

FROM:
Eric Pescara
Appraisal Associates
000 Road
Anywhere, FL 32119

Telephone Number: (555) 555-7601

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TO:

Bank of Mortgages
000 South Street
Anywhere, NC 28255

Telephone Number:

Fax Number:

Alternate Number:

E-Mail:

INVOICE

INVOICE NUMBER

V1005TRA

DATE

December 20, 2010

REFERENCE

Internal Order #: V1005TRA

Lender Case #:

Client File #:

Main File # on form: V1005TRA

Other File # on form: 17-17-6-3331TRA

Federal Tax ID: 59-2144TRA

Employer ID: TRA

DESCRIPTION

Lender: Bank of Mortgages
Purchaser/Borrower: Fred Astaire
Property Address: 24 Smyrna Dr
City: DeBary
County: Volusia
Legal Description: Please see page 3

Client: Department of Veterans Affairs

State: FL

Zip: 32713-3233

FEES

AMOUNT

Summary Appraisal Report

350.00

SUBTOTAL

350.00

PAYMENTS

AMOUNT

Check #:

Date:

Description:

Check #:

Date:

Description:

Check #:

Date:

Description:

SUBTOTAL

TOTAL DUE

\$

350.00

Uniform Residential Appraisal Report

Case No. 17-17-6-3331TRA

File # V1005TRA

The purpose of this summary appraisal report is to provide the lender/client with an accurate, and adequately supported, opinion of the market value of the subject property.

Property Address	24 Smyrna Dr	City	DeBary	State	FL	Zip Code	32713-3233
Borrower	Derrick Martin	Owner of Public Record	Derrick Martin	County	Volusia		
Legal Description	Lot 15, Block 3, Lake Marie Estates						
Assessor's Parcel #	8034-05-02-0070	Tax Year	2010	R.E. Taxes	\$ 1,253		
Neighborhood Name	Northeast Deland	Map Reference	19660	Census Tract	0909.01		
Occupant	<input checked="" type="checkbox"/> Owner <input type="checkbox"/> Tenant <input type="checkbox"/> Vacant	Special Assessments	\$ 0	<input type="checkbox"/> PUD	HOA \$ 0	<input type="checkbox"/> per year	<input type="checkbox"/> per month
Property Rights Appraised	<input checked="" type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold <input type="checkbox"/> Other (describe)						
Assignment Type	<input type="checkbox"/> Purchase Transaction <input checked="" type="checkbox"/> Refinance Transaction <input type="checkbox"/> Other (describe)						
Lender/Client	Bank of Mortgages/Dept of Veterans Affairs			Address	000 South Street, Anywhere, NC 28255		
Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							
Report data source(s) used, offering price(s), and date(s). Owner/MLS							

I ☐ did ☐ did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not performed. N/A

Contract Price	\$N/A	Date of Contract	N/A	Is the property seller the owner of public record?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Data Source(s)	N/A
Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? <input type="checkbox"/> Yes <input type="checkbox"/> No							
If Yes, report the total dollar amount and describe the items to be paid. N/A N/A							

Note: Race and the racial composition of the neighborhood are not appraisal factors.

Neighborhood Characteristics	One-Unit Housing Trends	One-Unit Housing	Present Land Use %
Location <input type="checkbox"/> Urban <input checked="" type="checkbox"/> Suburban <input type="checkbox"/> Rural	Property Values <input type="checkbox"/> Increasing <input type="checkbox"/> Stable <input checked="" type="checkbox"/> Declining	PRICE AGE	One-Unit 95 %
Built-Up <input checked="" type="checkbox"/> Over 75% <input type="checkbox"/> 25-75% <input type="checkbox"/> Under 25%	Demand/Supply <input type="checkbox"/> Shortage <input type="checkbox"/> In Balance <input checked="" type="checkbox"/> Over Supply	\$ (000) (yrs)	2-4 Unit %
Growth <input type="checkbox"/> Rapid <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Slow	Marketing Time <input type="checkbox"/> Under 3 mths <input checked="" type="checkbox"/> 3-6 mths <input type="checkbox"/> Over 6 mths	60 Low 50	Multi-Family %
Neighborhood Boundaries N) W. Highbanks Ave, E) Highway 17-92 S) Sanford Ave W) acreage tracts in		100+ High 50+	Commercial %
Orlando Heights.		70-100 Pred.20-40	Other 5 %

Neighborhood Description The subject neighborhood is a series of streets in the western area of DeBary, nicely developed on oversize lots, with midsize homes of varying sizes and ages. Access to employment and support services is good.

Market Conditions (including support for the above conclusions) The market slowed in 2006 and continues to be slow. Prices dropped due to an oversupply of properties on the market. Until the oversupply in all areas is absorbed, values likely will not increase. Properties typically market within 3 months if priced competitively, but can be over 6 months because sellers are reluctant to reduce prices. There is no oversupply of homes priced to the current market. Subject is not an over improvement for area.

