COMPARABLE SALE # 5 Date of Prior Sale/Transfer 04/04/2011 Price of Prior Sale/Transfer \$507,000 Data Source(s) NDC/MLS NDC NDC/MLS Effective Date of Data Source(s) 09/22/2011 09/22/2011 09/22/2011 Analysis of prior sale or transfer history of the subject property and comparable sales Comparable listing #4 was a Trustees Deed Upon Sale on 04/04/2011 Analysis/Comments

This report form is designed to report an appraisal of a unit in a condominium project or a condominium unit in a planned unit development (PUD). This report form is not designed to report an appraisal of a manufactured home or a unit in a

This appraisal report is subject to the following scope of work, intended use, intended user, definition of market value, statement of assumptions and limiting conditions, and certifications. Modifications, additions, or deletions to the intended use, intended user, definition of market value, or assumptions and limiting conditions are not permitted. The appraiser may expand the scope of work to include any additional research or analysis necessary based on the complexity of this appraisal assignment. Modifications or deletions to the certifications are also not permitted. However, additional certifications that do not constitute material alterations to this appraisal report, such as those required by law or those related to the appraiser's continuing education or membership in an appraisal organization, are permitted.

The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the SCOPE OF WORK: reporting requirements of this appraisal report form, including the following definition of market value, statement of assumptions and limiting conditions, and certifications. The appraiser must, at a minimum: (1) perform a complete visual inspection of the interior and exterior areas of the subject unit, (2) inspect and analyze the condominium project, (3) inspect the neighborhood, (4) inspect each of the comparable sales from at least the street, (5) research, verify, and analyze data from reliable public and/or private sources, and (6) report his or her analysis, opinions, and conclusions in this appraisal

INTENDED USE: The intended use of this appraisal report is for the lender/client to evaluate the property that is the subject of this appraisal for a mortgage finance transaction.

INTENDED USER: The intended user of this appraisal report is the lender/client.

MARKET VALUE: The most probable price 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 or she considers his or her 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.

\*Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by sellers as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to financing terms offered by a third party institutional lender that is not already involved in the property or transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar amount of any adjustment should approximate the market's reaction to the financing or concessions based on the appraiser's judgment.

STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS: The appraiser's certification in this report is subject to the following assumptions and limiting conditions:

- The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it, except for information that he or she became aware of during the research involved in performing this appraisal. The appraiser assumes that the title is good and marketable and will not render any opinions about the title.
- 2. The appraiser has provided a sketch in this appraisal report to show the approximate dimensions of the improvements. The sketch is included only to assist the reader in visualizing the property and understanding the appraiser's determination of its size.
- 3. The appraiser has examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and has noted in this appraisal report whether any portion of the subject site is located in an identified Special Flood Hazard Area. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
- 4. The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand, or as otherwise required by law.
- 5. The appraiser has noted in this appraisal report any adverse conditions (such as needed repairs, deterioration, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he or she became aware of during the research involved in performing this appraisal. Unless otherwise stated in this appraisal report, the appraiser has no knowledge of any hidden or unapparent physical deficiencies or adverse conditions of the property (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) that would make the property less valuable, and has assumed that the property less valuable. such conditions and makes no guarantees or warranties, express or implied. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, this appraisal report must not be considered as an environmental assessment of the property.
- 6. The appraiser has based his or her appraisal report and valuation conclusion for an appraisal that is subject to satisfactory completion, repairs, or alterations on the assumption that the completion, repairs, or alterations of the subject property will be performed in a professional manner.

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APPRAISER'S CERTIFICATION: The Appraiser certifies and agrees that:

- 1. I have, at a minimum, developed and reported this appraisal in accordance with the scope of work requirements stated in this appraisal report.
- 2. I performed a complete visual inspection of the interior and exterior areas of the subject property. I reported the condition of the improvements in factual, specific terms. I identified and reported the physical deficiencies that could affect the livability, soundness, or structural integrity of the property.
- 3. I performed this appraisal in accordance with the requirements of the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
- 4. I developed my opinion of the market value of the real property that is the subject of this report based on the sales comparison approach to value. I have adequate comparable market data to develop a reliable sales comparison approach for this appraisal assignment. I further certify that I considered the cost and income approaches to value but did not develop them, unless otherwise indicated in this report.
- 5. I researched, verified, analyzed, and reported on any current agreement for sale for the subject property, any offering for sale of the subject property in the twelve months prior to the effective date of this appraisal, and the prior sales of the subject property for a minimum of three years prior to the effective date of this appraisal, unless otherwise indicated in this report.
- 6. I researched, verified, analyzed, and reported on the prior sales of the comparable sales for a minimum of one year prior to the date of sale of the comparable sale, unless otherwise indicated in this report.
- 7. I selected and used comparable sales that are locationally, physically, and functionally the most similar to the subject property.
- 8. I have not used comparable sales that were the result of combining a land sale with the contract purchase price of a home that has been built or will be built on the land.
- 9. I have reported adjustments to the comparable sales that reflect the market's reaction to the differences between the subject property and the comparable sales.
- 10. I verified, from a disinterested source, all information in this report that was provided by parties who have a financial interest in the sale or financing of the subject property.
- 11. I have knowledge and experience in appraising this type of property in this market area.
- 12. I am aware of, and have access to, the necessary and appropriate public and private data sources, such as multiple listing services, tax assessment records, public land records and other such data sources for the area in which the property is located.
- 13. I obtained the information, estimates, and opinions furnished by other parties and expressed in this appraisal report from reliable sources that I believe to be true and correct.
- 14. I have taken into consideration the factors that have an impact on value with respect to the subject neighborhood, subject property, and the proximity of the subject property to adverse influences in the development of my opinion of market value. I have noted in this appraisal report any adverse conditions (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) observed during the inspection of the subject property or that I became aware of during the research involved in performing this appraisal. I have considered these adverse conditions in my analysis of the property value, and have reported on the effect of the conditions on the value and marketability of the subject property.
- 15. I have not knowingly withheld any significant information from this appraisal report and, to the best of my knowledge, all statements and information in this appraisal report are true and correct.
- 16. I stated in this appraisal report my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the assumptions and limiting conditions in this appraisal report.
- 17. I have no present or prospective interest in the property that is the subject of this report, and I have no present or prospective personal interest or bias with respect to the participants in the transaction. I did not base, either partially or completely, my analysis and/or opinion of market value in this appraisal report on the race, color, religion, sex, age, marital status, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property or of the present owners or occupants of the properties in the vicinity of the subject property or on any other basis prohibited by law.
- 18. My employment and/or compensation for performing this appraisal or any future or anticipated appraisals was not conditioned on any agreement or understanding, written or otherwise, that I would report (or present analysis supporting) a predetermined specific value, a predetermined minimum value, a range or direction in value, a value that favors the cause of any party, or the attainment of a specific result or occurrence of a specific subsequent event (such as approval of a pending mortgage loan application).
- 19. I personally prepared all conclusions and opinions about the real estate that were set forth in this appraisal report. If I relied on significant real property appraisal assistance from any individual or individuals in the performance of this appraisal or the preparation of this appraisal report, I have named such individual(s) and disclosed the specific tasks performed in this appraisal report. I certify that any individual so named is qualified to perform the tasks. I have not authorized anyone to make a change to any item in this appraisal report; therefore, any change made to this appraisal is unauthorized and I will take no responsibility for it.
- 20. I identified the lender/client in this appraisal report who is the individual, organization, or agent for the organization that ordered and will receive this appraisal report.

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- 21. The lender/client may disclose or distribute this appraisal report to: the borrower; another lender at the request of the borrower; the mortgagee or its successors and assigns; mortgage insurers; government sponsored enterprises; other secondary market participants; data collection or reporting services; professional appraisal organizations; any agency, or instrumentality of the United States; and any state, the District of Columbia, or other jurisdictions; without having to obtain the appraiser's or supervisory appraiser's (if applicable) consent. Such consent must be obtained before this appraisal report may be disclosed or distributed to any other party (including, but not limited to, the public through advertising, public relations, news, sales, or other media).
- I am aware that any disclosure or distribution of this appraisal report by me or the lender/client may be subject to certain laws and regulations. Further, I am also subject to the provisions of the Uniform Standards of Professional Appraisal Practice that pertain to disclosure or distribution by me.
- 23. The borrower, another lender at the request of the borrower, the mortgagee or its successors and assigns, mortgage insurers, government sponsored enterprises, and other secondary market participants may rely on this appraisal report as part of any mortgage finance transaction that involves any one or more of these parties.
- 24. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.
- 25. Any intentional or negligent misrepresentation(s) contained in this appraisal report may result in civil liability and/or criminal penalties including, but not limited to, fine or imprisonment or both under the provisions of Title 18, United States Code, Section 1001, et seq., or similar state laws.

SUPERVISORY APPRAISER'S CERTIFICATION: The Supervisory Appraiser certifies and agrees that:

- 1. I directly supervised the appraiser for this appraisal assignment, have read the appraisal report, and agree with the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
- 2. I accept full responsibility for the contents of this appraisal report including, but not limited to, the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
- 3. The appraiser identified in this appraisal report is either a sub-contractor or an employee of the supervisory appraiser (or the appraisal firm), is qualified to perform this appraisal, and is acceptable to perform this appraisal under the applicable state law.
- 4. This appraisal report complies with the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
- 5. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

APPRAISER	SUPERVISORY APPRAISER (ONLY IF REQUIRED)
Signature Alborah Schuetz	Signature
Name Deborah Schuetz	Name
Company Name Alliance Appraisal Services	Company Name
Company Address 3639 Willowood Drive	Company Address
San Jose, CA 95118	
Telephone Number (408) 499-4277	Telephone Number
Email Address Deb@allianceapr.com	Email Address
Date of Signature and Report 10/03/2011	Date of Signature
Effective Date of Appraisal 09/28/2011	State Certification #
State Certification # AR033587	or State License #
or State License #	State
or Other (describe) State #	Expiration Date of Certification or License
State CA	
Expiration Date of Certification or License 04/01/2012	SUBJECT PROPERTY
ADDRESS OF PROPERTY APPRAISED	☐ Did not inspect subject property
	Did inspect exterior of subject property from street
1617 New Brunswick Ave	Date of Inspection
34, Sunnyvale, CA 94087 APPRAISED VALUE OF SUBJECT PROPERTY \$ 650 000	Did inspect interior and exterior of subject property
	Date of Inspection
LENDER/CLIENT	•
Name No AMC	COMPARABLE SALES
Company Name Fremont Bank	
Company Address <u>25151 Clawiter Road, Hayward, CA 94545</u>	☐ Did not inspect exterior of comparable sales from street
	Did inspect exterior of comparable sales from street
Email Address	Date of Inspection

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### UNIFORM APPRAISAL DATASET (UAD) DEFINITIONS ADDENDUM

(Source: Fannie Mae UAD Appendix D: UAD Field-Specific Standardization Requirements)

#### **Condition Ratings and Definitions**

C1

The improvements have been very recently constructed and have not previously been occupied. The entire structure and all components are new and the dwelling features no physical depreciation.\*

\*Note: Newly constructed improvements that feature recycled materials and/or components can be considered new dwellings provided that the dwelling is placed on a 100% new foundation and the recycled materials and the recycled components have been rehabilitated/re-manufactured into like-new condition. Recently constructed improvements that have not been previously occupied are not considered "new" if they have any significant physical depreciation (i.e., newly constructed dwellings that have been vacant for an extended period of time without adequate maintenance or upkeep).

C2

The improvements feature no deferred maintenance, little or no physical depreciation, and require no repairs. Virtually all building components are new or have been recently repaired, refinished, or rehabilitated. All outdated components and finishes have been updated and/or replaced with components that meet current standards. Dwellings in this category either are almost new or have been recently completely renovated and are similar in condition to new construction.

C3

The improvements are well maintained and feature limited physical depreciation due to normal wear and tear. Some components, but not every major building component, may be updated or recently rehabilitated. The structure has been well maintained.

C4

The improvements feature some minor deferred maintenance and physical deterioration due to normal wear and tear. The dwelling has been adequately maintained and requires only minimal repairs to building components/mechanical systems and cosmetic repairs. All major building components have been adequately maintained and are functionally adequate.

CE

The improvements feature obvious deferred maintenance and are in need of some significant repairs. Some building components need repairs, rehabilitation, or updating. The functional utility and overall livability is somewhat diminished due to condition, but the dwelling remains useable and functional as a residence.

C6

The improvements have substantial damage or deferred maintenance with deficiencies or defects that are severe enough to affect the safety, soundness, or structural integrity of the improvements. The improvements are in need of substantial repairs and rehabilitation, including many or most major components.

#### **Quality Ratings and Definitions**

Q1

Dwellings with this quality rating are usually unique structures that are individually designed by an architect for a specified user. Such residences typically are constructed from detailed architectural plans and specifications and feature an exceptionally high level of workmanship and exceptionally high-grade materials throughout the interior and exterior of the structure. The design features exceptionally high-quality exterior refinements and ornamentation, and exceptionally high-quality interior refinements. The workmanship, materials, and finishes throughout the dwelling are of exceptionally high quality.

Q2

Dwellings with this quality rating are often custom designed for construction on an individual property owner's site. However, dwellings in this quality grade are also found in high-quality tract developments featuring residence constructed from individual plans or from highly modified or upgraded plans. The design features detailed, high quality exterior ornamentation, high-quality interior refinements, and detail. The workmanship, materials, and finishes throughout the dwelling are generally of high or very high quality.

O.S

Dwellings with this quality rating are residences of higher quality built from individual or readily available designer plans in above-standard residential tract developments or on an individual property owner's site. The design includes significant exterior ornamentation and interiors that are well finished. The workmanship exceeds acceptable standards and many materials and finishes throughout the dwelling have been upgraded from "stock" standards.

Q4

Dwellings with this quality rating meet or exceed the requirements of applicable building codes. Standard or modified standard building plans are utilized and the design includes adequate fenestration and some exterior ornamentation and interior refinements. Materials, workmanship, finish, and equipment are of stock or builder grade and may feature some upgrades.

### UNIFORM APPRAISAL DATASET (UAD) DEFINITIONS ADDENDUM

(Source: Fannie Mae UAD Appendix D: UAD Field-Specific Standardization Requirements)

#### Quality Ratings and Definitions (continued)

Q5

Dwellings with this quality rating feature economy of construction and basic functionality as main considerations. Such dwellings feature a plain design using readily available or basic floor plans featuring minimal fenestration and basic finishes with minimal exterior ornamentation and limited interior detail. These dwellings meet minimum building codes and are constructed with inexpensive, stock materials with limited refinements and upgrades.

Q6

Dwellings with this quality rating are of basic quality and lower cost; some may not be suitable for year-round occupancy. Such dwellings are often built with simple plans or without plans, often utilizing the lowest quality building materials. Such dwellings are often built or expanded by persons who are professionally unskilled or possess only minimal construction skills. Electrical, plumbing, and other mechanical systems and equipment may be minimal or non-existent. Older dwellings may feature one or more substandard or non-conforming additions to the original structure

#### Definitions of Not Updated, Updated, and Remodeled

#### Not Updated

Little or no updating or modernization. This description includes, but is not limited to, new homes.

Residential properties of fifteen years of age or less often reflect an original condition with no updating, if no major components have been replaced or updated. Those over fifteen years of age are also considered not updated if the appliances, fixtures, and finishes are predominantly dated. An area that is 'Not Updated' may still be well maintained and fully functional, and this rating does not necessarily imply deferred maintenance or physical/functional deterioration.

#### Updated

The area of the home has been modified to meet current market expectations. These modifications are limited in terms of both scope and cost.

An updated area of the home should have an improved look and feel, or functional utility. Changes that constitute updates include refurbishment and/or replacing components to meet existing market expectations. Updates do not include significant alterations to the existing structure.

#### Remodeled

Significant finish and/or structural changes have been made that increase utility and appeal through complete replacement and/or expansion.

A remodeled area reflects fundamental changes that include multiple alterations. These alterations may include some or all of the following: replacement of a major component (cabinet(s), bathtub, or bathroom tile), relocation of plumbing/gas fixtures/appliances, significant structural alterations (relocating walls, and/or the addition of) square footage). This would include a complete gutting and rebuild.

#### **Explanation of Bathroom Count**

Three-quarter baths are counted as a full bath in all cases. Quarter baths (baths that feature only a toilet) are not included in the bathroom count. The number of full and half baths is reported by separating the two values using a period, where the full bath count is represented to the left of the period and the half bath count is represented to the right of the period.

#### Example:

3.2 indicates three full baths and two half baths.

# UNIFORM APPRAISAL DATASET (UAD) DEFINITIONS ADDENDUM (Source: Fannie Mae UAD Appendix D: UAD Field-Specific Standardization Requirements)

# Abbreviations Used in Data Standardization Text

Abbreviation	Full Name	Fields Where This Abbreviation May Appear
ac	Acres	Area, Site
AdjPrk	Adjacent to Park	Location
AdjPwr	Adjacent to Power Lines	Location
A	Adverse	Location & View
ArmLth	Arms Length Sale	Sale or Financing Concessions
ba	Bathroom(s)	Basement & Finished Rooms Below Grade
br	Bedroom	Basement & Finished Rooms Below Grade
В	Beneficial	Location & View
Cash	Cash	Sale or Financing Concessions
CtySky	City View Skyline View	View
CtyStr	City Street View	View
Comm	Commercial Influence	Location
С	Contracted Date	Date of Sale/Time
Conv	Conventional	Sale or Financing Concessions
CrtOrd	Court Ordered Sale	Sale or Financing Concessions
DOM	Days On Market	Data Sources
е	Expiration Date	Date of Sale/Time
Estate	Estate Sale	Sale or Financing Concessions
FHA	Federal Housing Authority	Sale or Financing Concessions
GlfCse	Golf Course	Location
Glfvw	Golf Course View	View
Ind	Industrial	Location & View
in	Interior Only Stairs	Basement & Finished Rooms Below Grade
Lndfl	Landfill	Location
LtdSght	Limited Sight	View
Listing	Listing	Sale or Financing Concessions
Mtn	Mountain View	View
N	Neutral	Location & View
NonArm	Non-Arms Length Sale	Sale or Financing Concessions
BsyRd	Busy Road	Location
0	Other	Basement & Finished Rooms Below Grade
Prk	Park View	View
Pstrl	Pastoral View	View
PwrLn	Power Lines	View
PubTrn	Public Transportation	Location
rr	Recreational (Rec) Room	Basement & Finished Rooms Below Grade
Relo	Relocation Sale	Sale or Financing Concessions
REO	REO Sale	Sale or Financing Concessions
Res	Residential	Location & View
RH	USDA - Rural Housing	Sale or Financing Concessions
S	Settlement Date	Date of Sale/Time
Short	Short Sale	Sale or Financing Concessions
sf	Square Feet	Area, Site, Basement
sqm	Square Meters	Area, Site
Unk	Unknown	Date of Sale/Time
VA	Veterans Administration	Sale or Financing Concessions
W	Withdrawn Date	Date of Sale/Time
wo	Walk Out Basement	Basement & Finished Rooms Below Grade
wu	Walk Up Basement	Basement & Finished Rooms Below Grade
WtrFr	Water Frontage	Location
Wtr	Water View	View
Woods	Woods View	View
	1 *****	I .

