

APPRAISAL OF REAL PROPERTY-A MULTI FAMILY



LOCATED AT

[REDACTED]

NORTH ARLINGTON, NJ 07031

[REDACTED]

FOR

TRUSTCO BANK

OPINION OF VALUE

370,000

AS OF

6/16/2017

TABLE OF CONTENTS

Small Income 1

Additional Comparables 4-6 8

General Text Addendum 9

Subject Photos 10

Photograph Addendum 11

Photograph Addendum 12

Photograph Addendum 13

Comparable Photos 1-3 14

Comparable Photos 4-6 15

Market Conditions Addendum to the Appraisal Report 16

Operating Income Statement 17

USPAP Identification 19

Supplemental Addendum 20

Scanned Document 21

Scanned Document 22

Location Map 23

Building Sketch (Page - 1) 24

Location Map 25

Scanned Document 26

Scanned Document 27

Small Residential Income Property Appraisal Report

File #

The purpose of this summary appraisal report is to provide the lender/client with an accurate, and adequately supported, opinion of the market value of the subject property.

SUBJECT

Property Address [REDACTED] City NORTH ARLINGTON State NJ Zip Code 07031
 Borrower [REDACTED] BURNS Owner of Public Record [REDACTED] County BERGEN
 Legal Description BLOCK [REDACTED]
 Assessor's Parcel # 39-00065-0000-0 Tax Year 2017 R.E. Taxes \$ 13,672.79
 Neighborhood Name NORTH ARLINGTON Map Reference 35 Census Tract 0381.00
 Occupant Owner Tenant Vacant Special Assessments \$ 0 PUD HOA \$ per year per month
 Property Rights Appraised Fee Simple Leasehold Other (describe)
 Assignment Type Purchase Transaction Refinance Transaction Other (describe)
 Lender/Client TRUSTCO BANK Address
 Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal? Yes No
 Report data source(s) used, offering price(s), and date(s). NJMLS#1703 [REDACTED], LISTED AT \$369,000 ON 1/31/2017 THE PROPERTY WAS LISTED FOR 7+ DAYS AND WITHDRAWN. OWNER SOLD THE PROPERTY AS A FOR SALE BY OWNER. **SEE ADDENDUM**

CONTRACT

I did did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not performed. THE CONTRACT APPEARS TYPICAL FOR PROPERTY CONTRACTS IN THIS AREA HOWEVER THE APPRAISER IS NOT AN ATTORNEY AND RECOMMENDS AN ATTORNEY BE CONSULTED IF REQUIRED BY THE CLIENT.
 Contract Price \$ 350,000 Date of Contract 4/17/17 Is the property seller the owner of public record? Yes No Data Source(s) NJACTB/NJMLS
 Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? Yes No
 If Yes, report the total dollar amount and describe the items to be paid. 0 NONE KNOWN

Note: Race and the racial composition of the neighborhood are not appraisal factors.

NEIGHBORHOOD

| Neighborhood Characteristics | | 2-4 Unit Housing Trends | | 2-4 Unit Housing | | Present Land Use % | |
|--|--|-------------------------|----------|------------------|------|--------------------|--|
| Location <input type="checkbox"/> Urban <input checked="" type="checkbox"/> Suburban <input type="checkbox"/> Rural | Property Values <input type="checkbox"/> Increasing <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Declining | PRICE | AGE | One-Unit | 95 % | | |
| Built-Up <input checked="" type="checkbox"/> Over 75% <input type="checkbox"/> 25-75% <input type="checkbox"/> Under 25% | Demand/Supply <input type="checkbox"/> Shortage <input checked="" type="checkbox"/> In Balance <input type="checkbox"/> Over Supply | \$ (000) | (yrs) | 2-4 Unit | 3 % | | |
| Growth <input type="checkbox"/> Rapid <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Slow | Marketing Time <input checked="" type="checkbox"/> Under 3 mths <input type="checkbox"/> 3-6 mths <input type="checkbox"/> Over 6 mths | 245 | Low 20 | Multi-Family | % | | |
| Neighborhood Boundaries THE ENTIRE TOWN OF NORTH ARLINGTON | | 630 | High 130 | Commercial | 2 % | | |
| | | 435 | Pred. 75 | Other | % | | |

Neighborhood Description SUBJECT IS LOCATED IN AN AREA OF 1-4 FAMILY HOMES, COMMERCIAL PROPERTIES & MULTI FAMILY DWELLINGS AND INDUSTRIAL PROPERTIES. ALL ESSENTIAL CONVENIENCES ARE LOCATED NEARBY AND MAINTENANCE OF THE AREA IS CONSIDERED AVERAGE. NO DETRIMENTAL CONDITIONS FROM THIS ESTABLISHED MIXED LAND USE. SUBJECT IS SELLING BELOW PREDOMINANT VALUE HOWEVER THERE ARE NO DETRIMENTAL ISSUES WITH THE PROPERTY.
 Market Conditions (including support for the above conclusions) SEE 1004MC ADDENDUM FOR MARKET CONDITIONS