Dimensions	125 x 100	Area	24,125 sf.	Shape	Rectangle	View	N;Res
Specific Zoning Classification	R-4	Zoning Description	Single Family Residential				
Zoning Compliance	<input checked="" type="checkbox"/> Legal <input type="checkbox"/> Legal Nonconforming (Grandfathered Use) <input type="checkbox"/> No Zoning <input type="checkbox"/> Illegal (describe)						
Is the highest and best use of the subject property as improved (or as proposed per plans and specifications) the present use? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe							

Utilities	Public	Other (describe)	Public	Other (describe)	Off-site Improvements—Type	Public	Private
Electricity	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Water	<input type="checkbox"/>	Street Asphalt	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Gas	<input type="checkbox"/>	<input type="checkbox"/> None	Sanitary Sewer	<input type="checkbox"/>	Alley None	<input type="checkbox"/>	<input type="checkbox"/>
FEMA Special Flood Hazard Area	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	FEMA Flood Zone	X	FEMA Map #	12127C0615G	FEMA Map Date	4/15/2002
Are the utilities and off-site improvements typical for the market area? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe							
Are there any adverse site conditions or external factors (easements, encroachments, environmental conditions, land uses, etc.)? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If Yes, describe							
Wells and septic systems are typical for the area and are easily accepted in the market. Water and sewer services are not available.							

General Description	Foundation	Exterior Description	materials/condition	Interior	materials/condition
Units <input checked="" type="checkbox"/> One <input type="checkbox"/> One with Accessory Unit	<input checked="" type="checkbox"/> Concrete Slab <input type="checkbox"/> Crawl Space	Foundation Walls	Concrete,CB/Avg	Floors	Vinyl Tile/Avg
# of Stories One	<input type="checkbox"/> Full Basement <input type="checkbox"/> Partial Basement	Exterior Walls	Stucco ov CB/Avg	Walls	Drywall/Avg
Type <input checked="" type="checkbox"/> Det. <input type="checkbox"/> Att. <input type="checkbox"/> S-Det./End Unit	Basement Area 0 sq. ft.	Roof Surface	CompShgls/Good	Trim/Finish	Wood/Average
<input checked="" type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Under Const.	Basement Finish 0 %	Gutters & Downspouts	None	Bath Floor	Vinyl Tile/Avg
Design (Style) Ranch	<input type="checkbox"/> Outside Entry/Exit <input type="checkbox"/> Sump Pump	Window Type	Sh Alum/Avg	Bath Wainscot	Cult. Mble/Avg
Year Built 1979	Evidence of <input type="checkbox"/> Infestation	Storm Sash/Insulated	No	Car Storage	<input type="checkbox"/> None
Effective Age (Yrs) 25	<input type="checkbox"/> Dampness <input type="checkbox"/> Settlement	Screens	Screens/Avg	<input checked="" type="checkbox"/> Driveway	# of Cars 2
Attic <input type="checkbox"/> None	Heating <input type="checkbox"/> FWA <input type="checkbox"/> HWBB <input type="checkbox"/> Radiant	Amenities	<input type="checkbox"/> Woodstove(s) # 0	Driveway Surface	Asphalt
<input checked="" type="checkbox"/> Drop Stair <input type="checkbox"/> Stairs	<input checked="" type="checkbox"/> Other Fuel Electric	<input checked="" type="checkbox"/> Fireplace(s) # 1	<input checked="" type="checkbox"/> Fence	<input type="checkbox"/> Garage	# of Cars 2
<input type="checkbox"/> Floor <input type="checkbox"/> Scuttle	Cooling <input checked="" type="checkbox"/> Central Air Conditioning	<input type="checkbox"/> Patio/Deck None	<input checked="" type="checkbox"/> Porch None	<input type="checkbox"/> Carport	# of Cars 0
<input type="checkbox"/> Finished <input type="checkbox"/> Heated	<input type="checkbox"/> Individual <input type="checkbox"/> Other	<input type="checkbox"/> Pool None	<input checked="" type="checkbox"/> Other LrgShed	<input checked="" type="checkbox"/> Att.	<input type="checkbox"/> Det. <input type="checkbox"/> Built-in

Appliances	<input checked="" type="checkbox"/> Refrigerator <input checked="" type="checkbox"/> Range/Oven <input checked="" type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Disposal <input type="checkbox"/> Microwave <input type="checkbox"/> Washer/Dryer <input type="checkbox"/> Other (describe)						
Finished area above grade contains:	6 Rooms	3 Bedrooms	3.0 Bath(s)	1,772 Square Feet of Gross Living Area Above Grade			
Additional features (special energy efficient items, etc.) Garage door opener, lanai with garden adjacent to screened porch. The screened porch has skylights and there is a 225 square foot wood shed. There is also a metal shed and above ground pool which are not included in value.							
Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.).							
C3. The subject property has received average maintenance for this age home. No material work done to kitchen or bath in the last 15 years							
The roof is less than 5 years old. MPR item: there is decay at the base of the garage door. Appraiser recommends certification that electrical, plumbing, heating, and AC are in working order.							