# Other Appraiser-Defined Abbreviations

Abbreviation	Full Name	Fields Where This Abbreviation May Appear

# **Subject Photo Page**

Borrower/Client	Robert Riepel, Jr.						
Property Address	1617 New Brunswick Ave						
City	Sunnyvale	County	Santa Clara	State CA	Zip Code	94087	
Lender	Fremont Bank						



# **Subject Front**

1617 New Brunswick Ave Sales Price

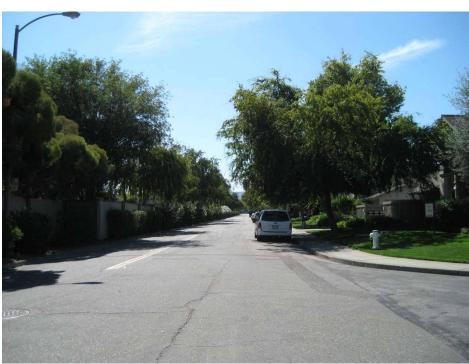
Gross Living Area 1,497 Total Rooms Total Bedrooms Total Bathrooms 2.1 N;Res; N;Res; Location View

Site

Quality Q4 Age 38



# **Subject Rear**



# **Subject Street**

# **Comparable Photo Page**

Borrower/Client	Robert Riepel, Jr.				
Property Address	1617 New Brunswick Ave				
City	Sunnyvale	County Santa Clara	State C	CA Zip Code	94087
Lender	Fremont Rank				



# Comparable 1

1521 New Brunswick Ave 0.10 miles N Prox. to Subject Sale Price 770,000 Gross Living Area 1,534 Total Rooms Total Bedrooms 3 Total Bathrooms 2.1 Location N;Res; N;Res; View Site Quality Q4 35 Age



# Comparable 2

1348 Sydney Dr Prox. to Subject 0.84 miles NE Sale Price 650,000 Gross Living Area 1,735 Total Rooms Total Bedrooms **Total Bathrooms** 2.1 Location N;Res; View N;Res; Site Quality Q4 Age 37



# Comparable 3

1414 Yukon Dr 0.76 miles NE Prox. to Subject Sale Price 660,000 Gross Living Area 1,572 Total Rooms 5 Total Bedrooms 3 **Total Bathrooms** 2.1 Location N;Res; View N;Res; Site Quality Q4 Age 38

# **Comparable Photo Page**

Borrower/Client	Robert Riepel, Jr.			
Property Address	1617 New Brunswick Ave			
City	Sunnyvale	County Santa Clara	State CA	Zip Code 94087
Lender	Fremont Bank			



# Comparable 4

519 Cheyenne Dr

Prox. to Subject 0.69 miles NE Sale Price 625,000 Gross Living Area 1,568 Total Rooms Total Bedrooms 2 Total Bathrooms 1.1 Location N;Res; N;Res; View Site

Age

Quality Q3 38 Age



# Comparable 5

512 S Castlerock Ter

Prox. to Subject 0.71 miles NE Sale Price 625,000 Gross Living Area 1,572 Total Rooms 4 Total Bedrooms Total Bathrooms 1.1 Location N;Res; View N;Res; Site Quality Q4

40

# Comparable 6

Prox. to Subject Sale Price Gross Living Area **Total Rooms** Total Bedrooms Total Bathrooms Location View Site Quality Age

# **Interior Photos**

Borrower/Client	Robert Riepel, Jr.				
Property Address	1617 New Brunswick Ave				
City	Sunnyvale	County Santa Clara	State C	CA Zip Code	94087
Lender	Fremont Rank				





HALF BATH KITCHEN





LIVING ROOM DINING AREA



**MASTER BATH** 



**UPDATED MASTER BATH** 

# **Interior Photos**

Borrower/Client	Robert Riepel, Jr.							
Property Address	1617 New Brunswick Ave							
City	Sunnyvale	County	Santa Clara	State	CA	Zip Code	94087	
Lender	Fremont Bank							