SITE

Dimensions 28 X 91 Area 2,548 Sq.Ft. Shape RECTANGLE View RESIDENTIAL
 Specific Zoning Classification R-1 Zoning Description SINGLE FAMILY RESIDENTIAL
 Zoning Compliance Legal Legal Nonconforming (Grandfathered Use) No Zoning Illegal (describe)
 Is the highest and best use of subject property as improved (or as proposed per plans and specifications) the present use? Yes No If No, describe
 Utilities Public Other (describe) Public Other (describe) Off-site Improvements - Type Public Private
 Electricity Water Street BLACKTOP
 Gas Sanitary Sewer Alley NONE
 FEMA Special Flood Hazard Area Yes No FEMA Flood Zone X FEMA Map # 34003C0245G FEMA Map Date 09/30/2005
 Are the utilities and/or off-site improvements typical for the market area? Yes No If No, describe
 Are there any adverse site conditions or external factors (easements, encroachments, environmental conditions, land uses, etc.)? Yes No If Yes, describe
 NO ADVERSE EASEMENTS, ENCROACHMENTS NOTED. A SURVEY WAS NOT AVAILABLE FOR REVIEW. SUBJECT IS A LEGAL NON CONFORMING USE DUE TO ITS BELOW STANDARD LOT SIZE. THIS IS COMMON TO OLDER PROPERTIES IN THE AREA.

IMPROVEMENTS

| General Description | | Foundation | | Exterior Description | | Interior | |
|--|--|--|---|---|-----------------------------------|-----------|--|
| Units <input type="checkbox"/> Two <input checked="" type="checkbox"/> Three <input type="checkbox"/> Four | <input type="checkbox"/> Concrete Slab <input type="checkbox"/> Crawl Space | Foundation Walls | CONCRETE/AVG | Floors | CRPT/VYNL/AV | | |
| <input type="checkbox"/> Accessory Unit (describe below) | <input checked="" type="checkbox"/> Full Basement <input type="checkbox"/> Partial Basement | Exterior Walls | VINYL/AVG | Walls | PLASTER/AVG | | |
| # of Stories 2.5 # of bldgs. 1 | Basement Area 990 sq.ft. | Roof Surface | COMP. SHIN/AVG | Trim/Finish | WOOD/AVG | | |
| Type <input checked="" type="checkbox"/> Det. <input type="checkbox"/> Att. <input type="checkbox"/> S-Det./End Unit | Basement Finish 80 % | Gutters & Downspouts | ALUMINUM/AVG | Bath Floor | CER TILE/AVG | | |
| <input checked="" type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Under Const. | <input type="checkbox"/> Outside Entry/Exit <input type="checkbox"/> Sump Pump | Window Type | DBLE HNG/AVG | Bath Wainscot | CER TILE/AVG | | |
| Design (Style) 3 FAMILY | Evidence of <input type="checkbox"/> Infestation NONE OBS | Storm Sash/Insulated | STORM SASH/AVG | Car Storage | | | |
| Year Built 1950+- | <input type="checkbox"/> Dampness <input type="checkbox"/> Settlement | Screens | YES/YES/AVG | <input checked="" type="checkbox"/> None | | | |
| Effective Age (Yrs) 20-25 | Heating/Cooling | | Amenities | | <input type="checkbox"/> Driveway | # of Cars | |
| Attic <input checked="" type="checkbox"/> None | <input type="checkbox"/> FWA <input checked="" type="checkbox"/> HWBB <input type="checkbox"/> Radiant | <input type="checkbox"/> Fireplace(s) # | <input type="checkbox"/> Woodstove(s) # | Driveway Surface | | | |
| <input type="checkbox"/> Drop Stair <input type="checkbox"/> Stairs | <input type="checkbox"/> Other Fuel GAS | <input checked="" type="checkbox"/> Patio/Deck 0/1 | <input type="checkbox"/> Fence | <input type="checkbox"/> Garage # of Cars | | | |
| <input type="checkbox"/> Floor <input type="checkbox"/> Scuttle | Cooling <input type="checkbox"/> Central Air Conditioning | <input type="checkbox"/> Pool | <input type="checkbox"/> Porch | <input type="checkbox"/> Carport # of Cars | | | |
| <input type="checkbox"/> Finished <input type="checkbox"/> Heated | <input type="checkbox"/> Individual <input checked="" type="checkbox"/> Other UNITS | <input type="checkbox"/> Other | | <input type="checkbox"/> Att. <input type="checkbox"/> Det. <input type="checkbox"/> Built-in | | | |

of Appliances Refrigerator 3 Range/Oven 3 Dishwasher 1 Disposal Microwave Washer/Dryer Other (describe)
 Unit # 1 contains: 5 Rooms 2 Bedrooms 1 Bath(s) 990 Square Feet of Gross Living Area
 Unit # 2 contains: 5 Rooms 2 Bedrooms 1 Bath(s) 990 Square Feet of Gross Living Area
 Unit # 3 contains: 3 Rooms 1 Bedrooms 1 Bath(s) 448 Square Feet of Gross Living Area
 Unit # 4 contains: Rooms Bedrooms Bath(s) Square Feet of Gross Living Area
 Additional features (special energy efficient items, etc.). REAR DECK, FINISHED BASEMENT WITH FULL BATH

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.). SUBJECTS OVERALL CONDITION AND LEVEL OF MAINTENANCE IS CONSIDERED AVERAGE. NO NECESSARY REPAIRS NOTED. SUBJECT CONSTRUCTION QUALITY IS CONSIDERED AVERAGE.

Small Residential Income Property Appraisal Report

File #

IMPROVEMENTS

Are there any physical deficiencies or adverse conditions that affect the livability, soundness, or structural integrity of the property? Yes No If Yes, describe.
NONE NOTED AT TIME OF INSPECTION. THE APPRAISER IS NOT A HOME INSPECTOR. SEE ADDENDUM

Does the property generally conform to the neighborhood (functional utility, style, condition, use, construction, etc.)? Yes No If No, describe.

Is the property subject to rent control? Yes No If Yes, describe **4 OR LESS UNITS ARE NOT SUBJECT TO RENT CONTROL**

The following properties represent the most current, similar, and proximate comparable rental properties to the subject property. This analysis is intended to support the opinion of the market rent for the subject property.

| FEATURE | SUBJECT | COMPARABLE RENTAL # 1 | | | COMPARABLE RENTAL # 2 | | | COMPARABLE RENTAL # 3 | | | | | | | | | | | |
|-----------------------|---|---|----|--------------|---|----|--------------|---|----------|----------|----|----|--------------|----------|-----|--------------|----|-------|----------|
| Address | [REDACTED] NORTH ARLINGTON, NJ 07031 | 9 VETERANS PL NORTH ARLINGTON, NJ 07031 | | | 107 CANTERBURY AVENUE NORTH ARLINGTON, NJ 07031 | | | 16 4RTH STREET NORTH ARLINGTON, NJ 07031 | | | | | | | | | | | |
| Proximity to Subject | | 0.40 miles NW | | | 0.54 miles NE | | | 0.48 miles NE | | | | | | | | | | | |
| Current Monthly Rent | \$ 2,400 | | | | \$ 1,225 | | | \$ 2,475 | | | | | | | | | | | |
| Rent/Gross Bldg. Area | \$ 0.99 sq.ft. | | | | \$ 0.69 sq.ft. | | | \$ 1.12 sq.ft. | | | | | | | | | | | |
| Rent Control | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | | | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | | | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | | | | | | | | | | | |
| Data Source(s) | INSPECTION | MLS#1724730 | | | MLS#1703533 | | | MLS#1715006 | | | | | | | | | | | |
| Date of Lease(s) | MONTH / MONTH | 4/2018 | | | 1/2018 | | | 12/17 & 7/17 | | | | | | | | | | | |
| Location | AVERAGE | SIMILAR | | | SIMILAR | | | SIMILAR | | | | | | | | | | | |
| Actual Age | 67+- | 66+- | | | 75+- | | | 77+- | | | | | | | | | | | |
| Condition | AVERAGE | SIMILAR | | | SIMILAR | | | SIMILAR | | | | | | | | | | | |
| Gross Building Area | 2,428 | 1,768 | | | 1,368 | | | 2,208 | | | | | | | | | | | |
| Unit Breakdown | Rm Count | | | Size Sq. Ft. | | | Monthly Rent | | | Rm Count | | | Size Sq. Ft. | | | Monthly Rent | | | |
| | Tot | Br | Ba | 2,428 | Tot | Br | Ba | 1,768 | 1,225 | Tot | Br | Ba | 1,368 | 1,050 | Tot | Br | Ba | 2,208 | 2,475 |
| Unit # 1 | 5 | 2 | 1 | 990 | 4 | 2 | 1 | 1,000 | \$ OWNER | 5 | 2 | 1 | 800 | \$ OWNER | 5 | 2 | 1 | 1,000 | \$ 1,200 |
| Unit # 2 | 5 | 2 | 1 | 990 | 4 | 2 | 1 | 768 | \$ 1,225 | 3 | 1 | 1 | 568 | \$ 1,050 | 6 | 2 | 1 | 1,208 | \$ 1,275 |
| