File No.: 110078

APPRAISAL OF REAL PROPERTY



Date of Valuation:

03/16/2011

Located At:

Listing Appraisal Sample Newtown, PA 18940

For:

Sample

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SUMMARY OF SALIENT FEATURES

	Subject Address	Listing Appraisal Sample
	Legal Description	Newtown, PA 18940
NO	City	Newtown
SUBJECT INFORMATION	County	Bucks
CT INF	State	PA
SUBJE	Zip Code	18940
	Census Tract	1052.04
	Map Reference	37964
CE		
SALES PRICE		S N/A
SAL	Date of Sale	N/A
5	Borrower/Client	N/A
CLIENT	Lender	Sample
	Size (Square Feet)	1,926
TS	Price per Square Foot	
OF IMPROVEMENTS	Location	Average
IMPRO	Age	23 Years
TION OF	Condition	Good
DESCRIPTION	Total Rooms	8
DE	Bedrooms	3
	Baths	2.5
	Appraiser	James Dougherty
APPRAISER	Date of Appraised Value	03/16/2011
AF	Date of Applaidou Value	05/10/11
VALUE	Opinion of Value	\$ 405,000

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James Dougherty Co.

OPELLY DESI	cription	<u> </u>			<u> 71</u>		LUIDE	.IIIIAL	APPKA	IUAL	. RL			No. 1100	
Property	y Addre	ess Lis	ting Apprai	sal Sam	ple			City	Newtown			S	tate PA	Zip Code	18940
Legal Do	escrint		Title repor									С	ounty Buck		
		rcel No.						Tav	Year 2010	RF.	Γανας	\$ 5,443		ecial Assessm	ante ¢ N/A
			Sample			Current (Owner Sa		10ai 2010	11.L.	ιακυσ	Occupant		Tena	
				0: 1	П.				N PUD						
		appraise		Simple	Leas	sehold	P	roject Type	≥ PUD			<u>ninium (HU</u>			568.00/year /Mo.
Neighbo	<u>orhood</u>	or Project	<u>t Name – Ki</u>	rkwood					Map Referen	<u>ce 379</u>	64		<u>Cen</u>	sus Tract 10	052.04
Sale Pri	ice \$	N/A		Date of S	ale N/A			Description and	d \$ amount of loa	an charge	s/conc	essions to b	e paid by selle	r N/A	
Lender/0	Client	Sampl	.e				Addres	s Sample							
Apprais	er	James	Dougherty				Addres	s 214 N P	ine Street, I	angho	rne, l	PA 1904	7		
Location			ban 🖒		an F	Rural		edominant	Single fa PRICE \$(000)	mily ho	using	_	t land use %	Lan	d use change
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Property	y value	s 🔲 Ind	reasing 🝃	Stable	[Declining		Tenant 04			200	_ Multi-farr	nily <u>2</u>	To: <u>N/A</u>	
Demand	d/suppl	v Sh	ortage	🛾 In balan	ice (Over suppl	ly 🛮 🖂	Vacant (0-5%	Pred	ominant		Commerc	cial 5		
Marketir			ider 3 mos. 🔀			Over 6 mo	- 1 —	Vac.(over 5%)			20	Other	15		
												TOUTO	13		
				-		-			nisal factors	-					
iveignbo	ornooa	poundarie	es and charact	eristics:	Bound	ea by N	ewtown	Townsnip	o iimits.						
Factors	that af	fect the m	arketability of	the proper	rties in the	: neighborl	hood (prox	kimity to emp	loyment and a	menities	, emplo	oyment sta	bility, appeal	to market, et	c.):
The su	ıbiect	is locat	ed in Kirkv	vood, an	establis	shed PU	D consis	sting of a 1	mix of detac	hed si	ngle i	family ho	mes and c	lusters of	single family
townh									tely of detac						
N. C.									t market are						
ıransp	ort, a	na empl	oyinent cer	ners are	an iocat	.eu with	ın the st	ioject mar	ket area. No	iactor	s not	eu to det	iact irom p	поретту va	iues.
					-				s related to the			-		oly, and mark	ceting time
such	as dat	a on com	oetitive proper	ties for sa	le in the ne	eighborho	od, descrij	ption of the p	revalence of sa	ales and	financ	ing conces	sions, etc.):		
						-						-		detached 3-b	edroom + sales and
															sently there are 6
															ver tax credit program
									pated that mar						
													were acceler		year's market place.
Project	Inform	ation for F	PUDs (If applic	able) Is	3 the devel	oper/build	ler in conti	rol of the Hor	ne Owners' As	sociatio	1 (HOA	\)?		∐ Yes 🖸	≤ No
Approxi	imate to	otal numbe	er of units in tl	ne subject	project		N/A	Ap	proximate tota	l numbe	r of un	its for sale	in the subject	t project	N/A
			ents and recre			N/A			•				•	' ' —	
				auonai iac	muco.	11//1					T.		Com	omo ller I or	-a1
		80' x 11	2.									opography		erally Lev	
Site area	a <u>.2</u>	21 Acre						Corner L	_ot Yes	\boxtimes No	Si	ize	Ave	rage for a	rea
Specific	zoning	g classific	ation and des	cription	R1, Re	esidentia	al				SI	hape	Rec	tangular	
			Legal 🗌					se) Illega	ıl No zoi	nina		rainage	Apr	ears adeq	uate
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niuliesi c				recent uce	. 1	Other use	(avalaia)				1 \/i				
					e (D.1.			iew			
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Val	ESTIMATED SITE VALUE				/A Comments on Cost /			site value,
	ESTIMATED REPRODUCT					• • •	A and FmHA, the estimate	
	Dwelling1,927	7_Sq. Ft. @\$	= \$		economic life of the	property): Due t	o the age of the impi	rovement(s),
Ŧ	1.070) Sq. Ft. @\$	_ = '				essary or applicable.	
COST APPROACH			_ =		and sellers do no	ot rely on this a	approach to help dete	rmine
PB(Garage/Carport 410	_ Sq. Ft. @\$	= <u></u>		pricing.			
I AP	Total Estimated Cost New	!	= \$					
.0S	Less Physi	cal Functional	External					
O	Depreciation		=\$_					
	Depreciated Value of Impi	rovements	=\$_					
	"As-is" Value of Site Impr							
	INDICATED VALUE BY CO				/A			
	ITEM	SUBJECT	COMPARABLE		COMPARABLE		COMPARABLE	
		oraisal Sample	1 Copperleaf Drive		22 Copperleaf Driv		2 Westfield Drivev	
	Address Newtown,	PA 18940	Newtown, PA 189	40	Newtown, PA 1894	40	Newtown, PA 1894	10
	Proximity to Subject		0.05 miles NE		0.08 miles SW		2.13 miles SW	
