



BOV

Broker's Opinion of Value

Income and Sales Approach

Subject Property Address

2060 E. Lambert Road La habra CA 90631

Order Information

| | | | |
|------------------------|------------|--------------------|------------|
| BOV Type | Interior | Reference | |
| Work Order ID | 3709949 | Project | |
| Inspection Date | 03/09/2015 | Ordered By | |
| Borrower | | Order Date | 03/04/2015 |
| Loan | 30300323 | Report Date | 03/09/2015 |



Subject Property Price Estimate

| | |
|--------------------------------|-----------|
| Sales Comparison Price | \$642,000 |
| Income Approach Price | \$660,000 |
| Reconciled Market Price | \$650,000 |

Broker's Opinion of Market Trend



INCREASING
5 % ANNUALLY

Overview

Based upon an inspection conducted on 03/09/2015 the subject property was found to be in avg-good condition. The retail property has a total of 3210 square feet and is approximately 35 years old. The subject is located in a commercial location. The reconciled market price was concluded to be \$650,000.

QC Conclusion

Comps selected were considered the best available within the subject market. Subject consists of an auto repair business and upholstery shop. Rent roll provided shows only income from the upholstery business. The building as a whole is estimated at \$17.50/SF as a market rental rate for use and location.

This is a Broker's Opinion of Value, which is an opinion of value created by a licensed real estate broker or agent, not an appraiser. Analysis was not completed in accordance with Uniform Standards of Professional Appraisal Practice, which require evaluators to act as impartial third parties with objectivity and without personal interest.

2060 E. Lambert Road La habra CA 90631

| | |
|-----------------------------|------------------------------|
| Borrower | Work Order ID 3709949 |
| Loan Number 30300323 | Reference |

Subject Property Information

| | | | |
|--|---|---|----------------|
| Date of Inspection | 03/09/2015 | Ownership of the Property (Name) | |
| County | Orange | Assessor Parcel # | 296-352-03 |
| Legal Description | S TWP 3 RGE 10 SEC 10 SEC 10 T 3 R 10 POR SW1/4 | | |
| Property Type | Retail | | |
| Year Built | 1980 | Site Size | 0.15 |
| Above Grade SF | 3,210 | Below Grade SF | 0 |
| Assessor Land Value | | Assessment Date | |
| Assessor Improvement Value | | Annual Taxes | \$3,640 |
| Assessor Total Value | \$0 | Past Due Taxes | \$0 |
| Zoning Type | Commercial | Special or Non-Conforming Use | Not Applicable |
| Discuss Current, Future or Past Use (Highest and Best Use) | | | |
| Subject is currently used as an auto-repair facility; future use would be a similar concept. | | | |
| Business Name of Tenants | | | |
| Pazzulla Automotive/Upholstery. | | | |

Subject Sale / Listing History

| | | | |
|--------------------------------|----|-----------------------------|--|
| Currently for Sale | No | Listing Agent Number | |
| Last Sale Date | | Listing Agent Name | |
| Last Sale Price | | Original List Price | |
| Current Sale Type | | Current List Price | |
| Sale / Listing Comments | | | |
| None noted. | | | |

Broker's Opinion of Subject's Neighborhood

| | | | |
|---|--------|---|------------|
| Source of Data | County | Neighborhood Type | Commercial |
| New Construction | No | Apparent Occupancy Level in Neighborhood (%) | 94 |
| Population of Subject's City | 61,653 | Population Trend | Increasing |
| Discuss Overall Neighborhood Appearance and Maintenance | | | |
| Subject is located in a mixed use area; there are large shipping facilities, office and schools in the area. | | | |
| Discuss Any Risk of Vandalism in the Neighborhood | | | |
| Medium risk area due to industrial properties and railroad tracks in the area. | | | |
| Discuss Any New Construction in the Neighborhood | | | |
| None observed. | | | |
| Discuss Any Nuisances in the Neighborhood (Railroads, Waste Facilities, Powerlines, Airports, etc.) | | | |
| Railroad tracks border the subject to the south. | | | |
| Discuss Any Notable Land Uses in the Area (i.e. University, Military Base, Theme Park, Large Public Parks, Regional Shopping, Waterfront, Recreational Opportunities, Major Employers, etc.) | | | |
| Large distribution/shipping facility one block west of subject. High school in the area as well. | | | |
| Discuss Access to Local Amenities | | | |
| Easy access to local amenities. | | | |

