

Engineered for Efficiency in the Small Balance Commercial Arena

Overview

Seldom do reviewers of appraisals for small cap CRE collateral look forward to examining reports that total 100 pages or more in length. The task is a bit like killing a fly with a sledge-hammer.

Boxwood's Streamline Appraisal Report is USPAP-and FIRREA-compliant and, by **balancing content and efficiency**, is tailor made for **consistent, accurate and speedy valuations** of small balance commercial assets. On the content side, we take the assessment of small cap CRE collateral to a wholly new level with thorough research of the subject coupled with a unique and data rich analysis of comparables, market and neighborhood. To achieve the efficiencies, we curb superfluous

report narrative, emphasize data analytics and, most importantly, rely on a technology-intensive process to produce the appraisals on time and cost-effectively.

Streamline is available with the single sales comparison approach to value or combined sales and income methods. It is most suitable for small commercial assets under \$5 million in value and is aligned with the appraisal guidelines and requirements of commercial banks, non-bank lenders, life companies, CMBS lenders and more.

Report Features

Streamline is an innovative solution for small cap CRE valuations with the following attributes:

- Rigorous verification and examination of the collateral, parcel(s), lot size and zoning.
- Comprehensive interior and exterior inspection.
- New metrics to assess market and neighborhood trends, health and sustainability.
- Substantial use of graphic illustrations to easily convey salient market information.
- Unique Comp Query Report providing insights on the subject relative to comp search results.
- Thorough treatment of income and expenses, and derivation of stabilized and "as is" values.
- A complete set of subject building photos, comp photos, and street and location maps.

The Streamline Appraisal Report is presently available with state certification in 30 states.

(continued)

STREAMLINE Appraisal Report				
SUBJECT LOCATION 975 Merriman Road Westland, MI 48186				
Comparable Sales Detail		Subject		
Owner Name	Joseph C. Gidali	New Millennium LLC	ES Subhigh Property	James Mary LLC
Street Address	975 Merriman Road Westland, MI 48186	30141 Cherry Hill Rd Livonia, MI 48151	1522 N Telegraph Rd Livonia, MI 48152	19020-19028 Farmington Rd Livonia, MI 48152
Sale Price	200,000	275,000	205,000	
Sale Price PSF Unadjusted	70.13	98.21	45.56	
Conditions of Sale				
Clear Sale/Market Conditions	2011-07-26	2010-01-26	2011-05-16	
1st Adjusted Price per SF		67	81	41
Primary Property Type	Office	Office	Office	Office
Property Specific Subtype	Medical Office	Medical Office	Medical Office	Medical Office
Location Quality	Good	Good	Very Good	Good
Distance from Subject (miles)	1.60	4.80	9.80	9.80
Land Area (Acres)	0.2096	0.4000	0.1600	0.4200
Land Area SF	0.150	28,800	0.800	18,480
Blkg SF to Land SF Ratio	0.28	0.14	0.4	0.25
Land SF to Blkg SF Ratio	3.56	7.00	2.50	4.00
Zoning	CS	B-2	C-1	OS
Access/Parking	Deferred Maintenance	Good	Good	Good
Other Land, Site Features		Extra Parking Special Sign RV Lighting		Extra Parking Special Sign Umbrella Sign
Blkg Area Gross SF	2,580	2,852	2,800	4,580
No. Units	1	1	1	1
No. Floors/Levels	1	1	1	1
Construction Quality	Average	Average	Average	Good
Overall Condition	Below Average	Average	Good	Good
Year Built / Renovated	1961 / N/A	1967 / N/A	1954 / 2000	1972 / 2000
Other Improvement Features 1				
Other Improvement Features 2				
2nd Adjusted Price per SF		60	75	41
1st Assessed Value	95,420	91,800	143,800	149,760
Data Source	Internal Research	CoStar	CoStar	CoStar
Total Adjustments (%)		14.0	35.0	40.0
Total Net Adjustments (%)		-14.4	-25.6	-10.0
Adjusted PSF Conclusion (S)		60	75	41
	Minimum	Mean	Weighted Mean	MARKET VALUE
Unadjusted Value	45.56	68.21	71.5	Concluded Value PSF
Adjusted Value	41	75	59	59.01
				Market Value Conclusion
				151,423





Additional Considerations

Streamline is backed by:

- In-house appraisers and analysts with a minimum of 10 years of valuation experience.
- Quality control (QC) staff trained on the technical and informational requirements of the appraisal.
- Network of seasoned field service agents operating under strict performance and quality standards.
- Online report production system that tracks each task and responsible party from receipt of the client order, collateral research and comps selection through to inspection, valuation and QC.
- Order tracking system that allows client users to check the status of their appraisal online at any time on BoxwoodMeans.com.
- Boxwood's proprietary valuation models, price indices, and national database of small commercial properties and transactions.

Our Streamline clients take comfort in the fact that Boxwood's domain expertise is the small commercial property market.

About Boxwood Means, LLC

Boxwood is a leading provider of valuations, research and data analytics for the small commercial property and loan markets. Founded in 2003, we are fortunate to support a diverse and growing number of commercial banks, non-banks, investors and services firms with their investment activities. Our suite of report products include: FieldSmart Evaluation Reports; Streamline Appraisal Reports; Valpro AVMs; Boxwood's Small Commercial Price Index (SCPI) for 120 metro areas; and small-balance originations research. All are described on BoxwoodMeans.com, where participants in the small-cap CRE market obtain these reports and complimentary research including Boxwood's popular *Small Balance Advocate* report.

For more information about our products and services, visit BoxwoodMeans.com.