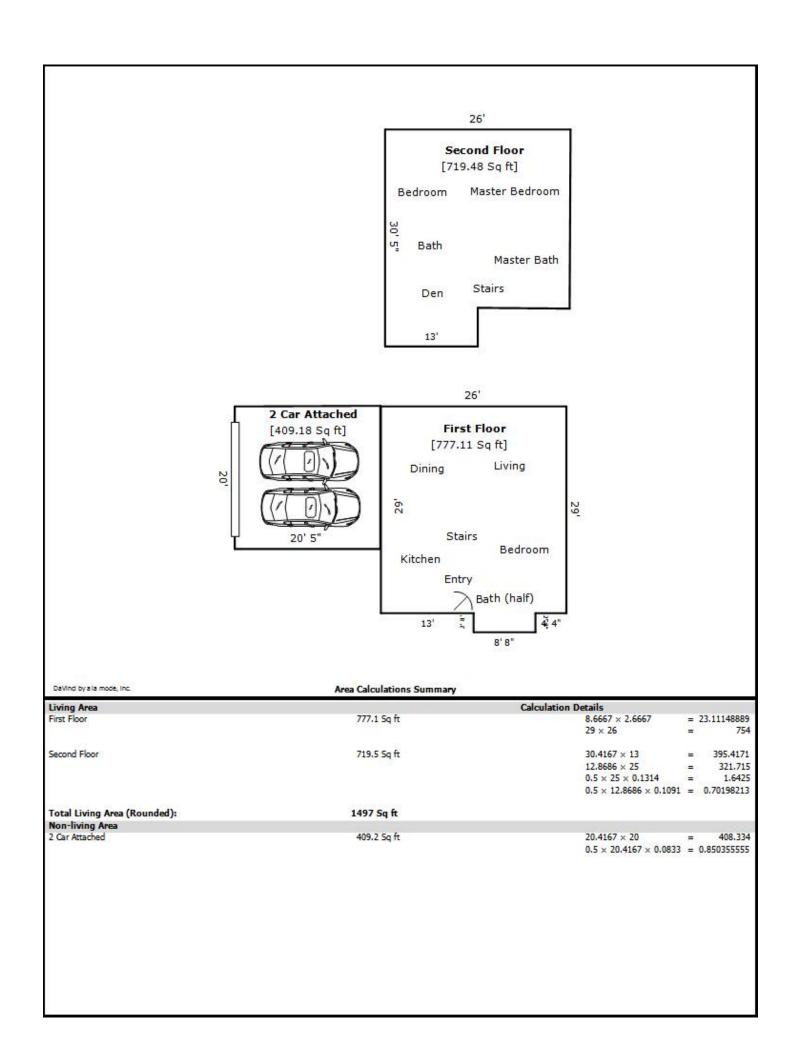


**SECOND FLOOR BATH** 

DEN

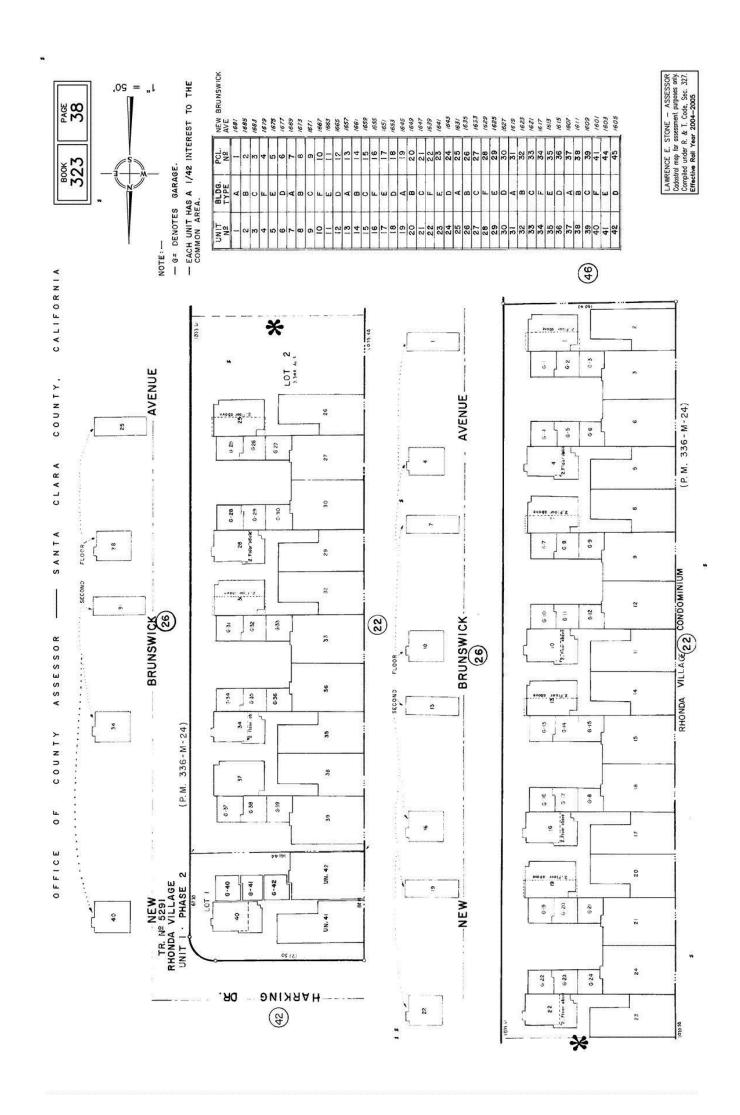
# **Building Sketch (Page - 1)**

Borrower/Client	Robert Riepel, Jr.			
Property Address	1617 New Brunswick Ave			
City	Sunnyvale	County Santa Clara	State CA	Zip Code 94087
Lender	Fremont Bank			



# **Plat Map**

Borrower/Client	Robert Riepel, Jr.			
Property Address	1617 New Brunswick Ave			
City	Sunnyvale	County Santa Clara	State CA	Zip Code 94087
Lender	Fremont Bank			



# **Location Map**

Borrower/Client	Robert Riepel, Jr.			
Property Address	1617 New Brunswick Ave			
City	Sunnyvale	County Santa Clara	State CA	Zip Code 94087
Lender	Fremont Bank			



Market Conditions Addendum to the Appraisal Report File No. 1522832-C5 The purpose of this addendum is to provide the lender/client with a clear and accurate understanding of the market trends and conditions prevalent in the subject neighborhood. This is a required addendum for all appraisal reports with an effective date on or after April 1, 2009. ZIP Code 94087 Property Address 1617 New Brunswick Ave City Sunnyvale Borrower Robert Riepel, Jr. Instructions: The appraiser must use the information required on this form as the basis for his/her conclusions, and must provide support for those conclusions, regarding housing trends and overall market conditions as reported in the Neighborhood section of the appraisal report form. The appraiser must fill in all the information to the extent it is available and reliable and must provide analysis as indicated below. If any required data is unavailable or is considered unreliable, the appraiser must provide an explanation. It is recognized that not all data sources will be able to provide data for the shaded areas below; if it is available, however, the appraiser must include the data in the analysis. If data sources provide the required information as an average instead of the median, the appraiser should report the available figure and identify it as an average. Sales and listings must be properties that compete with the subject property, determined by applying the criteria that would be used by a prospective buyer of the subject property. The appraiser must explain any anomalies in the data, such as seasonal markets, new construction, foreclosures, etc. Prior 7–12 Months **Inventory Analysis** Prior 4-6 Months Current - 3 Months Overall Trend Stable Stable Total # of Comparable Sales (Settled) Increasing Declining Absorption Rate (Total Sales/Months) Increasing Declining 1.33 2.67 67 Increasing Total # of Comparable Active Listings Declining X Stable 6 4 Increasing Months of Housing Supply (Total Listings/Ab.Rate) Declining Stable 5.3 6.0 2.2 Median Sale & List Price, DOM, Sale/List % Prior 7-12 Months Prior 4–6 Months Current - 3 Months Overall Trend X Stable Median Comparable Sale Price Increasing Declining \$670,000 \$609,000 \$615,000 X Stable Median Comparable Sales Days on Market 31 Declining Increasing 22.5 40.5 X Stable Declining Median Comparable List Price \$638,888 \$604,000 \$603,677 Increasing Stable Median Comparable Listings Days on Market Declining Increasing 91 124 115 Median Sale Price as % of List Price Declining Stable 98.2 99.2 98.8 Increasing Stable Seller-(developer, builder, etc.)paid financial assistance prevalent? No Declining Increasing Explain in detail the seller concessions trends for the past 12 months (e.g., seller contributions increased from 3% to 5%, increasing use of buydowns, closing costs, condo fees, options, etc.). See Attached Addendum If yes, explain (including the trends in listings and sales of foreclosed properties). Are foreclosure sales (REO sales) a factor in the market? X Yes No See Attached Addendum. Cite data sources for above information. Total Solutions/ProMLSListings.com Summarize the above information as support for your conclusions in the Neighborhood section of the appraisal report form. If you used any additional information, such as an analysis of pending sales and/or expired and withdrawn listings, to formulate your conclusions, provide both an explanation and support for your conclusions See Attached Addendum. If the subject is a unit in a condominium or cooperative project, complete the following: Project Name: Rhonda Village Subject Project Data Prior 7-12 Months Prior 4-6 Months  $Current-3\ Months$ Overall Trend Total # of Comparable Sales (Settled) Declining Increasing Stable 0 0

Absorption riate (Total Gales/Infolities)	. 17	U	U	increasing		Deciming
Total # of Active Comparable Listings	0	0	0	Declining	Stable	Increasing
Months of Unit Supply (Total Listings/Ab.Rate)	0	0	0	Declining	<b>X</b> Stable	Increasing
Are foreclosure sales (REO sales) a factor in the project?	? Yes 🔀 No	If yes, indicate the n	umber of REO listings and exp	lain the trends in l	stings and sales	of
foreclosed properties. Due to the size of th	e subjects developn	nent, there was limit	ed available data from	which to deriv	ve a trend.	
Summarize the above trends and address the impact on	the subject unit and projec	t.				
A	- , _ ,					
dyeloga 6 5	chints					
Signature VVVVVVVV	Crucio S	Signature	·			

Deb@allianceapr.com Freddie Mac Form 71 March 2009

Deborah Schuetz

Alliance Appraisal Services

AR033587

3639 Willowood Drive, San Jose, CA 95118

Signature Appraiser Name

Company Name

Email Address

Company Address

State License/Certification #

Page 1 of 1

State CA

Fannie Mae Form 1004MC March 2009

State

Supervisory Appraiser Name

State License/Certification #

Company Name

**Email Address** 

Company Address

## **Supplemental Addendum**

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Borrower/Client	Robert Riepel, Jr.							
Property Address	1617 New Brunswick Ave							
City	Sunnyvale	County	Santa Clara	State	CA	Zip Code	94087	
Lander	Fremont Bank							

File No. 1522832 C5

In accordance with USPAP 2010, I hereby disclose that I have no current or prospective interest in the subject property or parties involved; and I have not performed any services regarding the subject property within the three year period immediately preceding acceptance of the assignment, as an appraiser or in any other capacity.

NOTE: In addition to the signed certification, as a member of the Appraisal Institute, I am required to include the following statements:

The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standard of Professional Appraisal Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice.

The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

**UAD Requirements:** The Uniform Appraisal Dataset (UAD) mandates classification of property characteristics (for the subject and comparables) using a standard response and rating system. The UAD is not flexible and employs a "best fit methodology" (from limited choices) as opposed to user defined terms. In some cases, the appraiser's rating from the UAD list may conflict with another's opinion of the same attribute. If required, the appraiser completed the report to comply with the UAD while considering the observed characteristics of the subject and comparables and factored those into the value reconciliation. To assist the reader, a UAD definitions addendum is included in this report.

#### SCOPE OF WORK

The scope of this appraisal has been to perform a visual inspection and analysis of the subject property within the limits of the type of appraisal assignment completed, to collect and analyze comparable data to reach an opinion of value, and to write a report conveying the value conclusion to the client. In the collection of data, all sources including MLS, lenders, brokers, county records and appraiser's files may have been utilized to arrive at a value for the subject property. It is assumed that the information from these sources is correct and have been verified by at least two data sources utilized and cited, unless indicated to the contrary in the body of the report. In addition, please note the following:

- -the appraisal has been prepared for use a Mortgage Finance Transaction only
- -this appraisal has been prepared for the use of the named client on page one of the report and its assigns only
- -the appraisal should not be relied upon by any other entity or for any other purpose other than stated above as it has not been prepared with any other user in mind

At a minimum, the subject has been inspected both on the interior and exterior and all comparables have been inspected on the exterior unless otherwise noted in the appraisal.

#### INTENDED USER/INTENDED USE

"The Intended User of this appraisal report is the Lender/Client. The intended use is to evaluate the property that is the subject of this appraisal for a Mortgage Finance Transaction only, subject to the stated scope of work, purpose of the appraisal, reporting requirements of this appraisal report form, and definition of market value. No additional intended users are identified by the appraiser.

#### PHYSICAL DEFICIENCIES OR CONDITION

The routine inspection of the property and any improvement is for the purpose of establishing the market value of the property. Attics and crawl space were not accessed. The property "inspection" is really more of an "observation" and a visual inspection of those areas that are accessible. It is not to be regarded as a full property inspection of the type intended to reveal defects in mechanical systems, structural integrity, roof ing, siding, or any other property component. The appraiser claims no special expertise in these areas, nor is the appraiser an expert regarding issues related to foundation settlement, basement moisture problems, wood destroying (or other) insects, radon gas or lead based paint.

Unless otherwise noted, the appraiser assumes the various elements that constitute the subject properly are fundamentally sound and in working order. Statements regarding condition, particularly those regarding heating and cooling systems, are base on surface observations only. In short, the appraiser is not a home inspector and the appraisal report is not a home inspection report. The appraisal report should not be relied upon to disclose the condition of the property or the presence/absence of any defects.

The client is invited and encouraged to employ qualified experts to inspect and address any area of concern. If negative conditions are discovered, the appraiser should be notified as the value estimate will likely require modification.

#### SKETCH

No personal property is included in the value conclusion. The drawing is included for reference purposes only, and no guarantees are made that furniture, appliances or interior walls if drawn are to scale.

#### Digital Signatures

The digital signature(s) contained in this report is password protected and locked. It is a true and exact copy of my(our) signature(s) and has been transmitted via email.

#### • Neighborhood - Market Conditions

After a historical period of rapidly increasing property values (2000-2004) in the region, values peaked around 2005/2006, and began to decline around 2006/2007. At the current time, many areas in the subject's county are experiencing an absorption of inventory. Interest rates for mortgage loans are at historical lows and marketing time is this neighborhood is currently between 3-6 months, although some properties which are listed realistically are selling in less than 30 days. Lower property values for SFR's in the area, and REO and Short Sale activity has created downward pressure on list prices for condo's and town homes in the subjects area of market influence.