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Borrower

Loan Number 30300323

Work Order ID 3709949

Reference

Broker's Opinion of Subject's Location

Subject Location Interior **Local Traffic Volume** Medium

Discuss Subject's Access to Major Transportation Arteries

Subject is located at a major intersection; with highway access 2 blocks to the South.

Proximity to Nearest Major City (if population is less than 50,000) 1

Proximity to Residential Area (miles) 1

Proximity to Employment Centers (miles) 1

Discuss Subject's Street Appeal

Typical appeal for location and use.

Discuss Any Challenges in Accessing Subject Property

None noted.

Discuss Subject's Visibility

Medium visibility due to being setback on the lot.

Discuss Subject's Signage

Easily visible signage.

Describe Land Use Directly North

Industrial/office use.

Describe Land Use Directly South

Railroad tracks.

Describe Land Use Directly East

Office use.

Describe Land Use Directly West

Retail/office use.

Broker's Opinion of Subject's Site

Site Shape Rectangular **Site Area** 0.15

Topography Flat **Site Improvements** No

Frontage (feet) 100 **Site Highest & Best Use** Current Use

Site Comments

Subject is currently at its highest and best use. Bordered to the South by active railroad tracks.

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| | |
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Broker's Opinion of Subject's Exterior Condition

| | |
|---|---|
| Construction Type | Frame & Masonry |
| Describe Quality of Subject's Construction Decent quality; typical for use. | |
| Number of Floors | 2 |
| Discuss Any Recent Capital Improvements None noted. | |
| Discuss Any Deferred Maintenance Items None noted at time of inspection. | |
| Estimated Cost to Repair Damage or Deferred Maintenance | \$0 |
| Discuss Condition of Landscaping Minimal landscaping onsite. | |
| Number of Outdoor Parking Spaces 8 | Number of Covered Parking Spaces 6 |
| Discuss the Condition of the Subject's Parking Storage parking available. | |

Broker's Opinion of Subject's Interior Condition

| | |
|---|-------|
| Number of Elevators | |
| Ceiling Height | 20 ft |
| Discuss Overall Interior of the Subject Property Well maintained, functioning auto-repair shop. | |

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Sales Price Comparison

| | Subject | Sale 1 | Sale 2 | Sale 3 | Listing 1 | Listing 2 | Listing 3 |
|-------------------------------------|---------------------------------|---------------|----------------|-----------------|-----------------|---------------|--------------|
| Data Source | County | CoStar | CoStar | CoStar | CoStar | CoStar | CoStar |
| Address | 2060 E. Lambert R1 S Highland A | Santa Gertrud | 39 N Harbor Bl | 0 W Whittier Bl | 1 W Whittier Bl | 514 Telegraph | |
| City | La habra | Fullerton | Whittier | La Habra | La Habra | La Habra | Whittier |
| State | CA | CA | CA | CA | CA | CA | CA |
| Zip | 90631 | 92832 | 90604 | 90631 | 90631 | 90631 | 90605 |
| County | Orange | Orange | Orange | Orange | Orange | Orange | Orange |
| Property Type | Retail | Retail | Retail | Retail | Retail | Retail | Retail |
| Type of Business | Auto Repair | Auto repair | Auto Repair | Auto Repair | Auto Repair | Auto Repair | Auto Repair |
| Proximity (miles) | | 3.94 | 4.06 | 0.92 | 1.76 | 2.11 | 6.99 |
| Above Grade SF | 3,210 | 3,500 | 2,852 | 3,525 | 3,425 | 16,400 | 2,472 |
| Below Grade SF | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Square Feet | 3,210 | 3,500 | 2,852 | 3,525 | 3,425 | 16,400 | 2,472 |
| Condition | Avg-Good | Avg-Good | Avg-Good | Average | Avg-Good | Avg-Good | Avg-Good |
| Site Size | 0.15 | 0.33 | 0.38 | 1.7 | 0.24 | 1.13 | 0.15 |
| Year Built | 1980 | 1955 | 1987 | 1963 | 1962 | 1972 | 1987 |
| Number of Units | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Number of Stories | 2 | 1 | 1 | 1 | 1 | 1 | 1 |
| Parking Spaces | 8 | 6 | 10 | 10 | 6 | 30 | 6 |
| Construction Type | Frame & | Block | Block | Block | Frame & | Frame & | Block |
| Area | Commercial | Suburban | Suburban | Suburban | Suburban | Suburban | Suburban |
| Visibility | High | High | High | Medium | Medium | High | Medium |
| Assessor's Parcel Number | 296-352-03 | 032-171-20 | 8229-024-005 | 022-324-24 | 022-013-04 | 300-012-22 | 8029-002-036 |
| Assessor's Land Value | | | | | | | |
| Assessor's Improvement Value | | | | | | | |
| Assessor's Total Value | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Assessment Date | | | | | | | |
| Current List Price | | | | | \$689,000 | \$3,350,000 | \$475,000 |
| Original List Price | | \$850,000 | \$695,000 | | \$699,000 | \$3,350,000 | \$475,000 |
| Original List Date | | | | | 04/15/2014 | 10/10/2014 | 12/15/2014 |
| Days on Market | | | | | 328 | 150 | 84 |
| Sale Price | | \$680,000 | \$675,000 | \$472,500 | | | |
| Sale Date | | 10/03/2014 | 09/03/2014 | 02/12/2014 | | | |
| Price Per SF | \$202 | \$194 | \$236 | \$134 | \$201 | \$204 | \$192 |
| Price Per Unit | \$650,000 | \$680,000 | \$675,000 | \$472,500 | \$689,000 | \$3,350,000 | \$475,000 |

Sales Price Comparison Estimate "As Is" \$642,000

Sales Price Comparison Discussion

Based on most recent and relevant comps with similar use to the subject.

Borrower
Loan Number 30300323

Work Order ID 3709949
Reference

Comments Regarding Comparability of Sales and Listings to Subject

Sale 1 **Inferior** **Similar** **Superior**

Similar in size, location and property use.

Sale 2 **Inferior** **Similar** **Superior**

Slightly smaller in SF; similar in age/condition, location and use.

Sale 3 **Inferior** **Similar** **Superior**

Similar in SF, location and use; older construction.

Listing 1 **Inferior** **Similar** **Superior**

Similar in size, location and use; older construction.

Listing 2 **Inferior** **Similar** **Superior**

Superior in size; used to show the baseline \$/SF for auto repair uses in the area.

Listing 3 **Inferior** **Similar** **Superior**

Smaller in size; similar in age/condition, location and use.

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| | |
|-----------------------------|------------------------------|
| Borrower | Work Order ID 3709949 |
| Loan Number 30300323 | Reference |

Income Approach

| | Subject | Sale 1 | Sale 2 | Sale 3 | Listing 1 | Listing 2 | Listing 3 |
|---------------------------------|----------------|---------------|---------------|---------------|------------------|------------------|------------------|
| Above Grade Price Per SF | \$17.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Below Grade Price Per SF | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Annual Rents / SF | \$56,175 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Rent Type | | | | | | | |
| Other Income | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Potential Gross Income | \$56,175 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Vacancy % | 6 | 6 | 6 | 6 | 6 | 6 | 6 |
| Effective Gross Income | \$52,804 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Net Operating Income | \$52,804 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cap. Rate | 8.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |

| | |
|---------------------------------------|-----------|
| Income Approach Price Estimate | \$660,000 |
|---------------------------------------|-----------|

Income Approach Discussion

Based on local market rental rate along with CAP rate research conducted from most recent comps of similar property types to the subject.