	Sales Price	\$ N/A	\$	392,500		390,000	\$	365,000
	Price/Gross Living Area	\$ \$	\$ 234.05 ⊄		\$ 202.49 \(\psi \)		\$ 199.02 ⊄	
	Data and/or		TREND/MLS # 57		TREND/MLS # 55		TREND/MLS # 57	
	Verification Source		Tax Assessor Reco		Tax Assessor Reco		Tax Assessor Reco	
	VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-)\$ Adjust.	DESCRIPTION	+(-)\$ Adjust.	DESCRIPTION	+(-)\$ Adjust.
	Sales or Financing		Conv		Conv		Conv	
	Concessions		No Seller Assist	! !	No Seller Assist		No Seller Assist	
	Date of Sale/Time		12/03/10	! !	10/22/09		01/21/11	
	Location	Average	Average	I I	Average		Average	
	Leasehold/Fee Simple	Fee Simple	Fee Simple	I I	Fee Simple		Fee Simple	
	Site	.21 Acre	.25 Acre	! ! !	.24 Acre		.20 Acre	
	View	Sports Court	Average		Average	-10,000	Average	-10,000
	Design and Appeal	Colonial/Avg	Split Level/Inf	+10,000	Colonial/Avg		Colonial/Avg	
	Quality of Construction	Good	Good	I I	Good		Good	
	Age	23 Years	21 Years		21 Years		23 Years	
	Condition	Good	Average/Good	+15,000	Average/Good	+15,000	Average	+30,000
	Above Grade	Total Bdrms Baths	Total Bdrms Baths		Total Bdrms Baths		Total Bdrms Baths	
ANALYSIS	Room Count	8 3 2.5	7 3 2.5		8 3 2.5		7 3 2.5	
ALY	Gross Living Area	1,926 Sq. Ft.	1,677 Sq. Ft.	+12,450	1,926 Sq. Ft.		1,834 Sq. Ft.	+4,600
	Basement & Finished	1,070 SQ'	576 SQ'	+5,000	1,070 SQ'		Similar Bsmt Area	
SON	Rooms Below Grade	50% Finished	Similar Finish	1 	Similar Finish		Unfinished	+5,000
ARIS	Functional Utility	Average	Average	1 I	Average		Average	
MP.	Heating/Cooling	FWA/CA	FWA/CA	I I	FWA/CA		FWA/CA	
COI	Energy Efficient Items	Standard	Standard		Standard		Standard	
ES	Garage/Carport	2 car Garage	1 car Garage	+5,000	1 car Garage	+5,000	2 car Garage	
SALI	Porch, Patio, Deck,	Deck/Patio/Sm Porch	Similar		Similar		None	+6,000
	Fireplace(s), etc.	No Fireplace	1 Fireplace	-2,000	No Fireplace		No Fireplace	
	Fence, Pool, etc.	No Pool	No Pool		No Pool		No Pool	
	Additional Features	None	None		None		None	
	Net Adj. (total)			35,450	+ - \$	10,000		35,600
	Adjusted Sales Price		Net 9.0 %		Net 2.6 %		Net 9.8 %	
	of Comparable		Gross 15.1 % \$	427,950	Gross 7.7 % \$	400,000	Gross 15.2 % \$	400,600
	Comments on Sales Com	parison (including the su	bject property's compatil	bility to the neighb	orhood, etc.): Cor	mps 1 and 2 were t	he two most recent settled	d arms-length
	comparable sales in the s					weight. Comps 3 a	and 4 were the two most r	ecent 3-bedroom
					ms of its contract were ver			
	condition to the subject.	Comps 1, 2, and 4 all had	d major component updat	es, but they were o	leemed to be inferior to th	ne subject in overa	Il modernization. Comp 3	was very
	original and in need of up	odating. \$50 a SQ' was u	tilized for the difference	in square footage.	Adjustments were applied	to reflect pertiner	nt dissimilarities and are s	upported by a
	paired sales analysis. All	sales utilized were arms-	length transactions. Beca	use it was a short s	sale, 5 Copperleaf was dis	regarded. The con	nps utilized were the best	available.
	ITEM	SUBJECT	COMPARABLE	NO. 1	COMPARABLE	NO. 2	COMPARABLE	NO. 3
	Date, Price and Data	8/22/08	No Transfers in the	-	No Transfers in the	-	No Transfers in the	-
	Source, for prior sales	\$459,000	preceding its settle	ment date	preceding its settle	ment date	preceding its settle	ment date
	within year of appraisal	TREND/Public Rec	per public records		per public records		per public records	
	Analysis of any current ag							
					arms-length transact			
	3 years. The subject	was listed for sale	on 2/14/11 for an as	king price of \$	459,900. On 3/4/11	its price was r	educed to \$449,900	,
	INDICATED VALUE BY SA	LES COMPARISON APPI	ROACH				\$	405,000
	INDICATED VALUE BY IN	COME APPROACH (if App	plicable) Estimated Ma	arket Rent \$ _	<u>N/A</u> /Mo. x G	ross Rent Multiplie	er <u>N/A</u> = \$	N/A
	This appraisal is made	🔀 "as is" 🔲 subje	ect to the repairs, alteration	ons, inspections or	conditions listed below	subject to	completion per plans & s	pecifications.
					ges of appraisal repo		sal is considered inco	omplete and
					cluded in this report			
	Final Reconciliation: All	three approaches w	ere considered. Reli	iance was place	ed on the market app	roach as indic	ator of value. Due to	the age of
	the improvement(s).	the cost approach	was not necessary or	r applicable. Si	nce residential dwel	lings in the sul	oject's market area ar	re not priced
_	and sold based upor	rental income, the	income approach is	not necessary	or applicable.			
10I	The purpose of this appra	nisal is to estimate the ma	arket value of the real pro	perty that is the su	ubject of this report, base	d on the above cor	nditions and the certificati	on, contingent
ILIA	and limiting conditions, a	nd market value definition	n that are stated in the att	ached Freddie Mad	Form 439/FNMA form 1	004B (Revised _	6-93).	
ONC					SUBJECT OF THIS REPO		03/16	/2011
RECONCILIA:	(WHICH IS THE DATE OF				\$	405,000		
æ	APPRAISER:	\			ERVISORY APPRAISER (C	NLY IF REQUIRED)): 	
	Signature \(\)	~	one des		ature .		Did	Did Not
	Name James Doughe	erty	0	Nam	е		Inspec	ct Property
	Date Report Signed 03/	/17/2011		Date	Report Signed			
	State Certification # RI		Sta		e Certification #			State
	Or State License # N/				tata Licanca #			Ctata

UNIFORM RESIDENTIAL APPRAISAL REPORT MARKET DATA ANALYSIS

These recent sales of properties are most similar and proximate to subject and have been considered in the market analysis. The description includes a dollar adjustment, reflecting market reaction to those items of significant variation between the subject and comparable properties. If a significant item in the comparable property is superior to, or more favorable than, the subject property, a minus (-) adjustment is made, thus reducing the indicated value of the subject. If a significant item in the comparable is inferior to, or less favorable than, the subject property, a plus (+) adjustment is made, thus increasing the indicated value of the subject.

	ITEM	SUBJECT	COMPARABL	E NO. 4	COMPARABL	.E NO. 5	COMPARABLE NO. 6	
	Listing App	oraisal Sample	369 Cambridge La	ne	580 Grant Street			
	Address Newtown, I		Newtown, PA 18940		Newtown, PA 189	40		
	Proximity to Subject		2.17 miles SW		1.29 miles SW			
	Sales Price	\$ N/A	\$	412,500	\$	445,000	\$	
	Price/Gross Living Area	\$	\$ 199.28 ⊄		\$ 178.00 ⊄		\$	
	Data and/or		TREND/MLS # 56	590097	TREND/MLS # 58	343370		
	Verification Sources		Tax Assessor Reco	ords	Tax Assessor Reco	ords		
	VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(−)\$ Adjust.	DESCRIPTION	+(-)\$ Adjust.	DESCRIPTION	+(-)\$ Adjust.
	Sales or Financing		Conv		Conv			
	Concessions		No Seller Assist		No Seller Assist	1		
	Date of Sale/Time		06/29/10	i !	04/15/11	Pending		
	Location	Average	Average	 	Average	 		
	Leasehold/Fee Simple	Fee Simple	Fee Simple	! !	Fee Simple	I I I		
	Site	.21 Acre	.22 Acre	10000	.21 Acre	10000		
YSIS	View	Sports Court	Average	-10,000	Average	-10,000		
ANALYSIS	Design and Appeal	Colonial/Avg	Colonial/Avg	I I	Colonial/Avg	I I		
N N	Quality of Construction	Good 23 Years	Good 23 Years		Good 21 Years	<u> </u>		
180	Age			115 000		! !		
SALES COMPARISON	Condition Above Grade	Good Total Bdrms Baths	Average/Good Total Bdrms Baths	+15,000	Good Total Bdrms Baths	: 	Total Bdrms Baths	
Š O	Room Count	8 3 2.5	7 3 2.5		7 3 2.5	<u>.</u> !	IUIAI ; DUIIIIS; BAINS	
-S -S	Gross Living Area	1,926 Sq. Ft.	2,070 Sq. Ft.	-7,200	2,500 Sq. Ft.	-28,700	Sq. Ft.	
SAL	Basement & Finished	1,920 Sq. Ft.	Similar Bsmt Area	-7,200	2,300 Sq. Ft.	-20,700	ં ગ્યા. તેન	
	Rooms Below Grade	50% Finished	Similar Finish		90% Finished	-4,000		
	Functional Utility	Average	Average	I I	Average	1,000		
	Heating/Cooling	FWA/CA	FWA/CA		FWA/CA	1		
	Energy Efficient Items	Standard	Standard	1	Standard	! !		
	Garage/Carport	2 car Garage	1 car Garage	+5,000	2 car Garage	I I		
	Porch, Patio, Deck,	Deck/Patio/Sm Porch	Deck	+2,000	Similar	 		
	Fireplace(s), etc.	No Fireplace	1 Fireplace	-2,000	1 Fireplace	-2,000		
	Fence, Pool, etc.	No Pool	No Pool		No Pool	1 1 -		
	Additional Features	None	None		None	!		
	Net Adj. (total)			2,800	+ > - \$	-44,700	+ - \$	
	Adjusted Sales Price		Net 0.7 %	415 200	Net 10.0 %	400 200	Net %	
	of Comparable Date, Price and Data	8/22/08	Gross 10.0 % \$ No Transfers in the	415,300	Gross 10.0 % \$ No Transfers in the	400,300	Gross % \$	
	Source for prior sales	\$459,000	preceding its settle		preceding its settle			
	within year of appraisal	TREND/Public Rec	per public records	ment date	per public records	anient date		
	Comments:	11021,271 40110 1000	per puone recorus		per pastie records			
S								
COMMENTS								
ಠ								

