

EASTERN SAVINGS BANK

51/AM/1

INTERNAL MEMO

Name: Vincent and Patricia Firth

Asset Management/Collections

ESB Value Estimate: \$670,000 "as is"

To: Terry Brown

Date: 11/10/2004

From: Kevin Smith

5/31/11/09

Property Address: 3 Aster Court City: Medford State: NJ

Property Type: Custom quality single-family dwelling.

BPO Ordered by: ESB BPO Company: Realty Executives

Date of BPO: ~~11/9/2004~~ ESB Property Inspection Type: Desk**Risk/Due Diligence Report:**

Updated value based on desk review and additional research through MLS. I have not spoken to the BPO agent. I was not able to see the images sent by the BPO agent.

Status of the Subject Property:

The subject appears to be owner occupied. It is not listed for sale and there is no known pending contract. There are the beginning signs of deferred maintenance on the houses exterior and overgrown landscaping.

Market Summary:

The subject's market remains stable since the last valuation update of 7/2/2003. There are only three homes available in the subject's immediate market area for sale and its estimated that only one of them is corporate owned. Small yearly association fee of \$485 noted for common area maintenance. Would recommend checking the status of account.

Two of the sales are located in close proximity to the subject and closed in the summer of 2004. They are both newer than the subject. Our records show that the subject is 4,094 square feet in size the BPO states the size is 3,507 square feet. The difference of 587 sf is significant.

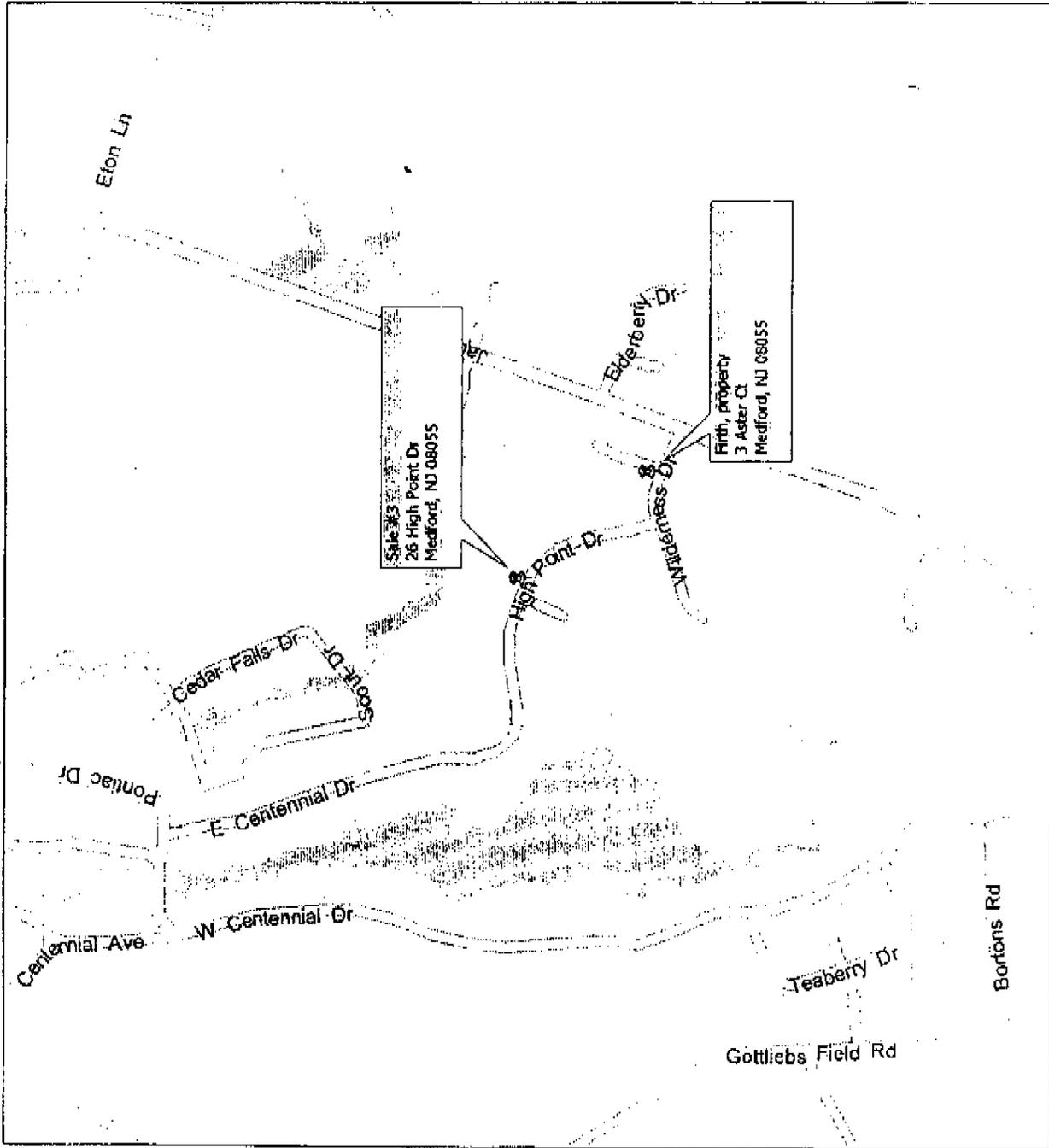
A major positive to this property when originated was its good condition. That feature is starting to diminish and for the first time the ESB value is lowered from \$680,000 to the BPO's concluded value of \$670,000. If the subject were in better condition there would be some appreciation and potential upside to \$700,000 especially considering the lack of current inventory in the immediate neighborhood. Market dynamics have not eroded and remain stable.

Updated Value:

After reviewing the BPO I recommend concluding an ESB value of \$670,000 "as is" assuming that the interior is in reasonable condition. The roof should not be an issue at this point since it is 13 years old. Interior finishes and appliances if not already replaced are nearing the end of their physical lives.

EXHIBIT "B"

Firth-sfr-great-condition-custom-home-v-2.doc



Copyright © 1988-2003 Microsoft Corp. and/or its suppliers. All rights reserved. <http://www.microsoft.com/streets>
© Copyright 2002 by Geographic Data Technology, Inc. All rights reserved. © 2002 Navigation Technologies. All rights reserved. This data includes information taken with permission from Canadian authorities © 1981-2002 Government of Canada
(Statistics Canada and/or Geomatics Canada), all rights reserved.



"Phyllis Hoffman"
<phyllis.hoffman@comcast.net>

To: <appgroup@easternsavingsbank.com>
cc:
Subject: Exterior BPO; 3 Aster Ct, Medford, NJ

F.H.

11/09/2004 05:14 PM

Attached is an exterior market analysis as requested by Kelly Brown along with a few photos for your review.

Should you have any questions, please call.

Phyllis Hoffman
Realty Executives
856-629-3189 Direct phone & Autofax
856-404-2200 mobile



FannieMaeBPO.doc



3 Aster Court front.jpg



3 Aster Ct left.jpg



3 Aster Ct right.jpg



3 Aster ct twd culdesac.jpg

RESIDENTIAL BROKER PRICE OPINION

REQ #: TBD This BPO is the Initial 2nd Opinion Updated Exterior Only DATE 11/9/2004
 PROPERTY ADDRESS: 3 ASTER COURT SALES REPRESENTATIVE:
MEDFORD, NJ 08055-3813 CLIENT NAME: EASTERN SAVINGS BANK
 FIRM NAME: REALTY EXECUTIVES COMPLETED BY: PHYLLIS HOFFMAN
 PHONE NO.: 856-404-2200 MOBILE FAX NO. 856-829-3188 PHONE & AUTOFAX

I. GENERAL MARKET CONDITIONS

Current market condition: Depressed Slow Stable Improving Excellent
 Employment conditions: Declining Stable Increasing
 Market price of this type property has: Decreased _____ % in past _____ months
 Increased _____ % in past _____ months
 Remained stable
 Estimated percentages of owner vs. tenants in neighborhood: _____ 100 % owner occupant _____ 0 % tenant
 There is a Normal supply oversupply shortage of comparable listings in the neighborhood
 Approximate number of comparable units for sale in neighborhood: 2
 No. of competing listings in neighborhood that are REO or Corporate owned: 1
 No. of boarded or blocked-up homes: 0

II. SUBJECT MARKETABILITY

Range of values in the neighborhood is \$ 584,000 to \$ 800,000
 The subject is an over improvement under improvement Appropriate improvement for the neighborhood.
 Normal marketing time in the area is: 120 days.
 Are all types of financing available for the property? Yes No If no, explain _____
 Has the property been on the market in the last 12 months? Yes No If yes, \$ _____ list price (include MLS printout)
 To the best of your knowledge, why did it not sell? _____
 Unit Type: single family detached condo co-op mobile home
 single family attached townhouse modular
 If condo or other association exists: Fee \$ 485 monthly annually Current? Yes No Fee delinquent? \$ unk
 The fee includes: Insurance Landscape Pool Tennis Other Com. area maint
 Association Contact: Name: Called & left msg; response pending. Phone No.: _____

III. COMPETITIVE CLOSED SALES							
ITEM	SUBJECT	COMPARABLE NUMBER 1		COMPARABLE NUMBER 2		COMPARABLE NUMBER 3	
Address	3 ASTER COURT	18 MAGNOLIA CT		28 HIGH POINT DR		24 HIGH POINT DR	
Proximity to Subject		3.82 REO/Corp <input type="checkbox"/>		.29 REO/Corp <input type="checkbox"/>		.30 REO/Corp <input type="checkbox"/>	
Sale Price	\$	\$ 712,000		\$ 799,900		\$ 705,000	
Price/Gross Living Area	\$ Sq. Ft.	\$ 183 Sq. Ft.		\$ 152 Sq. Ft.		\$ 166 Sq. Ft.	
Sale Date & Days on Market		9/10/04		6/17/04		7/15/04	
VALUE ADJUSTMENT:	DESCRIPTION	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment	DESCRIPTION	+(-) Adjustment
Sales or Financing Concessions		None	0	None	0	None	0
Location	Dist Suburban	Dist Suburb	0	Dist suburb	0	Dist Suburb	0
Leasehold/Fee Simple	Fee	Fee	0	Fee	0	Fee	0
Site	1.44ac lot**	1.49 ac lot**	0	4.17 ac lot**	-25,000	2.94 IR lot**	-12,500
View	woods/side str	woods/side st	0	woods/side st	0	woods/side st	0
Design and Appeal	Colonial; good	Traditional/Gd	0	Contemp/Gd	0	Colonial/Gd	0
Quality of Construction	good	good	0	good	0	good	0
Age	13	5	-17,088	8	-9,599	8	-10,575
Condition	Good	Excel	-9,550	Excel	-9,550	Excel	-9,550
Above Grade	%	sqm	Bare	Total	sqm	Bare	Total
Room Count	12	4	2.5	12	4	4	-4,500
Gross Living Area	3507 Sq. Ft.	3,887 Sq. Ft.	-6,954	5,266 Sq. Ft.	-12673	4,256 Sq. Ft.	-1,243
Basement & Finished Rooms Below Grade	Full; none	Full; none	0	Full; none	0	Full; none	0
Functional Utility	good	good	0	good	0	good	0
Heating/Cooling	Gas;C/A	Gas;C/A	0	Gas;C/A	0	Gas;C/A	0
Energy Efficient Items	Unk	Unk	0	Unk	0	Unk	0
Garage/Carport	3 att	3 att	0	3 att	0	3 att	0
Porches, Patio, Deck Fireplaces, etc.	16'x21'deck; 2-2sty FP	deck;2FP	+4500	deck,brickFP	+6500	deck,2FP	+4500
Fence, Pool, etc.	None known	None	0	pond	-1500	Fence,pond	-4000
Other	3 rd FP Master	No	+2500	Sunrm	-8,000	2lvl patio	-6000
Net Adj. (total)		<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$31,092	<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$72,322	<input type="checkbox"/> + <input type="checkbox"/> -	\$-41,368
Adjusted Sales Price of Comparable			\$680,908		\$727,578		\$683,632

REC#

IV. MARKETING STRATEGY

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

V. REPAIRS

Itemize ALL repairs needed to bring property from its present "as is" condition to average marketable condition for the neighborhood. Check those repairs you recommend that we perform for most successful marketing of the property.