Are there any physical deficiencies or adverse conditions that affect the livability, soundness, or structural integrity of the property? ☐ Yes ☒ No If Yes, describe

Does the property generally conform to the neighborhood (functional utility, style, condition, use, construction, etc.)? ☒ Yes ☐ No If No, describe

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There are 0 comparable properties currently offered for sale in the subject neighborhood ranging in price from \$ N/A to \$ N/A									
There are 1 comparable sales in the subject neighborhood within the past twelve months ranging in sale price from \$ 95,000 to \$ 95,000									
FEATURE		SUBJECT		COMPARABLE SALE # 1		COMPARABLE SALE # 2		COMPARABLE SALE # 3	
Address 24 Smyrna Dr DeBary, FL 32713-3233		35 Lake Drive DeBary, FL 32713		58 Columbine Trail DeBary, FL 32713		137 DeBary Drive DeBary, FL 32713			
Proximity to Subject		0.10 miles NW		1.02 miles N		0.69 miles SE			
Sale Price		\$ N/A		\$ 95,000		\$ 105,000		\$ 105,000	
Sale Price/Gross Liv. Area		\$ sq. ft.		\$ 58.28 sq. ft.		\$ 55.21 sq. ft.		\$ 68.09 sq. ft.	
Data Source(s)		MLS123456; DOM 72		MLS123475; DOM 18		MLS122498; DOM 9			
Verification Source(s)		MLS/Public Records		MLS/Public Records		MLS/Public Records			
VALUE ADJUSTMENTS		DESCRIPTION		+(-) \$ Adjustment		DESCRIPTION		+(-) \$ Adjustment	
Sale or Financing Concessions		Armlth VA; 0				Armlth Cash; 0			
Date of Sale/Time		s11/10;c09/10		-3,800		s11/10;c08/10		-3,150	
Location		N;Res		0		N;Res		0	
Leasehold/Fee Simple		Fee Simple				Fee Simple			
Site		12500		13000		10,400		8,000	
View		N;Res				N;Res			
Design (Style)		Ranch				Ranch			
Quality of Construction		Q3		+5,000		Q3		+5,000	
Actual Age		31				31		50	
Condition		C3				C3		C2	
Above-Grade		Total Bdrms. Baths		Total Bdrms. Baths		Total Bdrms. Baths		Total Bdrms. Baths	
Room Count		6 3 2.0		6 3 2.0		8 4 2.1		6 3 2.0	
Gross Living Area		1,772 sq. ft.		+5,000		1,902 sq. ft.		-4,500	
Basement & Finished Rooms Below Grade		0sf0sf 0rr0br0.0ba0o				0sf0sf 0rr0br0.0ba0o		0sf0sf 0rr0br0.0ba0o	
Functional Utility		Average				Average		Average	
Heating/Cooling		CHAC				CHAC		CHAC	
Energy Efficient Items		None				None		None	
Garage/Carport		2 Car Garage				Utility Rm		+8,000	
Porch/Patio/Deck		Scrnd Pch.Fnc Lg Shed,Fplace		-4,000		ScPch.Fnc.Irrg.En Shop,Shed		-2,000	
Net Adjustment (Total)		<input checked="" type="checkbox"/> + <input type="checkbox"/> -		\$ 2,200		<input type="checkbox"/> + <input checked="" type="checkbox"/> -		\$ -6,650	
Adjusted Sale Price of Comparables		Net Adj. 2.3% Gross Adj. 29.3%		\$ 97,200		Net Adj. 6.3% Gross Adj. 31.1%		\$ 98,350	
I <input checked="" type="checkbox"/> did <input type="checkbox"/> did not research the sale or transfer history of the subject property and comparable sales. If not, explain									
My research <input type="checkbox"/> did <input checked="" type="checkbox"/> did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.									
Data source(s) Public Records 12/2010									
My research <input checked="" type="checkbox"/> did <input type="checkbox"/> did not reveal any prior sales or transfers of the comparable sales for the year prior to the date of sale of the comparable sale.									
Data source(s) Public Records 12/2010 Because of the unstable market, the sales search was for 3 years									
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).									
ITEM		SUBJECT		COMPARABLE SALE # 1		COMPARABLE SALE # 2		COMPARABLE SALE # 3	
Date of Prior Sale/Transfer		None in prior 3 years		None in prior 3 years		No arms length prior 3 yrs		3/2010	
Price of Prior Sale/Transfer								\$56,001TaxDdSale/RemodSn	
Data Source(s)		Public Records		Public Records		Public Records		Public Records	
Effective Date of Data Source(s)		12/2010		12/2010		12/2010		12/2010	
Analysis of prior sale or transfer history of the subject property and comparable sales									
Summary of Sales Comparison Approach									
Sales in DeBary are very scarce, and most which have been occurring are much newer homes in deed restricted subdivisions. This home is cared for, but must compete with newer designs with high ceilings and more modern kitchens and baths, and more elaborate exterior designs. Sales of the older homes are a small part of this slow market and are not the same market as the newer homes in deed restricted, enclave subdivisions. These are the three most recent, most similar sales available. All three are adjusted for market conditions, based on their contract dates. Adjustments are unavoidably high. Other possible comparable sales would be in new, deed restricted subdivisions, are a different market and, if used, would not reflect this market and would require very heavy adjustments. Please note that 'Age' and 'Condition' are bracketed for single, combined adjustments reflecting the effective age of each comparable sale. Comp 3 has been completely remodeled and Comp 1 has been partially remodeled.									
Indicated Value by Sales Comparison Approach \$ 99,000									
Indicated Value by: Sales Comparison Approach \$99,000 Cost Approach (if developed) \$ N/A Income Approach (if developed) \$ N/A									
Because of the unstable market, the Sales Comparison Approach is considered the only appropriate indicator for market value as of the date of the appraisal.									
Lonna K. Heffington assisted in measuring and gathering data for this appraisal assignment.									
This appraisal is made <input type="checkbox"/> "as is", <input type="checkbox"/> subject to completion per plans and specifications on the basis of a hypothetical condition that the improvements have been completed, <input checked="" type="checkbox"/> subject to the following repairs or alterations on the basis of a hypothetical condition that the repairs or alterations have been completed, or <input type="checkbox"/> subject to the following required inspection based on the extraordinary assumption that the condition or deficiency does not require alteration or repair:									
Subject to repair of garage door.									
Based on a complete visual inspection of the interior and exterior areas of the subject property, defined scope of work, statement of assumptions and limiting conditions, and appraiser's certification, my (our) opinion of the market value, as defined, of the real property that is the subject of this report is \$ 99,000, as of December 19, 2010, which is the date of inspection and the effective date of this appraisal.									