Note: Effective April 1, 2009, the GSEs and FHA have required that all 1-4 unit residential property appraisal assignments (including individual condo, co-op and manufactured housing units) include the Market Conditions Addendum (1004MC) form. This Market Conditions Addendum analyzes the subject's sub-market (see explanations on 1004MC for definitions of sub-market). At this time, there is a conflict between the 1004MCs verbiage and the intent of the neighborhood market

## Supplemental Addendum

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Borrower/Client	Robert Riepel, Jr.				
Property Address	1617 New Brunswick Ave			·	
City	Sunnyvale	County Santa Clara	State CA	Zip Code 94087	
Lender	Fremont Bank				

File No. 1522832 C5

conditions analysis section. The neighborhood market condition analysis section is intended to communicate to the client and the intended user the market conditions of the entire neighborhood/marketing area that affects the subject or, put another way, where the subject competes. The 1004MC form only analyzes the subject's direct competition (likely substitutes, also known as "comparables"). Not all properties in a neighborhood are comparables; therefore, the neighborhood market analysis is the total set of properties within the marketing neighborhood, and the 1004MC only analyzes the specific sub-set (sub-market) of those properties that are comparable to the subject excluding those that are not.

If the general market and the sub-market are highly correlated (move in value direction and other market indicators uniformly and in tandem) then there is no difference between the two.

If the general market and the sub-market are not well-correlated (do not move in unison to the same degree/scale) or perhaps non-correlated, then there may be differences between the two.

The ambiguity created in the 1004MC verbiage occurs is when it states that the 1004MC analysis should be the basis for the neighborhood analysis as indicated on page 1 of the 1004 form. There may be times when the two analyses are not in support of one another (this makes intuitive sense as the data sets are not identical). The GSEs have yet to reconcile this conflict in the pre-printed instructions of the form. USPAP requires the appraiser to communicate his or her results in a manner that is not misleading. Further, USPAP requires the appraiser to communicate his or her analysis and rationale in a manner that can be understood so the quality of the work and the credibility of the results can be evaluated. Therefore, I am including this statement in my report to alert the client and intended user that a discrepancy may exist between the sub-market trends/indications and the general marketing neighborhood's trends/indications.

• <u>Condo: Project Site - Adverse Conditions or External Factors</u>
The subject is attached at the garage to another conforming unit. Other than being attached at the garage, the subject does not share any other common walls; it fronts to New Brusnwick Avenue and backs to the patio. Mandatory monthly homeowners dues are required for maintenance and upkeep of common areas. See Preliminary Title Report for easements of record. No adverse site conditions noted upon inspection; my report assumes no other adverse site conditions exist.

#### Condo: Subject - Overall Condition of the Property

Other than the kitchen appliances and master bathroom updating, the subjects interior is mostly original, and in typical condition for its age. Other than typical wear and tear, no functional or physical inadequacies noted. The subject's physical depreciation has been calculated using the straight line approach against the subject's effective age before the land value. The subject's remaining economic life is estimated at 50-60 years. The subjects GLA with a tape measure varies slightly from that of county records data. My measured improvements while on site indicate the subjects GLA is 1497 sq. ft., while county records indicate the subject is 1522 sq. ft. My measured GLA is utilized on the market grid for the purpose of this appraisal, and is intended for reference purposes only.

#### • Sales Comparison - Summary of Sales Comparison Approach

After a thorough search of MLS, File and Broker sources, the sales displayed are considered the most recent, relevant transactional data available. Although the subject is located in the City of Sunnyvale, it is zoned for the Cupertino School District. Therefore search parameters were restricted to similar townhouse style properties which are also located in Sunnyvale with Cupertino School. All comparables utilized have similar buyer appeal due to their townhouse style and Cupertino SD zoning. Comparables #1 is located in the subjects development, and comparables #2 #3, #4 and #5 are located in competing developments near by.

Per client engagement instructions, two active or pending listings are required on the market grid. Therefore comparables #1, #2 and #3 are closed sales; comparable #4 is a pending sale, and comparable #5 is an active listing. REO's and Short Sales are considered relevant since they are part of market dynamics in the subjects area of market influence.

### **ADJUSTMENTS**

Gross living area is adjusted at \$55 per sq. ft., with additional bedroom utility absorbed into this figure where a double adjustment may occur. Interior photos were viewed of all comparables on the MLS, and adjustments are made on the market grid for various differences in salient features. All other adjustments are either self explanatory, or explained in detail below. No financing adjustments were warranted since all sales were reported to be typical of the market.

Comparable #1 - Interior photos display the comparable has been updated with recessed lighting, hard wood flooring, granite kitchen counters and newer appliances. Therefore a condition adjustment is made.

Comparable #2 - Interior photos display the comparable has an updated kitchen with newer cabinets, appliances and tile counters. Due to the comparables updating, a condition adjustment is made.

Comparable #3 - Due to an obstruction/restriction while on site, it was necessary to utilize a MLS photo of the comparable. Interior photos were viewed on the MLS, which indicate the comparable has an updated kitchen with newer cabinets, stainless appliances and granite counters. Per comments made from the listing agent, the updating was completed with permits and includes bathroom updating with granite vanities. Therefore a condition adjustment is made on the market grid.

Comparable #4 - PENDING SALE. Interior photos were viewed on the MLS, which display the comparable has been updated with recessed lighting, hard wood flooring, granite kitchen counters and newer appliances. Therefore a condition adjustment is

Comparable #5 - LISTING. Interior photos were viewed on the MLS, which indicate the comparable has a mostly original interior, with mostly original interior finishes. The kitchen has similar appliances as the subject. Per comments on the MLS by the listing agent, the carpet, dishwasher and oven are new, and the interior has been repainted.

he reconciliation process was consistent in returned values, but not exact. This is to be reasonably expected since not all adjustments in the Sales Comparison Approach can be directly extracted or supported by the available market data with a high degree of accuracy. Some adjustments have an element of subjectivity and professional judgement which the appraiser has applied based on prior observations of the reactions of typical/knowledgeable buyers and sellers in the marketplace. This method is a standard and well accepted practice within the appraisal industry. All interested parties are encouraged to have an understanding of basic valuation practices when appraising atypical or complex properties; or where there is an extreme absence of like elements of comparison; or in instances where the market data is inconsistent with which to draw better supported adjustments and overall value conclusions. Individual adjustments can not be relied on independently.

**Supplemental Addendum** 

File No. 1522832-C5

#### Borrower/Client Robert Riepel, Jr. Property Address 1617 New Brunswick Ave State CA Zip Code 94087 City County Santa Clara Sunnyvale Lender Fremont Bank

#### SCOPE OF WORK (MARKET CONDITIONS ANALYSIS) Data Source (Subject's-sub Market): Analysis of Subject's Sub-market

#### Definitions:

Neighborhood- A group of complementary land uses; a congruous grouping of inhabitants, buildings, or business enterprises. (The Dictionary of Real Estate Appraisal 4th Edition, Appraisal Institute)

Real Estate Market- The interaction of individuals who exchange real property rights for other assets such as money; a group of individuals or firms that are in contact with one another for the purpose of conducting real estate transactions. (The Dictionary of Real Estate Appraisal 4th Edition, Appraisal Institute)

Market Segmentation- The process by which sub markets within a larger market are identified and analyzed. (The Dictionary of Real Estate Appraisal 4th Edition, Appraisal Institute)

Subject's Sub-market- The total pool of comparable properties from which a potential set of purchaser might (in the case of closed sale) have considered purchasing, or (in the case of an on-the-market property) might consider purchasing. Implicit in this definition is that this particular set of purchasers has both the desire and ability to purchase the properties. If a specific set of purchasers would consider the "Subject Property", but not Property B, then Property B, would not be in the Subject's Sub-market. The Subject's Sub-market may be all or only a segment of its neighborhood. (1004MC Total Solutions, Automated Valuation Technologies, Inc. 2009)

NOTE: The 1004MC-71 form and the URAR form tend to use "Neighborhood" and "Subject's Sub-market" interchangeably though they are defined differently. This form is required by the client and cannot be modified by the appraiser. Intended users should obtain additional information from the creators of these forms (FANNIE MAE and FREDDIE MAC) if this issue interferes with a clear understanding of the analysis, conclusions, or opinions presented. Use of these terms by the appraiser anywhere except the 1004MC or URAR forms conform to the above definitions. Appraiser's "Inventory Analysis", "Median Sale & List Price, Dom" and other observations in this addendum are based on the data source identified above, which appraiser generally believes to be an acceptable source of market data. However, the appraiser cannot verify all the information in that data source and cannot guarantee the accuracy of such data or conclusions based thereon. The appraiser also cannot guarantee future market conditions affecting the subject property.

Total Number of Sales is calculated based on actual closing dates within each period.

The Absorption Rate is calculated by dividing the number of sales by 90 days.

Total number of listings is calculated based the average number of listings on any given day during the period. On and off market dates were gathered for withdrawns, expired, closed, pending, as well as active listings revealing which periods each property was actively listed on the MLS. The number of days listed per period was also tallied revealing the average number of listings per day during the period. For example if the period is 90 days and two properties were listed for the entire 90 days, two properties were listed for 45 days of the period each, and three sales were listed for 30 days each of the period then there were seven properties listed during the period. However, there were only four listings on average per day. This is the most accurate way to calculate this information in order not to overstate the housing supply (in months).

Months of Housing Supply is calculated by dividing the total number of listings by the Absorption Rate. If no sales occurred during a period the number is infinite, however 0.5 sales is used to yield a number that can be used to trend.

The Median Comparable Sales Price is calculated by tallying the sales prices for each time period and then calculating the

Median Sales Days on Market is calculated by tallying the sales prices for each time period and then calculating the median of

The Median Comparable List Price is calculated by tallying the current list prices for each time period and then calculating the median of that data. This analysis does not consider that many of the properties may have been listed at a higher price during the earlier periods.

Median Listing Days on Market is calculated by tallying the days on market for each time period and then calculating the median of that data. This analysis does not consider that many of the properties may have been listed multiple time. Properties that have been relisted are not considered in this calculation. This trend is theoretically one of the best indicators of market conditions, but is probably the weakest in reality because of the quality of the data.

Median Sales-to-List Price Ratio is calculated by dividing the Sales Price by the List Price for each individual sale for each period. Then finding the median of the ratios for each period. This was not found by dividing the Median Sales Price by the Median List Price which typically yields a different result.

Sales Price per Square Foot is calculated by dividing the sales price by its square foot for each individual property. This information is then plotted in Chart "B"

Total Number of Other Real Estate (OREO) is considered if the MLS has a field for this information. If one OREO property is listed over three periods it will be counted three times, one in each of the periods. It appears that the sales agents do not always report this, so it is not considered a very meaningful indicator.

The average of the 'Sales Concessions' to 'Sales Price' ratio is trended.

Each data set is analyzed to determine if the trend is 'Declining, Stable, or Increasing'. The conclusion is reached based on a moving average over the past 12 months. The average of the 1st and 2nd periods of the past 12 months is compared to the average of the 3rd and 4th periods where the 4th period is given twice as much weight as the 3rd period. If the changes are less than 10.0% for the sales and lists prices; and less than 15.0% for all other the trend is considered stable. The appropriate percentage change that can occur and the market still be stable is determined by the normal cyclical patterns of the particular sub-market.

#### Market Analysis Seller Concessions

There is evidence of interest buy downs, loan discounts and sale concessions due to current market conditions. Some sellers in the current market will pay the buyers NRCC's, which is usually ± 3% of the sales price. This is considered typical for the market, and will not be included in the market approach. FHA financing is becoming more common due to recently enacted government programs intended to stimulate the real estate market and the economy. The marketing time for town homes and condos in this area is presently between 3-6 months, however some realistically priced properties are selling in less than 30 days. Properties are sometimes relisted in order to lower the asking price, which may reset the DOM.

# Market Analysis REO Sales

Search parameters for the top portion of the MC form were limited to those condos and townhouses which are between 1250 sq. ft. - 1750 sq. ft. within the geographic parameters of: North-Fremont Avenue, South-Highway 280, East-S Wolfe Road, West-Highway 85 since the MC form requires "comparable" properties to the subject. Within the mentioned parameters, there are currently 4 active or pending listings; 1 of which is listed as a REO. During the past year, there have been 718 sales; none of which were listed as REO's or SS's. The MLS has limitations which require an agent to list a property as either a SS or REO, if the agent does not list the property correctly, it will be reflected as a typical sale in the market.

		Supplemental	Addendum	File No. 1522832-C5				
Borrower/Client	Robert Riepel, Jr.							
Property Address	1617 New Brunswick Ave							
City	Sunnyvale	County	Santa Clara	State	CA	Zip Code	94087	
Lender	Fremont Bank							

Some sellers are listing their properties above what the current market dictates in sales and value in their neighborhoods. These townhouses and condos tend to remain on the market for longer periods of time, and many are removed from the market and relisted at a later time at a lower asking price. Note to reader; when these homes are removed from the market and relisted, their DOM is reset, and the MLS provider no longer provides data for continuous days on the market.