Page #5

Condition of the Improvements Addendum File No. 110078

	<u> </u>	<u> </u>	THE NO.	110070	
Borrower/Cli	ient N/A				
Property Add	dress Listing Appraisal Sample				
City	Newtown	County Bucks	State PA	Zip Code 18940	
l ender	Sample				

Positive Features:

The subject's level of maintenance is above average as it has updated siding, roof, windows, kitchen, baths, furnace, lighting, entry doors, flooring, and fresh paint. Both the front door and rear sliding door are newer and of good quality. Bay window in the dining room provides exposure to additional natural light. Newer cherrywood kitchen cabinets of average quality, granite counters, and stainless steel appliances, however, the ceramic tile floor does not match the counters and cabinets. The powder room has been updated and shows well. Both full baths have been updated, however, the hall bath has the original toilet and tub, and the master bath has the original shower and vanity, although its vanity top and sink are newer. Three newer ceiling fan fixtures in all three bedrooms. Upgraded carpeting in the master suite. Approximately half of the basement has been professionally finished.

Negative conditions:

Functional obsolescence arises due to the subject's 3-bedroom floor plan. In the subject market and price range, most buyers are looking for a 4-bedroom home, especially in a colonial design. Granor-Price, the original developer, offered the subject model as either a 3-bedroom with sitting room or a 4-bedroom with a slightly smaller master bedroom. So although the 4-bedroom version has the exact square footage as the 3-bedroom with sitting room version, the 4-bedroom version has much greater market appeal. Also, even though the subject could be converted into a 4-bedroom at a relatively reasonable costs, most buyers do not want to buy a house only to have to undertake a construction project. Especially in light of the fact that there are currently seven 4-bedroom properties of similar age, style, and quality listed for sale in Netwown Twp between \$440,000-\$499,900. External obsolescence arises as the rear of the subject site abuts the tennis courts/sports court. As a result, there is associated noise pollution. Other more minor negative conditions include the mis-matched kitchen floor, the wall paper in the stairwell and 2nd floor hall, and the semi-gloss paint in the foyer.

Reconciliation:

The general market for the subject property is a family. Because the house is clearly well maintained it has appeal to both heads of the household. However, the two biggest factors affecting its marketability are two negative conditions: only three bedrooms and it abuts the sports court. In a sellers' market the negativity of these conditions would be diminished. In the current soft buyers market, these two conditions are exacerbated. Also, although the kitchen and two full baths have been updated, because they were not entirely updated (kitchen floor) (original toilet and tub in hall bath) (original vanity cabinet and shower in master bath), the kitchen and both baths do not have the full positive effect on value and marketability that they would have if they were finished entirely. Please understand, the updated kitchen and baths add value relative to the original kitchen and bath, but at the same time their contributory value is not maximized because of the mis-matched floor and original bath fixtures. Basically, its 3-bedroom floor plan and location adjacent to the sports court are out weighing its high level of maintenance and its updating. At its current \$449,900 price, there are too many 4-bedroom alternatives with out the negative external influence of the sports court. All of the above will be reflected in the sale comparison approach.

Page #6

Extraordinary Assumptions Addendum

	E	xtraordinary As	sumptions	Addendum	File	No. 110078	
Borrower/Client	N/A						
Property Address	Listing Appraisal Sampl	e					
City	Newtown	County	Bucks	State	PA	Zip Code	18940
I ender	Sample					-	

The estimate of market value is based on the following extraordinary assumptions:

- 1) The subject property is not negatively affected by hazardous substances detrimental to environmental conditions.
- 2) The subject property does not have termite damage or any other latent defects.
- 3) All mechanical equipment is sound and in working order.
- 4) All major components of the improvement(s) are sound and in working order.
- 5) There are no code violations.
- 6) There are no encumbrances to title or undue deed restrictions.