<input checked="" type="checkbox"/> Cedar Siding (weathered paint nds punch)	\$ 4,500.00	<input checked="" type="checkbox"/> lawn maintenance(debris,overgrwth, edging	\$ 3,000.00
<input checked="" type="checkbox"/> Septic Certification	\$ 850.00	<input type="checkbox"/>	\$
<input checked="" type="checkbox"/> Termite/Woodborer Insp w/treatmt if nec	\$ 1,200.00	<input type="checkbox"/>	\$
<input type="checkbox"/>	\$	<input type="checkbox"/>	\$
<input type="checkbox"/>	\$	<input type="checkbox"/>	\$

GRAND TOTAL FOR ALL REPAIRS \$9,550.00

VI. COMPETITIVE LISTINGS

ITEM	SUBJECT	COMPARABLE NUMBER 1	COMPARABLE NUMBER 2	COMPARABLE NUMBER 3
Address	3 ASTER COURT	1 MANOR LANE	1 PEPPERBUSH CT	32 HIGH POINT DR
Proximity to Subject		1.72 REO/Corp	.40 REO/Corp	.27 REO/Corp
List Price	\$	\$734,900	\$ 684,900	\$ 684,900
Price/Gross Living Area	\$ Sq.Ft.	\$ 190 Sq.Ft.	\$ 168 Sq.Ft.	\$ 183 Sq.Ft.
Data and/or Verification Sources	Tax Ofc	MLS	MLS	MLS
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	DESCRIPTION	DESCRIPTION
Sales or Financing Concessions	None	0	None	0
Days on Market	95		133	209
Location	Dist.Suburban	Dist Suburb	Same Dvlprmt	Same Dvlprmt
Leasehold/Fee Simple	Fee	Fee	Fee	Fee
Site	1.44 ac lot**	1.37ac lot**	1.12ac lot**	1.09ac lot**
View	woods/side street	woods/side st	woods/side st	woods/side st
Design and Appeal	Colonial/good	2-sty French/Gd	Contemp/Gd	Colonial/Gd
Quality of Construction	Good	Good	Good	Good
Age	13	5	10	7
Condition	Good	Excel	Excel	Fair
Above Grade Room Count	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths
Gross Living Area	3507 Sq. Ft.	3850 Sq. Ft.	4145 Sq. Ft.	4200 Sq. Ft.
Basement & Finished Rooms Below Grade	Full; none	Full;none	Partial, none	Full;none
Functional Utility	Good	Good	Good	Good
Heating/Cooling	Gas; C/A	Gas;C/A	Gas;C/A	Gas;C/A
Energy Efficient Items	unk	unk	unk	unk
Garage/Carport	3 att	3 att	3 att	3 att
Porches, Patio, Deck Fireplace(s), etc.	16'x21'deck; 2-2sty FP	16'deck;stoneFP	Deck;brickFP	Deck;2FP
Fence, Pool, etc.	None known	Y staircase	flooddam	Exercise Rm
Other	3" FP Master	No	No	No
Net Adj. (total)	<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$37,204	<input type="checkbox"/> + <input checked="" type="checkbox"/> - \$25,522	<input type="checkbox"/> + <input checked="" type="checkbox"/> - \$17,814
Adjusted Sales Price of Comparable		\$897,696	\$889,376	\$887,286

VI. THE MARKET VALUE (The value must fall within the indicated value of the Competitive Closed Sales).

	Market Value	Suggested List Price
AS IS	\$ 870,000	\$ 880,800
REPAIRED	\$ 889,000	\$ 898,000

COMMENTS (Include specific positives/negatives, special concerns, encroachments, easements, water rights, environmental concerns, flood zones, etc. Attach addendum if additional space is needed.)

Custom home in lake community w/state open space building restrictions:(Zoned RGD). Subject displays deferred maintenance with Painted cedar siding faded, front has tree & brush overgrowth obscuring parts of the house from view & needs initial landscppg attention to raise appeal & compete w/neighborhd. Location is 3.7mi to nearest convenience store & 7.3mi to nearest major access. ** the 1.44acre lot has building restrictions due to State Greenacres program. Comps used are ALL under the same zoning restrictions. Site is at cusp entry of culdesac (dead end street) of larger homes w/superior presence & appeal.

Signature: PHYLLIS HOFFMAN

Date: 11/9/2004