

# Broker Based Valuation Services Formats and Pricing Schedule Offered By New World Equities, Inc.

## **Introduction**

These valuation alternatives to a commercial appraisal are designed to provide a product that is not an appraisal. They deliver a fast and more importantly, accurate valuation than is typically available from other non-appraisal competitive products. Users of this services have been commercial lenders, property owners, and governmental agencies.

You can choose between a Broker Price Opinion (BPO) or an Evaluation.

Although neither a BPO or an Evaluation are an appraisal, and should never be confused as such, the critical eye of appraisal education and training is brought to each assignment. Please note that a statement is included in the document that both parties agree the document is not an appraisal and that the rules and regulations applicable to an appraisal and appraiser do not apply.

## **Property Types**

Both products can be completed for a range of property types, including: office, retail, industrial, apartment, hotel, vacant land and special purpose properties.

## **Delivery Times**

Delivery times are structured to meet your schedule. But let us be honest with one another, it does take some time to complete a request, especially if it is to be done right. The time is generally five to seven business days. Delivery time can be longer depending upon the complexity of the assignment. RUSH service is available for an additional fee. The time frame of each assignment is decided up front by the parties and periodic updates regarding progress are provided.

## **Available Formats And Document Sizes**

All documents are delivered in PDF format by email attachment or FTP server. FTP service is utilized if the document is too large to be included as an e-mail attachment or is requested by the client. Special arrangements are available if a hard copy is required. Inclusion of the published data, so the reader knows the source and what is behind the numbers presented, causes these documents to often exceed fifty pages.

## **Experienced Provider**

The BPO's and Evaluations are completed by Atom Levi. Mr. Levi has been continuously licensed by the state of California as a Real Estate Broker since 1976. He has acted as a real estate agent on his own behalf for properties he has purchased as well as for other individuals. He earned a Bachelor of Arts (BA) in Business Administration from National University, Sacramento, California, an Associates in Arts (AA) in Real Estate/Business from the College of the Sequoias as well as a California Real Estate Certificate.

He has successfully passed the qualifying examination for the State of California Probate Referee position and is currently on the qualified list for appointment. Mr. Levi's detailed qualifications are available at [alappraisal.com](http://alappraisal.com).

New World Equities, Inc, Sacramento, CA (916) 487-4072  
Alternative Valuation Services With Integrity

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## **Broker Price Opinion (BPO)**

This easy to read document includes:

### Subject Property:

- Exterior photographs (as seen from the street, including the street).
- Interior photographs (requires a Commercial Property Inspection Report)
- Aerial photographs, when available, and from Google Earth® or other such data sources.
- Assessor parcel map, when available.
- Property information data sheet(s) as published by various data sources.
- Comments regarding building size, site size, observed condition and materials as determined by observation and/or published data sources.
- Comments regarding the observed subject property condition.
- Narrative on immediate surrounding area characteristics.

Notes: A Commercial Property Inspection Report is available at an additional charge as is the preparation of a building sketch based upon exterior measurements. Both of these supplemental services require on-site property access be available.

### Valuation Data - Sales Comparison Approach:

- Narrative regarding relevant market conditions.
- Six pieces of relevant data are always sought. At the minimum at least three closed comparables (however current offerings may be substituted when there is insufficient closed data) are sought. Data is in a tabular presentation that includes relevant characteristics as well as units of comparison. Please note that the number of comparable data (sales and current offerings) depends upon the availability of data.
- Published information regarding each comparable property, including its sale/listing documents, assessor's record and other pertinent and available data. A photograph of each data is typically not included as the published data as well as aerial photographs are relied upon.
- Location map of the data and subject.
- An analysis to derive an indicated value.

### Valuation Data - Income Approach:

- Rental data. Includes published information regarding each rental comparable property.
- Location map of the data and subject.
- A reconstructed income and expense statement.
- An income capitalization analysis to include an indicated price.

### Conclusions:

- A discussion of the data, a suggested probable value range, and a suggested probable single point value.

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### Evaluation

Is designed to be in full compliance with the latest Federal Interagency Guidelines (IAG). For lending institutions it is currently useful for commercial properties that meet one of the following criteria:

Any new investor-owned property loan of \$250,000 or less.
Any new owner-occupied property loan \$1,000,000 or less.
An annual loan renewal, refinancing or other subsequent transaction under circumstances in which the institution's collateral protection is not threatened.

An Evaluation is the perfect alternative to a full appraisal, it is comprehensive, easy to read and includes:

#### Subject Property:

- Inspection from the exterior (drive-by) or exterior and interior.
- Exterior photographs (as seen from the street, including the street).
- Interior photographs, a Commercial Property Inspection Report is required IAG.
- Aerial photographs, when available, and from Google Earth® or other such data sources.
- A Commercial Property Inspection Report (supplemental service).
- Preparation of a building sketch based upon exterior measurements (supplemental service).
- Assessor parcel map, when available.
- Property information data sheet(s) as published by various data sources.
- Comments regarding building size, site size, observed condition and materials as determined by observation and/or published data sources.
- Comments regarding the subject property condition.
- Narrative on immediate surrounding area characteristics.

#### Valuation Data - Sales Comparison Approach:

- Narrative regarding relevant market conditions.
- Six pieces of relevant data are always sought. At the minimum at least three closed comparables (however current offerings may be substituted when there is insufficient closed data) are sought. Data is in a tabular presentation that includes relevant characteristics as well as units of comparison. Please note that the number of comparable data (sales and current offerings) depends upon the availability of data.
- Published information regarding each comparable property, including its sale/listing documents, assessor's record and other pertinent and available data. A photograph of each data is typically not included as the published data as well as aerial photographs are relied upon.
- Location map of the data and subject.
- An analysis to derive an indicated value.

#### Valuation Data - Income Approach:

- Rental data. Includes published information regarding each rental comparable property.
- Location map of the data and subject.
- A reconstructed income and expense statement.
- An income capitalization analysis to derive an indicated value.

#### Conclusions:

- A discussion of the data, a suggested probable value range, and a suggested probable single point value.

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### PRODUCT BASE FEE RANGE (depends upon complexity of subject property)

Broker Price Opinion – Market Approach	\$350 - \$650
Real Estate Evaluation Report Fee – Market Approach	\$600 - \$1,000

### SUPPLEMENTAL SERVICES FEES

Commercial Property Inspection Report (if determined necessary)	\$100.00 (A) (C)
Building sketch based upon exterior measurements	\$50.00 (A) (C)
Income Approach, includes rental comparables	\$200.00 (B)
Rental Comparables Only - No Income Approach	\$100.00
RUSH service	On a case by case basis

Notes:

- (A). Can be greater depending upon complexity/size of the subject property.
- (B). Will be greater if lease analysis required.
- (C). Requires on-site access be available.

Note: A sample of a BPO and/or an Evaluation is available upon request.

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