Borrower/Client	N/A			File No. 110078
	Listing Appraisal Sampl		014.70	T: 0.1.10040
ity ender	Newtown Sample	County E	Bucks State PA	Zip Code 18940
	-	T IDENTIFICATION		
AFFRAIS	AL AND REPUR	IDENTIFICATION		
This Appraisa	Report is <u>one</u> of the follo	wing types:		
Self Co	ntained (A written repo	rt prepared under Standards Rule	2-2(a) , persuant to the Scope of Work, as disc	losed elsewhere in this report.)
⊠ Summa	• • • • • • • • • • • • • • • • • • • •	• •	2-2(b) , persuant to the Scope of Work, as disc	' '
Restric	ed Use (A written repo	rt prepared under Standards Rule he stated intended use by the spec	2-2(c) , persuant to the Scope of Work, as disc	losed elsewhere in this report,
	Testricted to t	le stated interlued use by the spec	Sineu chent of intended user.)	
Commen	ts on Standards	Rule 2-3		
I certify that, to t	e best of my knowledge and be	elief:		
	of fact contained in this report			
=	nalyses, opinions, and conclusi yses, opinions, and conclusion:		sumptions and limiting conditions and are my personal,	impartial, and unbiased
— I have no (or			subject of this report and no (or the specified) personal	interest with respect to the parties
involved.	with respect to the property th	at is the subject of this report or to the	narties involved with this assignment	
		contingent upon developing or reporting	•	
	• •	= -	oment or reporting of a predetermined value or direction	
			rrence of a subsequent event directly related to the intendrepared, in conformity with the Uniform Standards of Pr	
	•		f this report. (If more than one person signs this certifica	* *
		als did not make a personal inspection		
	ed significant real property app raisal assistance must be state		this certification. (If there are exceptions, the name of ea	ach individual providing significant
				_
Common	to on Annucical	and Danast Idantifi	action	
		and Report Identifi	cation tate mandated requirements:	
None noted	I AI TOIGIGU 133UGS TOI	juiling disclosure and any s	tate manuateu requirements.	
APPRAISER	1		SUPERVISORY APPRAISER (only in	f required):
		1		
Signature:	1 comes	Jones des	Signature:	
Name: James	Dougherty		Name:	
Date Signed: 0	3/17/2011		Date Signed:	
State Certification or State License	#: <u>RL001914L</u> #: N/A		State Certification #: or State License #:	
State: PA			State:	
Expiration Date o	Certification or License: <u>06/3</u>	0/2011	Expiration Date of Certification or License:	
Effective Date of	Annraical: 03/16/2011		Supervisory Appraiser inspection of Subject Prop	

James Dougharty Co

Page #8

			James Dougherty Co.					I age # 0
		FIRREA	/ USPAP ADDENDUM					
Borrower/Client	N/A							
Property Address	Listing Appraisal Sample							
City	Newtown	County	Bucks	State	PA	Zip Code	18940	
Lender	Sample							
Purnose	_		_					

The purpose of this appraisal is to estimate the market value of the subject property as defined in this report. The function of this appraisal is to assist the above-named Client in evaluating the subject property for marketing purposes.

Scope

The appraisal is based upon the data gathered by the Appraiser during the inspection of the subject property, its neighborhood, and the selection of comparable sales and listings in the subject's market area. Other data sources include public records and multiple listing services. All comparable sales are verified by the named source within the appraisal report. Functional, and or, external inadequacies are noted if present. The cost approach was not developed for the two following reasons: 1) buyers and sellers do not rely on the cost approach to help determine pricing and 2) due to the difficulty in estimating physical depreciation. The subject property is located in an area of primarily owner occupied residential dwellings. The income approach is not considered to be a reliable approach to value since residential dwellings in the subject's market area are not priced and sold based upon rental income. The income approach is therefore not applicable.

Intended Use / Intended User

This appraisal is intended to be used as an instrument to assist the Client market the property. The value is estimated as of the date of inspection. It is not intended to be used as a home inspection report. Your Appraiser makes no warranties as to the structural integrity of the subject property or any warranties as to the soundness of any major components. The Lender/Client as stated on page 1 of this report is the only intended user.

History of Property

Current listing information: The subject was listed for sale on 2/14/11 for an asking price of \$459,900. On 3/4/11 its price was reduced to \$449,900.

Prior sale: The subject last transferred 8/22/08 for a consideration of \$459,000 as an arms-length transaction. This is the only recorded transfer in the last 3 years.

Exposure Time / Marketing Time

3 - 6 months is the typical marketing time in the subject market area. This conclusion is based upon marketing periods of similar properties in the subject market area.

Personal (non-realty) Transfers

No personal property was included in the appraisal or valuation process.

Additional Comments

The digital photos of the subject property in this report, are original photos that were taken at the time of inspection, and have not been altered or enhanced in any way.

Any digital signature(s) affixed to this report is a digital image controlled by a personal identification number in accordance with USPAP.

The estimate of value is based upon typical terms of trade: a 6% sales commission to participating real estate agents.

Because the reported GLA in public records and MLS is often incorrect, it is estimated for the comps based on any or all of the following: assessor records, MLS, exterior inspection, appraisal files, and knowledge of the specific tract.

Geographic/market competency: The assignment requires geographic/market competency as part of the Scope of Work. I am confirming that I have spent sufficient time to gain adequate knowledge, experience and resources to communicate a credible opinion of market value for the subject property. The necessary understanding of local market conditions provides the connection between a sale and a comparable sale or a rental and a comparable rental. This opinion is based on the appraiser's full time, working knowledge of the subject's specific marketing area, including local supply and demand factors which relate to the subject's property type and its' specific location. Additionally, the appraiser's credentials include on-going formal education, analysis of current market-driven statistics, subscriptions and review of published real estate periodicals and cost manuals, and regularly networking with individuals involved in real estate transactions.

Certification Supplement

- 1. This appraisal assignment was not based on a requested minimum valuation, a specific valuation, or an approval of a loan.
- 2. My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result or the occurrence of a subsequent event.