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A D D I T I O N A L C O M M E N T S	I have considered relevant complete listings/contract offerings in performing this appraisal, and any trend indicated by that data is supported by the listing/offering information included in this report.			
	Marketing Time: In the last 12 months, listing times have increased to the point of no offers unless prices are reduced to reflect the current market conditions. There is a market, but prices must be reduced to meet it. The trend appears to be stable, and if prices are competitive, marketing times can be 30 days or less if priced to the market.			
	Sale Price to List Price Ratio: Typical sale price to listing price ratio, if properties are priced competitively, is 93-105%.			
	Concessions: Concessions on the part of sellers can be typical, and if this information is available, sales are adjusted to reflect an As-Cash value.			
	The declining market had been approximately 1-2% per month for 2008 and approximately 1% for 2009 and 2010. A greater than 80% of the properties being sold in the West Volusia Area are properties which are affected by foreclosure. This is the market, and homes which are not in a distressed situation must be priced to compete. Properties researched to be considered as comparable sales included both distressed and non-distressed sales (if there were any).			
	MPR Items:			
	Bottom garage door panel is decaying. The panel can be replaced and minimal cost.			
C O S T	COST APPROACH TO VALUE (not required by Fannie Mae)			
	Provide adequate information for the lender/client to replicate the below cost figures and calculations.			
	Support for the opinion of site value (summary of comparable land sales or other methods for estimating site value)			
A P P R O A C H	ESTIMATED <input type="checkbox"/> REPRODUCTION OR <input type="checkbox"/> REPLACEMENT COST NEW		OPINION OF SITE VALUE = \$	
	Source of cost data		Dwelling Sq. Ft. @ \$ = \$	
	Quality rating from cost service Effective date of cost data		Sq. Ft. @ \$ = \$	
	Comments on Cost Approach (gross living area calculations, depreciation, etc.)	 = \$	
	R-12/13/10		Garage/Carport Sq. Ft. @ \$ = \$	
	A-12/19/10		Total Estimate of Cost-New = \$	
	M-12/20/10		Less Physical Functional External	
			Depreciation = \$()	
			Depreciated Cost of Improvements = \$	
			"As-is" Value of Site Improvements = \$	
I N C O M E	Estimated Remaining Economic Life (HUD and VA only) 40 Years		Indicated Value By Cost Approach = \$	
	INCOME APPROACH TO VALUE (not required by Fannie Mae)			
	Estimated Monthly Market Rent \$ X Gross Rent Multiplier = \$		Indicated Value by Income Approach	
	Summary of Income Approach (including support for market rent and GRM)			
	P R O J E C T I N F O R M A T I O N	PROJECT INFORMATION FOR PUDs (if applicable)		
Is the developer/builder in control of the Homeowners' Association (HOA)? <input type="checkbox"/> Yes <input type="checkbox"/> No Unit type(s) <input type="checkbox"/> Detached <input type="checkbox"/> Attached				
Provide the following information for PUDs ONLY if the developer/builder is in control of the HOA and the subject property is an attached dwelling unit.				
Legal name of project				
Total number of phases		Total number of units sold		
Total number of units rented		Data source(s)		
Was the project created by the conversion of an existing building(s) into a PUD? <input type="checkbox"/> Yes <input type="checkbox"/> No If Yes, date of conversion				
Does the project contain any multi-dwelling units? <input type="checkbox"/> Yes <input type="checkbox"/> No Data source(s)				
Are the units, common elements, and recreation facilities complete? <input type="checkbox"/> Yes <input type="checkbox"/> No If No, describe the status of completion.				
Are the common elements leased to or by the Homeowners' Association? <input type="checkbox"/> Yes <input type="checkbox"/> No If Yes, describe the rental terms and options.				
Describe common elements and recreational facilities				

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This report form is designed to report an appraisal of a one-unit property or a one-unit property with an accessory unit; including a 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 condominium or cooperative project.

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.

SCOPE OF WORK: The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the 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 property, (2) inspect the neighborhood, (3) inspect each of the comparable sales from at least the street, (4) research, verify, and analyze data from reliable public and/or private sources, and (5) report his or her analysis, opinions, and conclusions in this appraisal report.

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.

DEFINITION OF 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:

1. 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 there are no 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.

Uniform Residential Appraisal ReportCase No. 17-17-6-3331TRA
File # V1005TRA**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.

Uniform Residential Appraisal Report

Case No. 17-17-6-3331TRA
File # V1005TRA

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 department, 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).