2060 E. Lambert Road La habra CA 90631

Borrower

Work Order ID

3709949

Loan Number 30300323

Reference

Conclusion Questions

Discrepancies Between Approaches

Both approaches yielded a similar result.

Public Records Discrepancies

NA

Subject Sale History Discrepancies

nA

Reconciliation and Final Conclusion Summary

Based on most recent sold comps with equal consideration given to income approach.

Subject Reconciled Market Price Estimate "As Is"

\$650,000

Analyst Conclusions / Comments

Comps selected were considered the best available within the subject market. Subject consists of an auto repair business and upholstery shop. Rent roll provided shows only income from the upholstery business. The building as a whole is estimated at \$17.50/SF as a market rental rate for use and location.

2060 E. Lambert Road, La habra CA 90631

BORROWER

WORK ORDER 3709949

LOAN 30300323

REFERENCE

NOTES ADDENDUM

SUBJECT SECTION

Additional comments for Subject Property

Subject is a welcome improvement for the area; subject business appears to work on high end classic cars.

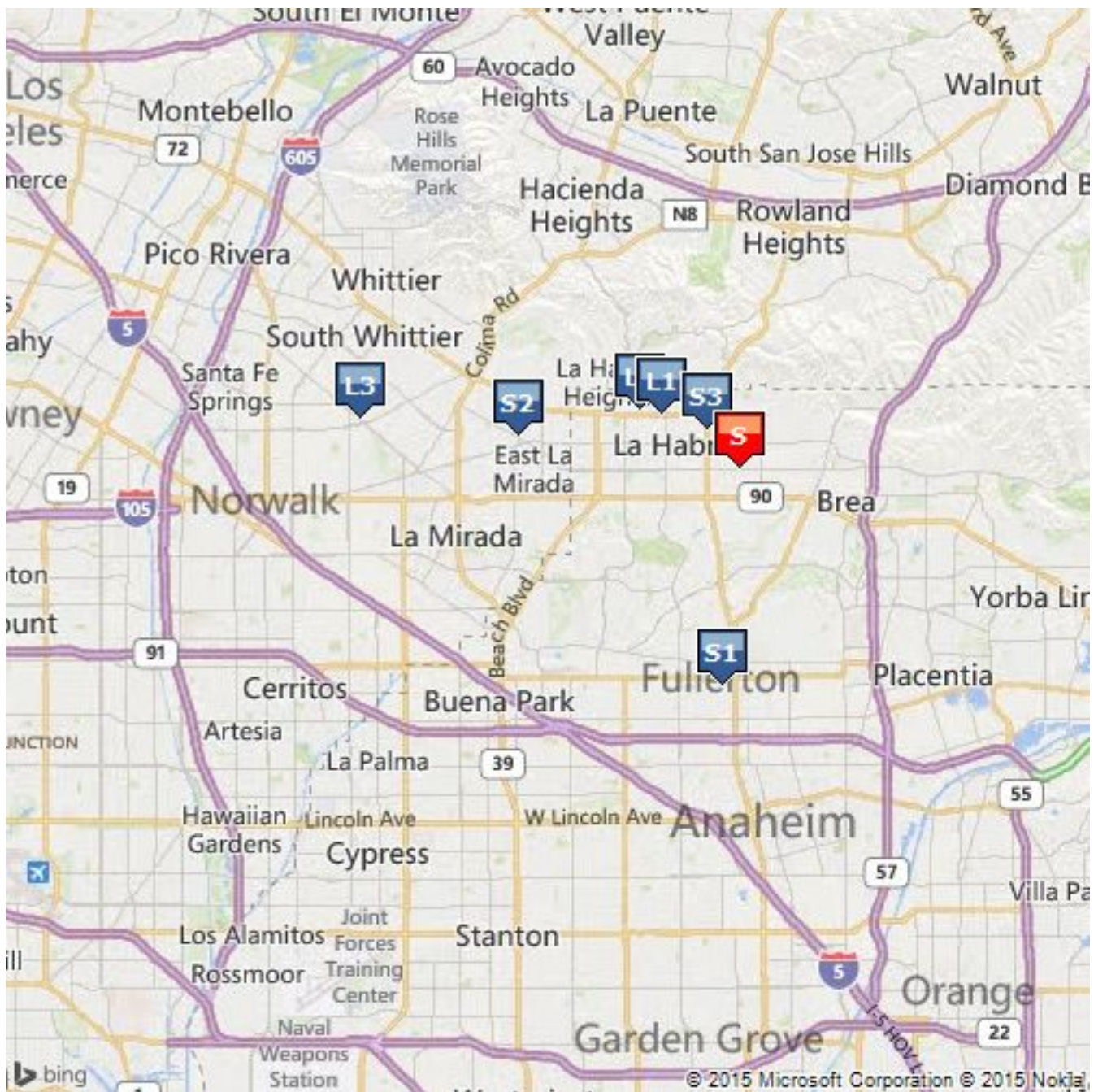
2060 E. Lambert Road, La Habra CA 90631

BORROWER

WORK ORDER 3709949

LOAN 30300323

REFERENCE



(S) SUBJECT - 2060 E. Lambert Road

S1) COMP SALE 1 - 321 S Highland Ave (Calculated distance: 3.94 miles)

S2) COMP SALE 2 - 11006 Santa Gertrudes Ave (Calculated distance: 4.06 miles)

S3) COMP SALE 3 - 339 N Harbor Blvd (Calculated distance: 0.92 miles)

L1) COMP LIST 1 - 240 W Whittier Blvd (Calculated distance: 1.76 miles)

L2) COMP LIST 2 - 731 W Whittier Blvd (Calculated distance: 2.11 miles)

L3) COMP LIST 3 - 13514 Telegraph Rd (Calculated distance: 6.99 miles)

2060 E. Lambert Road, La habra CA 90631

BORROWER
LOAN 30300323

WORK ORDER 3709949
REFERENCE

SUBJECT FRONT VIEW



Photo taken on 03/08/2015.

SUBJECT SIDE VIEW



SUBJECT NEIGHBORHOOD VIEW



2060 E. Lambert Road, La habra CA 90631

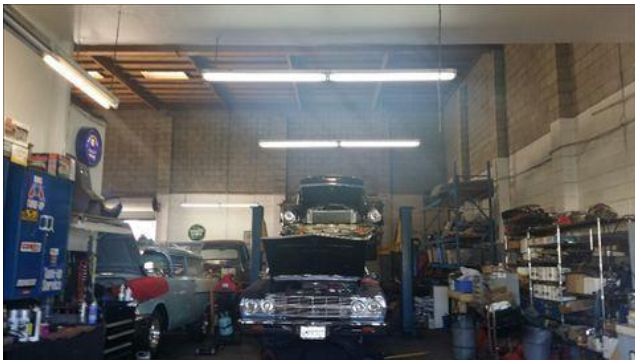
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REFERENCE