Appraiser(s): James Dougherty

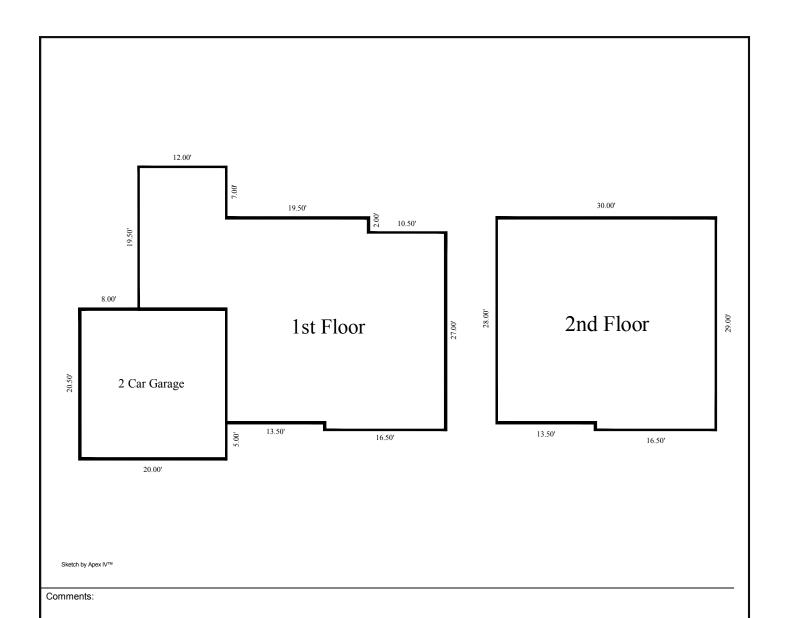
Effective date / Report date:

03/16/2011

Supervisory Appraiser(s): Effective date / Report date: ___

Building Area Addendum

Borrower/Client	N/A								
Property Address	Listing Appraisal Sample								
City	Newtown	County	Bucks	(State	PA	Zip Code	18940	
Lender	Sample								

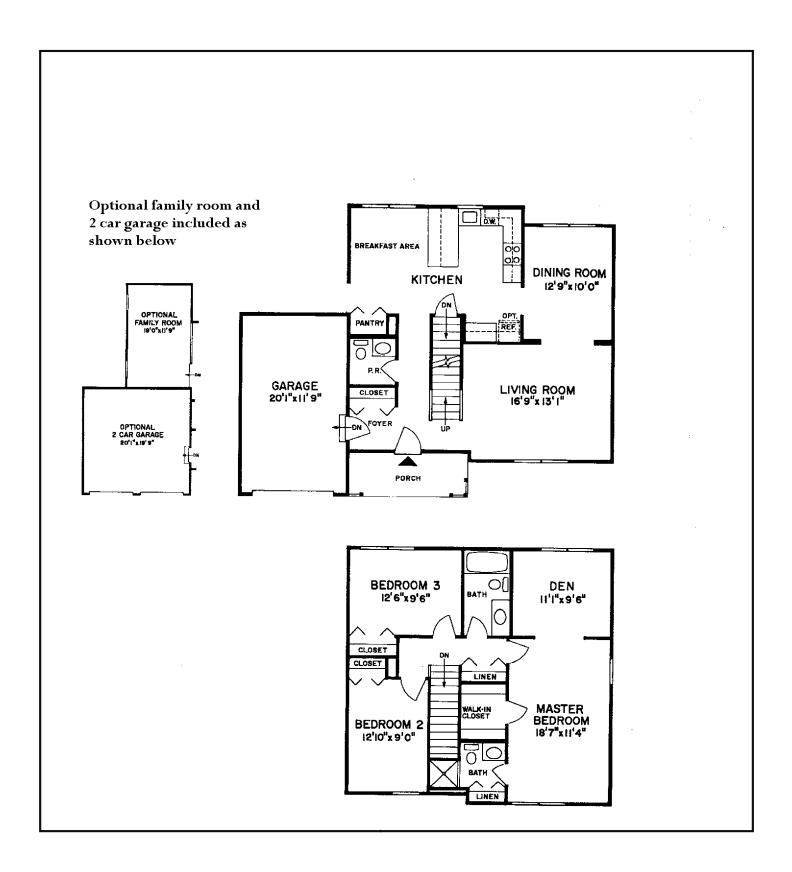


	ADEA CALCIII ATION		
0.4.	AREA CALCULATION		
Code	Description	Net Size	Net Totals
GLA1	First Floor	1069.50	1069.50
GLA2	Second Floor	856.50	856.50
GAR	Garage	410.00	410.00
Net	LIVABLE Area	(Rounded)	1926

LIVING	LIVING AREA BREAKDOWN						
Br	eakd	lown	Subtotals				
First Floor							
12.00			234.00				
16.50 13.50	x	27.00 26.00	445.50 351.00				
2.00	x	19.50	39.00				
Second Floor							
		30.00	840.00				
1.00	x	16.50	16.50				
6 Items		(Rounded) 1926				

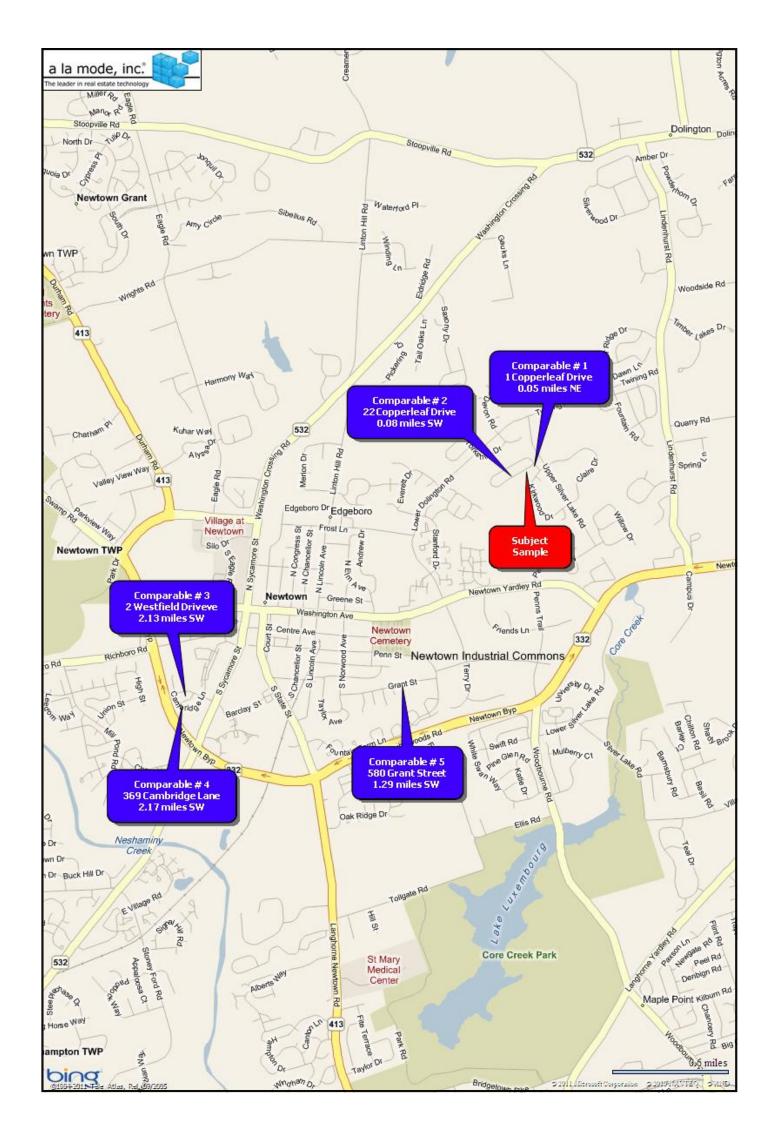
Building Sketch

Borrower/Client	N/A							
Property Address	Listing Appraisal Sample							
City	Newtown	County	Bucks	State	PA	Zip Code	18940	
Lender	Sample							



Location Map

Borrower/C	lient N/A			
Property Ac	ldress Listing Appraisal Sam	ple		
City	Newtown	County Bucks	State PA	Zip Code 18940
Lender	Sample			



Subject Photograph Addendum

Borrower/Client	N/A				
Property Address	Listing Appraisal Sample				
City	Newtown	County Bucks	State PA	Zip Code 18940	
Lender	Sample				





Front Rear

Comments: Comments:





Street Scene Street Scene

Comments: Comments:

Comparable Photos 1-3

Borrower/C	lient N/A				
Property Ad	dress Listing Appraisal Sample				
City	Newtown	County Bucks	State PA	Zip Code 18940	
Lender	Sample	·			



Comparable 1

1 Copperleaf Drive

Prox. to Subject 0.05 miles NE 392,500 Sales Price Gross Living Area 1,677 **Total Rooms** 7 **Total Bedrooms** 3 **Total Bathrooms** 2.5 Location Average View Average Site .25 Acre Quality Good Age 21 Years



Comparable 2

22 Copperleaf Drive

0.08 miles SW Prox. to Subject Sales Price 390,000 Gross Living Area 1,926 Total Rooms 8 **Total Bedrooms Total Bathrooms** 2.5 Location Average View Average Site .24 Acre Quality Good 21 Years Age



Comparable 3

2 Westfield Driveve

2.13 miles SW Prox. to Subject Sales Price 365,000 Gross Living Area 1,834 **Total Rooms Total Bedrooms** 3 **Total Bathrooms** 2.5 Location Average View Average Site .20 Acre Quality Good Age 23 Years

Comparable Photos 4-6

Borrower/C	lient N/A				
Property Ad	dress Listing Appraisal Sample				
City	Newtown	County Bucks	State PA	Zip Code 18940	
Lender	Sample	·			



Comparable 4

369 Cambridge Lane

Prox. to Subject 2.17 miles SW 412,500 Sales Price Gross Living Area 2,070 **Total Rooms** Total Bedrooms 3 **Total Bathrooms** 2.5 Location Average View Average Site .22 Acre Quality Good Age 23 Years



Comparable 5

580 Grant Street

1.29 miles SW Prox. to Subject 445,000 Sales Price Gross Living Area 2,500 Total Rooms **Total Bedrooms Total Bathrooms** 2.5 Location Average Average View Site .21 Acre Quality Good 21 Years Age

Comparable 6

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

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 considers his own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions* granted by anyone associated with the sale

* 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 judgement.

STATEMENT OF LIMITING CONDITIONS AND APPRAISER'S CERTIFICATION

CONTINGENT AND LIMITING CONDITIONS: The appraiser's certification that appears in the appraisal report is subject to the following 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. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is appraised on the basis of it being under responsible ownership.
- 2. The appraiser has provided a sketch in the appraisal report to show approximate dimensions of the improvements and the sketch is included only to assist the reader of the report 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 the appraisal report whether 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.
- 5. The appraiser has estimated the value of the land in the cost approach at its highest and best use and the improvements at their contributory value. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used.
- 6. The appraiser has noted in the appraisal report any adverse conditions (such as, needed repairs, depreciation, 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 normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property or adverse environmental conditions (including the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. 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, the appraisal report must not be considered as an environmental assessment of the property.
- 7. The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.
- 8. The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice.
- 9. 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 completion of the improvements will be performed in a workmanlike manner.
- 10. The appraiser must provide his or her prior written consent before the lender/client specified in the appraisal report can distribute the appraisal report (including conclusions about the property value, the appraiser's identity and professional designations, and references to any professional appraisal organizations or the firm with which the appraiser is associated) to anyone other than the borrower; the mortgagee or its successors and assigns; the mortgage insurer; consultants; professional appraisal organizations; any state or federally approved financial institution; or any department, agency, or instrumentality of the United States or any state or the District of Columbia; except that the lender/client may distribute the property description section of the report only to data collection or reporting service(s) without having to obtain the appraiser's prior written consent. The appraiser's written consent and approval must also be obtained before the appraisal can be conveyed by anyone to the public through advertising, public relations, news, sales, or other media.

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

- 1. I have researched the subject market area and have selected a minimum of three recent sales of properties most similar and proximate to the subject property for consideration in the sales comparison analysis and have made a dollar adjustment when appropriate to reflect the market reaction to those items of significant variation. If a significant item in a comparable property is superior to, or more favorable than, the subject property, I have made a negative adjustment to reduce the adjusted sales price of the comparable and, if a significant item in a comparable property is inferior to, or less favorable than the subject property, I have made a positive adjustment to increase the adjusted sales price of the comparable.
- 2. I have taken into consideration the factors that have an impact on value in my development of the estimate of market value in the appraisal report. I have not knowingly withheld any significant information from the appraisal report and I believe, to the best of my knowledge, that all statements and information in the appraisal report are true and correct.
- 3. I stated in the appraisal report only my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the contingent and limiting conditions specified in this form.
- 4. I have no present or prospective interest in the property that is the subject to 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 the estimate of market value in the appraisal report on the race, color, religion, sex, 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.
- 5. I have no present or contemplated future interest in the subject property, and neither my current or future employment nor my compensation for performing this appraisal is contingent on the appraised value of the property.
- 6. I was not required to report a predetermined value or direction in value that favors the cause of the client or any related party, the amount of the value estimate, the attainment of a specific result, or the occurrence of a subsequent event in order to receive my compensation and/or employment for performing the appraisal. I did not base the appraisal report on a requested minimum valuation, a specific valuation, or the need to approve a specific mortgage loan.
- 7. I performed this appraisal in conformity 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 as of the effective date of this appraisal, with the exception of the departure provision of those Standards, which does not apply. I acknowledge that an estimate of a reasonable time for exposure in the open market is a condition in the definition of market value and the estimate I developed is consistent with the marketing time noted in the neighborhood section of this report, unless I have otherwise stated in the reconciliation section.
- 8. I have personally inspected the interior and exterior areas of the subject property and the exterior of all properties listed as comparables in the appraisal report. I further certify that I have noted any apparent or known adverse conditions in the subject improvements, on the subject site, or on any site within the immediate vicinity of the subject property of which I am aware and have made adjustments for these adverse conditions in my analysis of the property value to the extent that I had market evidence to support them. I have also commented about the effect of the adverse conditions on the marketability of the subject property.
- 9. I personally prepared all conclusions and opinions about the real estate that were set forth in the appraisal report. If I relied on significant professional assistance from any individual or individuals in the performance of the appraisal or the preparation of the appraisal report, I have named such individual(s) and disclosed the specific tasks performed by them in the reconciliation section of 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 the report; therefore, if an unauthorized change is made to the appraisal report, I will take no responsibility for it.

SUPERVISORY APPRAISER'S CERTIFICATION: If a supervisory appraiser signed the appraisal report, he or she certifies and agrees that: I directly supervise the appraiser who prepared the appraisal report, have reviewed the appraisal report, agree with the statements and conclusions of the appraiser, agree to be bound by the appraiser's certifications numbered 4 through 7 above, and am taking full responsibility for the appraisal and the appraisal report.

ADDRESS OF PROPERTY APPRAISED: Listing Appraisal Sa	mple, Newtown, PA 18940
APPRAISER:	SUPERVISORY APPRAISER (only if required):
Signature:	Signature:
Name: James Dougherty	Name:
Date Signed: 03/17/2011	Date Signed:
State Certification #: RL001914L	State Certification #:
or State License #: N/A	or State License #:
State: PA	State:
Expiration Date of Certification or License: 06/30/2011	Expiration Date of Certification or License:
	☐ Did ☐ Did Not Inspect Property

Additional Appraiser's Certification

Borrower/Clie	ent N/A		File No.	110078
Property Add	lress Listing Appraisal Sample			
City	Newtown	County Bucks	State PA	Zip Code 18940
Lender	Sample			

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

- 1) The statements of fact contained in this report are true and correct.
- 2) The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- 3) I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- 4) I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- 5) My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 6) My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- 7) 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 & Standards of Professional Appraisal Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice.
- 8) The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- 9) I have made a personal inspection of the property that is the subject of this report.
- 10) No one provided significant real property appraisal assistance to the person signing this certification.
- 11) As of the date of the report, I have completed the Standards and Ethics Education Requirements of the Appraisal Institute for Associate Members.

APPRAISER:
Signature:
Name: James Dougherty
Date Signed: 03/17/2011
State Certification #: RL001914L
or State License #: N/A
State: PA
Expiration Date of Certification or License: 06/30/2011

SUPERVISORY APPRAISER (only if required):

Signature:							
Name:							
Date Signed:							
State Certification #:							
or State License #:							
State:							
Expiration Date of Certification or License:							
Did Did Not Inspect Property							

Copy of Appraiser's PA State Certification

Borrower/Cli	ent N/A							
Property Add	lress Listing Appraisal Sample							
City	Newtown	County	Bucks	State	PA	Zip Code	18940	
Lender	Sample							