22. 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

Signature Eric Pescara
 Name Eric Pescara, MAI, VA #0TRA
 Company Name Appraisal Associates
 Company Address 000 Road
Anywhere, FL 32119
 Telephone Number (555) 555-1411
 Email Address epescara@training.sar
 Date of Signature and Report December 22, 2010
 Effective Date of Appraisal December 19, 2010
 State Certification # St. Cert Gen REA 0000TRA
 or State License # _____
 or Other (describe) _____ State # _____
 State Florida
 Expiration Date of Certification or License 11/30/2012

ADDRESS OF PROPERTY APPRAISED

24 Smyrna Dr
DeBary, FL 32713-3233

APPRAISED VALUE OF SUBJECT PROPERTY \$ 99,000

LENDER/CLIENT

Name _____
 Company Name Bank of Mortgages/Dept of Veterans Affairs
 Company Address 000 South Street, Anywhere, NC 28255
 Email Address _____

SUPERVISORY APPRAISER (ONLY IF REQUIRED)

Signature _____
 Name _____
 Company Name _____
 Company Address _____
 Telephone Number _____
 Email Address _____
 Date of Signature _____
 State Certification # _____
 or State License # _____
 State _____
 Expiration Date of Certification or License _____

SUBJECT PROPERTY

- ☐ Did not inspect subject property
☐ Did inspect exterior of subject property from street
 Date of Inspection _____
☐ Did inspect interior and exterior of subject property
 Date of Inspection _____

COMPARABLE SALES

- ☐ Did not inspect exterior of comparable sales from street
☐ Did inspect exterior of comparable sales from street
 Date of Inspection _____

EXHIBITS

Exhibit 1: Requirements – Condition and Quality Ratings Usage

Appraisers must utilize the following standardized condition and quality ratings within the appraisal report.

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.

C5

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.

EXHIBITS

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 residences 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.

Q3

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.

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.

EXHIBITS

Exhibit 2: Requirements – 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.

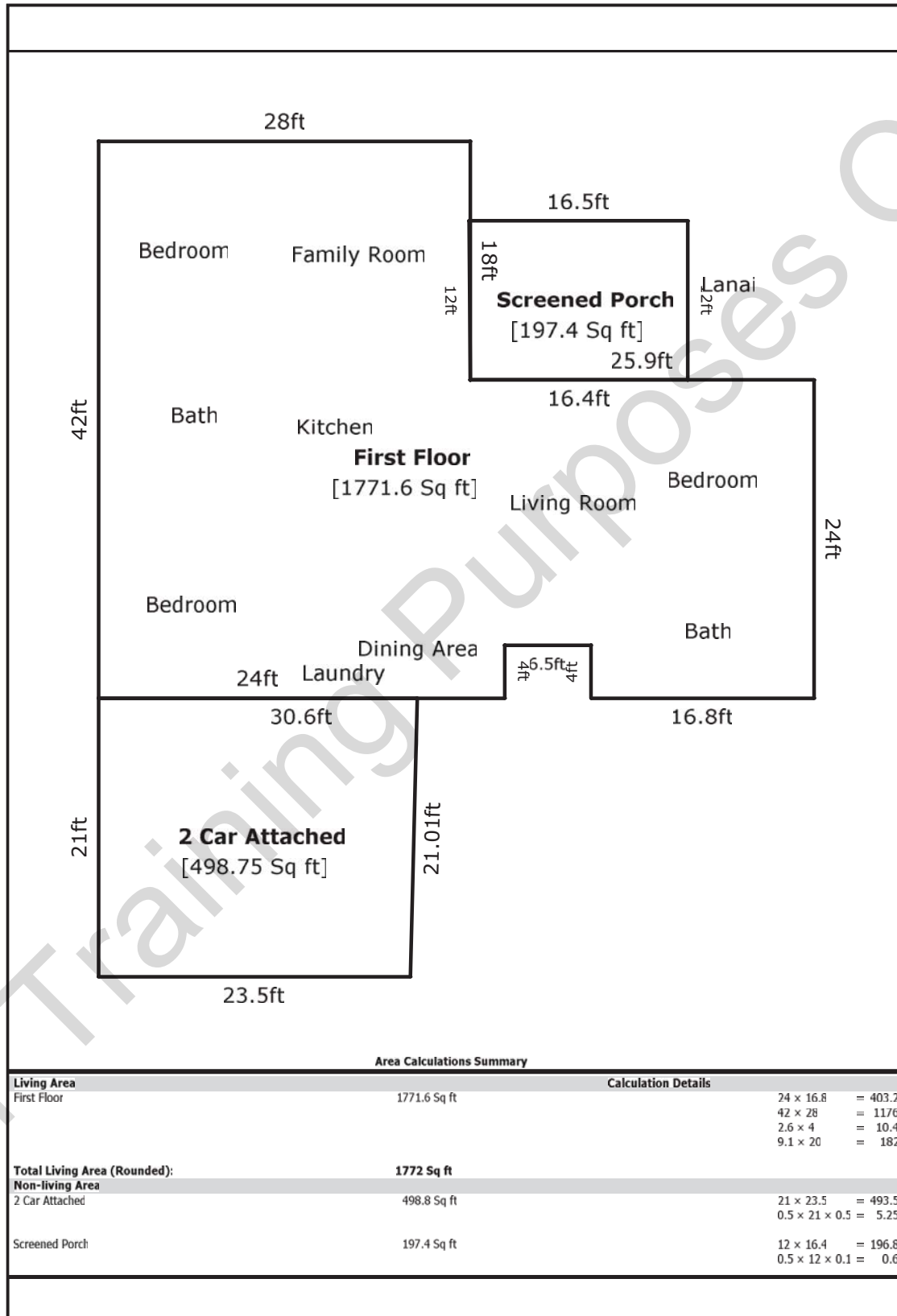
EXHIBITS

Exhibit 3: Requirements – Abbreviations Used in Data Standardization Text

Abbreviation	Full Name	Appropriate Fields
ac	Acres	Area, Site
AdjPrk	Adjacent	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
B	Beneficial	Location & View
Cash	Cash	Sale or Financing Concessions
CtySky	City View Skyline View	View
CtyStr	City Street View	View
Comm	Commercial Influence	Location
c	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
e	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
o	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
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	Wood View	View

Building Sketch

Borrower	Derrick Martin			
Property Address	24 Smyrna Dr			
City	DeBary	County	Volusia	State FL Zip Code 32713-3233
Client	Bank of Mortgages/Dept of Veterans Affairs			



Subject Photo Page

Borrower	Derrick Martin				
Property Address	24 Smyrna Dr				
City	DeBary	County	Volusia	State	FL Zip Code 32713-3233
Client	Bank of Mortgages/Dept of Veterans Affairs				

**Subject Front**

24 Smyrna Dr

Sales Price
G.L.A. 1,772
Tot. Rooms 6
Tot. Bedrms. 3
Tot. Bathrms. 2.0
Location Not in a subdiv.
View Average Reside
Site 125 x 193
Quality Stuc Ov CB/Av
Age 31

**Subject Rear****Subject Street**

Photograph Addendum

Borrower	Derrick Martin				
Property Address	24 Smyrna Dr				
City	DeBary	County	Volusia	State	FL Zip Code 32713-3233
Client	Bank of Mortgages/Dept of Veterans Affairs				

**Front**

Comments:

Additional front photo

**Kitchen**

Comments:

**Family Room**

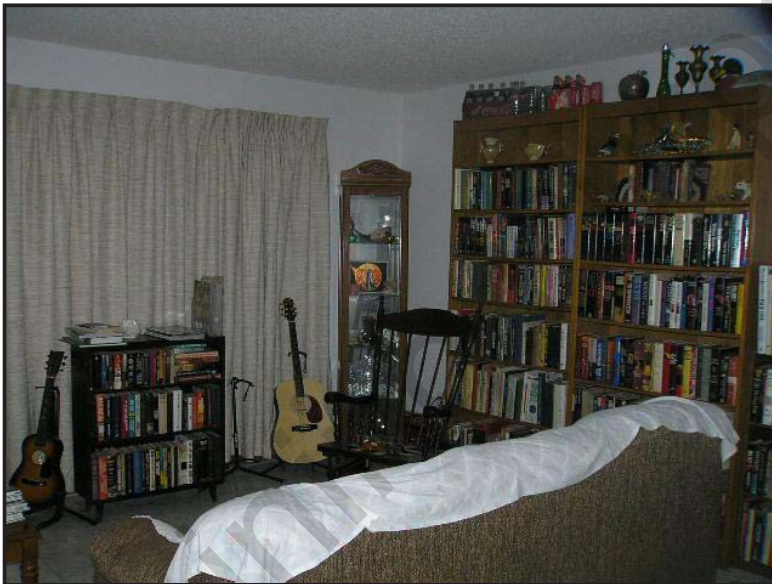
Comments:

**Bath**

Comments:

Photograph Addendum

Borrower	Derrick Martin				
Property Address	24 Smyrna Dr				
City	DeBary	County	Volusia	State	FL Zip Code 32713-3233
Client	Bank of Mortgages/Dept of Veterans Affairs				

**Bath****Living Room****Bottom of garage door**

Comparable Photo Page

Borrower	Derrick Martin				
Property Address	24 Smyrna Dr				
City	DeBary	County	Volusia	State	FL
				Zip Code	32713-3233
Client	Bank of Mortgages/Dept of Veterans Affairs				

**Comparable 1**

35 Lake Drive

Prox. to Subj. 0.10 miles NW

Sales Price 95,000

G.L.A. 1,630

Tot. Rooms 6

Tot. Bedrms. 3

Tot. Bathrms. 2

Location Orlandia Hgts

View Average Reside

Site 80 x 193

Quality Pnted CB/Avg(-)