SUBJECT ADDRESS VERIFICATION



SUBJECT INTERIOR VIEW



SUBJECT INTERIOR VIEW



2060 E. Lambert Road, La habra CA 90631

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LOAN 30300323

WORK ORDER 3709949
REFERENCE

SUBJECT INTERIOR VIEW



SUBJECT INTERIOR VIEW



SUBJECT INTERIOR VIEW



2060 E. Lambert Road, La Habra CA 90631

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COMP SALE 1 FRONT VIEW



COMP SALE 2 FRONT VIEW



COMP SALE 3 FRONT VIEW



2060 E. Lambert Road, La habra CA 90631

BORROWER
LOAN 30300323

WORK ORDER 3709949
REFERENCE

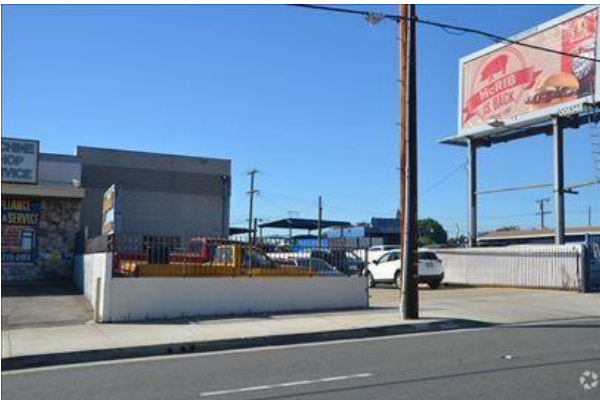
COMP LISTING 1 FRONT VIEW



COMP LISTING 2 FRONT VIEW



COMP LISTING 3 FRONT VIEW



301 N Anaheim Blvd



Location: **North County Cluster**
North/East Anaheim Submarket
Orange County
Anaheim, CA 92805

Building Type: **Retail/Auto Repair**
 Bldg Status: **Built 1939**
 Building Size: **6,000 SF**
 Typical Floor Size: **6,000 SF**
 Stories: **1**
 Land Area: **0.44 AC**
 Total Avail: **1,700 SF**
 % Leased: **71.7%**
 Total Spaces Avail: **1**
 Smallest Space: **1,700 SF**
 Bldg Vacant: **1700**

Developer: -
 Management: -
 Recorded Owner: **Uptown Anaheim LLC**
 Expenses: **2014 Tax @ \$0.71/sf**

Parcel Number: **035-102-12**

Street Frontage: **193 feet on Cypress St**
98 feet on Anaheim Blvd

Parking: **10 free Surface Spaces are available; Ratio of 1.67/1,000 SF**

| Floor | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Svs | Occupancy | Term | Type |
|-----------------|----------|--------------|-------------|------------------|-----------|---------|--------|
| P 1st / Suite B | 1,700 | 1,700 | 1,700 | \$13.56/nnn | Vacant | 1-5 yrs | Direct |

510-516 Gilbert St



Location: **North County Cluster
Fullerton Submarket
Orange County
Fullerton, CA 92833**

Building Type: **Retail/Auto Repair (Strip Center)**
Bldg Status: **Built 1985**

Building Size: **6,167 SF**
Typical Floor Size: **6,167 SF**
Stories: **1**
Land Area: **0.66 AC**

Developer: -
Management: -
Recorded Owner: **Liberio James J Trust**
Expenses: **2008 Tax @ \$5.03/sf**

Total Avail: **2,160 SF**
% Leased: **65.0%**
Total Spaces Avail: **1**
Smallest Space: **2,160 SF**
Bldg Vacant: **2160**

Parcel Number: **030-150-31**

Street Frontage: **93 feet on Raymer Ave(with 1 curb cut)**

Parking: **20 free Surface Spaces are available; Ratio of 3.24/1,000 SF**

| Floor | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Svs | Occupancy | Term | Type |
|-----------------|----------|--------------|-------------|------------------|-----------|--------|--------|
| P 1st / Suite 1 | 2,160 | 2,160 | 2,160 | \$11.04/nnn | Vacant | 36 yrs | Direct |

Automotive Repair Center with 10 tenants all automotive repair 3 Buildings totaling 25,000 sq ft. Monument sign on Gilbert. NNN Charges are \$0.33 Total Rent \$1.25 per ft. Great location in Fullerton with lots of business properties to draw from and close to residential to draw from also.