Age [45

**Comparable 2**

58 Columbine Trail

Prox. to Subj. 1.02 miles N

Sales Price 105,000

G.L.A. 1,902

Tot. Rooms 8

Tot. Bedrms. 4

Tot. Bathrms. 2.1

Location Lake Marie Est

View Average Reside

Site 80 x 130

Quality Stuc Ov CB/Av

Age [31

**Comparable 3**

137 DeBary Drive

Prox. to Subj. 0.69 miles SE

Sales Price 105,000

G.L.A. 1,542

Tot. Rooms 6

Tot. Bedrms. 3

Tot. Bathrms. 2.0

Location Plantation Est

View Average Reside

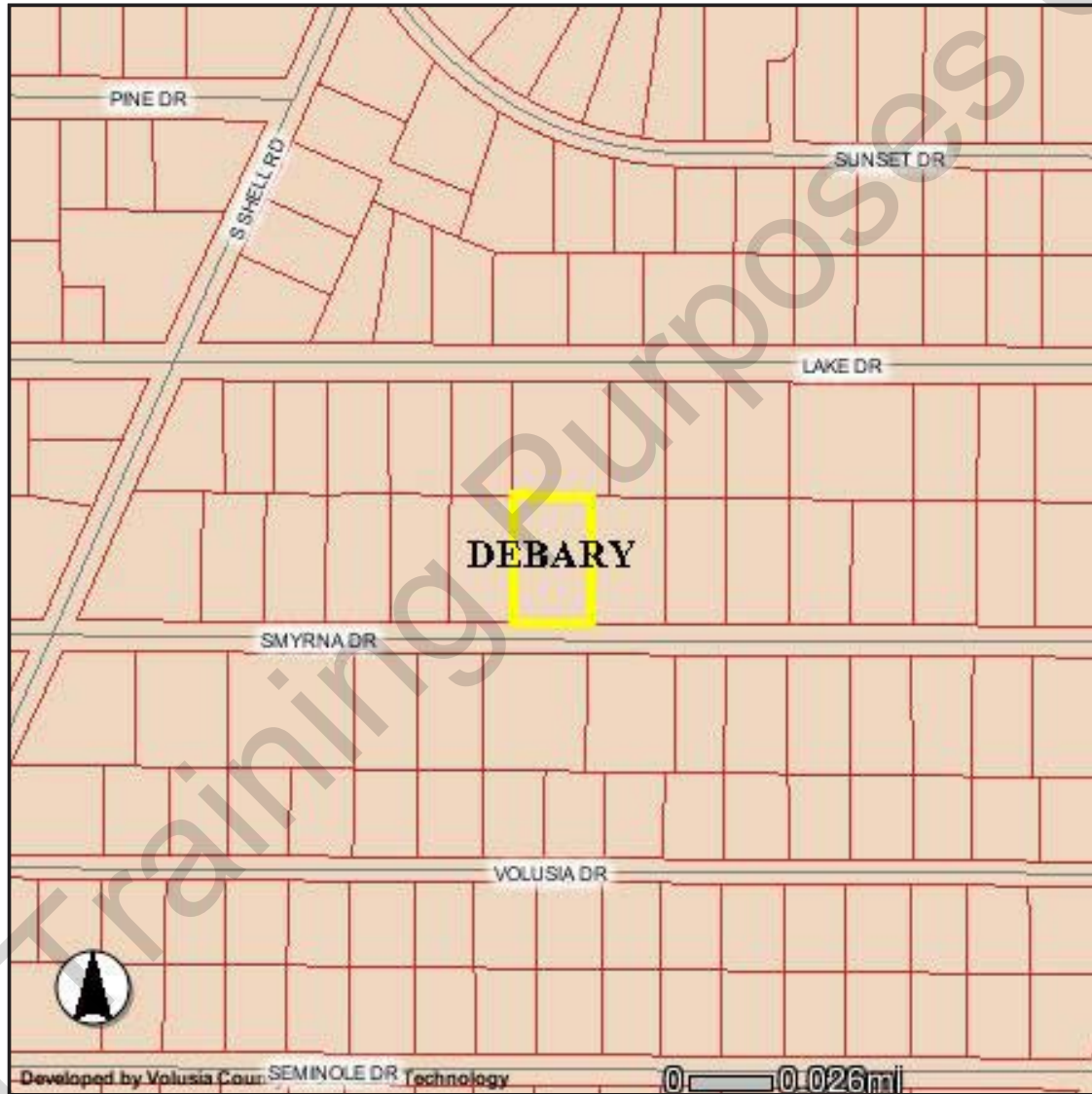
Site 75x 210/SmLak

Quality Pnted CB/Avg(-)

Age [50

Location Map

Borrower	Derrick Martin			
Property Address	24 Smyrna Dr			
City	DeBary	County	Volusia	State FL Zip Code 32713-3233
Client	Bank of Mortgages/Dept of Veterans Affairs			



Location Map

Borrower/Client	Derrick Martin			
Property Address	24 Smyrna Dr			
City	DeBary	County	Volusia	State FL
Zip Code	32713-3233			
Lender/Client	Bank of Mortgages/Dept of Veterans Affairs			



Market Conditions Addendum to the Appraisal Report

17-17-6-1496TRA

File No. V1005TRA

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.

Property Address 24 Smyrna Dr City DeBary State FL ZIP Code 32713-3233

Borrower Derrick Martin

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.

Inventory Analysis	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Total # of Comparable Sales (Settled)	4	0	3	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Absorption Rate (Total Sales/Months)	0.67	N/A	1.00	<input checked="" type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Total # of Comparable Active Listings	11		6	<input checked="" type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Months of Housing Supply (Total Listings/Ab.Rate)	16.4	N/A	6.0	<input checked="" type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Sale & List Price, DOM, Sale/List %	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Median Comparable Sale Price	\$87,800*	N/A	\$105,000*	<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input checked="" type="checkbox"/> Declining
Median Comparable Sales Days on Market	95	N/A	110	<input type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input checked="" type="checkbox"/> Increasing
Median Comparable List Price	\$109,900	\$107,450	\$107,450	<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input checked="" type="checkbox"/> Declining
Median Comparable Listings Days on Market	213	170	93	<input checked="" type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Sale Price as % of List Price	93%	N/A	96%	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Seller-(developer, builder, etc.)paid financial assistance prevalent?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> 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.).

Seller concessions are typical for homes in this price range and vary typically from 2% to 5% although, in this market of older, small homes, many purchasers are investment cash buyers who do not need help with mortgage closing costs.

Are foreclosure sales (REO sales) a factor in the market? ☒ Yes ☐ No If yes, explain (including the trends in listings and sales of foreclosed properties).

A large portion of sales at this time are homes affected by foreclosure. This is the market. It is felt that the market has dropped to the point that if it has not stabilized, it will soon be stabilizing. Properties priced to the market seem to sell within 3 months.

Cite data sources for above information. MLS, local realtors, public records. Figures are compiled by MLS based on homes with 1575-1975 square feet, without a pool, built between 1950 and 1985. The figures include the preponderance of homes which are overpriced. On any given day, there are 2 to 4 times the number of price reductions as there are new listings because of the overpricing of homes.

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.

In the last 12 months, listing times have increased to the point of no offers unless prices are reduced to reflect the current market conditions.

There is a market, but prices must be reduced to meet it. The trend appears to be stable, and marketing times can be 30 days or less if

homes are priced to the market. It is felt that the market has dropped to the point that, if it has not stabilized, it will soon be stabilizing.

*With the minimal data available, a chart such as the one above can be deceiving. This office is aware that sales are stable, prices are coming down, and the inventory is decreasing.

If the subject is a unit in a condominium or cooperative project, complete the following:

Project Name:

Subject Project Data	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Total # of Comparable Sales (Settled)				<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Absorption Rate (Total Sales/Months)				<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Total # of Active Comparable Listings				<input type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Months of Unit Supply (Total Listings/Ab.Rate)				<input type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing

Are foreclosure sales (REO sales) a factor in the project? ☐ Yes ☐ No If yes, indicate the number of REO listings and explain the trends in listings and sales of foreclosed properties.

Summarize the above trends and address the impact on the subject unit and project.

Signature *Eric Pescara*

Appraiser Name Eric Pescara, MAI, VA #0TRA

Company Name Heffington and Associates

Company Address 000 Road, Anywhere, FL 32119

State License/Certification # St. Cert Gen REA 0000TRA State Florida

Email Address epescara@training.sar

Signature

Supervisory Appraiser Name

Company Name

Company Address

State License/Certification # State

Email Address

Market Overview

A Monthly Indicator from the West Volusia Area Association of REALTORS®

West Volusia
Association of
REALTORS®

November 2010		Monthly			Year to Date		
		Current	Prior Year	+/-	Current	Prior Year	+/-
New Listings	Sep 2010	427	551	- 22.5%	4,079	4,093	- 0.3%
	Oct 2010	411	510	- 19.4%	4,490	4,603	- 2.5%
	Nov 2010	372	435	- 14.5%	4,862	5,038	- 3.5%
Pending Sales	Sep 2010	254	276	- 8.0%	2,460	1,977	+ 24.4%
	Oct 2010	257	273	- 5.9%	2,717	2,250	+ 20.8%
	Nov 2010	331	229	+ 44.5%	3,048	2,479	+ 23.0%
Closed Sales	Sep 2010	201	245	- 18.0%	2,276	1,735	+ 31.2%
	Oct 2010	183	265	- 30.9%	2,459	2,000	+ 23.0%
	Nov 2010	217	269	- 19.3%	2,676	2,269	+ 17.9%
Days on Market Until Sale	Sep 2010	107	148	- 27.7%	114	157	- 27.2%
	Oct 2010	137	111	+ 23.9%	116	151	- 23.0%
	Nov 2010	113	96	+ 18.0%	116	144	- 19.7%
Median Sales Price	Sep 2010	\$74,550	\$105,000	- 29.0%	\$85,500	\$106,700	- 19.9%
	Oct 2010	\$81,000	\$100,000	- 19.0%	\$85,000	\$105,000	- 19.0%
	Nov 2010	\$83,000	\$92,900	- 10.7%	\$85,000	\$103,000	- 17.5%
Average Sales Price	Sep 2010	\$95,920	\$119,175	- 19.5%	\$101,320	\$119,056	- 14.9%
	Oct 2010	\$94,777	\$114,768	- 17.4%	\$100,840	\$118,461	- 14.9%
	Nov 2010	\$101,106	\$100,111	+ 1.0%	\$100,862	\$116,225	- 13.2%
Percent of Original List Price Received at Sale	Sep 2010	86.1%	88.2%	- 2.5%	87.3%	84.1%	+ 3.8%
	Oct 2010	86.0%	89.9%	- 4.3%	87.2%	84.9%	+ 2.8%
	Nov 2010	86.6%	89.1%	- 2.8%	87.2%	85.4%	+ 2.1%
Housing Affordability Index	Sep 2010	259	194	+ 33.8%	236	191	+ 23.4%
	Oct 2010	246	201	+ 22.5%	238	194	+ 22.9%
	Nov 2010	244	215	+ 13.2%	240	200	+ 20.1%
Total Active Listings Available at Month End	Sep 2010	2,651	2,875	- 7.8%			
	Oct 2010	2,617	2,875	- 9.0%	--	--	--
	Nov 2010	2,498	2,894	- 13.7%			
Months Supply of Inventory	Sep 2010	9.9	14.7	- 32.6%			
	Oct 2010	9.9	14.2	- 30.7%	--	--	--
	Nov 2010	9.5	13.7	- 31.0%			

All data from My Florida Regional M.L.S. Powered by 10K Research and Marketing.

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