7901 Greenleaf Ave - Jack's Whittier Tire



Location: **Jack's Whittier Tire**
Southeast Los Angeles Cluster
Southeast Los Angeles Submarket
Los Angeles County
Whittier, CA 90602

Building Type: **Retail/Auto Repair**
 Bldg Status: **Built 1946**
 Building Size: **5,615 SF**
 Typical Floor Size: **5,615 SF**
 Stories: **1**
 Land Area: **0.35 AC**
 Total Avail: **880 SF**
 % Leased: **84.3%**
 Total Spaces Avail: **1**
 Smallest Space: **880 SF**
 Bldg Vacant: **880**

Developer: -
 Management: -
 Recorded Owner: **Gregory A Williams Trust**
 Expenses: **2014 Tax @ \$1.72/sf**

Parcel Number: **8141-027-028**

Street Frontage: **111 feet on Greenleaf Ave(with 1 curb cut)**
 Parking: **8 Surface Spaces are available; Ratio of 1.42/1,000 SF**

| Floor | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Svs | Occupancy | Term | Type |
|-------|----------|--------------|-------------|------------------|-----------|------------|--------|
| P 1st | 880 | 880 | 880 | \$17.04/mg | Vacant | Negotiable | Direct |

Highlights Street Frontage Adjacent to the Historical "Uptown Whittier District" Description A street front space on "Greenleaf Blvd" just below the historic "Uptown District". Suitable for any commercial and /or office use. Check with the City of Whittier regarding your specific use. Call broker to tour - Do not disturb other tenants. Lessee will pay utilities. On Greenleaf Ave in Whittier above Comstock Street. Thomas Guide 707-C1

Building Notes

Property Description: Auto Repair/Service

230 E La Habra Blvd



Location: **North County Cluster
Brea/La Habra Submarket
Orange County
La Habra, CA 90631**

Building Type: **Retail/Auto Repair**
 Bldg Status: **Built 1976**
 Building Size: **8,789 SF**
 Typical Floor Size: **8,789 SF**
 Stories: **1**
 Land Area: **0.33 AC**
 Total Avail: **1,366 SF**
 % Leased: **84.5%**
 Total Spaces Avail: **1**
 Smallest Space: **1,366 SF**
 Bldg Vacant: **1366**

Developer: -
 Management: -
 Recorded Owner: **Maria T Sensi**
 Expenses: **2014 Tax @ \$0.46/sf**

Parcel Number: **022-172-32**

Amenities: **Bus Line, Signage**

Street Frontage: **87 feet on La Habra Blvd(with 1 curb cut)**

Parking: **12 free Surface Spaces are available; Ratio of 1.37/1,000 SF**

| Floor | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Svs | Occupancy | Term | Type |
|-------|----------|--------------|-------------|------------------|-----------|------------|--------|
| P 1st | 1,366 | 1,366 | 1,366 | \$13.20/mg | Vacant | Negotiable | Direct |

1200 W La Habra Blvd



Location: **North County Cluster
Brea/La Habra Submarket
Orange County
La Habra, CA 90631**

Building Type: **Retail/Auto Repair**
 Bldg Status: **Built 1988**
 Building Size: **1,937 SF**
 Typical Floor Size: **1,937 SF**
 Stories: **1**
 Land Area: **0.39 AC**
 Total Avail: **1,937 SF**
 % Leased: **100%**
 Total Spaces Avail: **1**
 Smallest Space: **1,937 SF**
 Bldg Vacant: **-**

Developer: -
 Management: -
 Recorded Owner: **Us Small Business Admn**

Expenses: **2014 Tax @ \$4.18/sf**

Parcel Number: **018-102-16**

Amenities: **Bus Line, Signage**

Street Frontage: **114 feet on W La Habra Blvd
147 feet on S Idaho St**

Parking: **16 free Surface Spaces are available; Ratio of 8.26/1,000 SF**

| Floor | SF Avail | Floor Contig | Bldg Contig | Rent/SF/Yr + Svs | Occupancy | Term | Type |
|-------|----------|--------------|-------------|------------------|------------|---------|--------|
| P 1st | 1,937 | 1,937 | 1,937 | \$58.80/nnn | Negotiable | 1-5 yrs | Direct |

Currently operating as a Valvoline station. Potential retail or restaurant conversion.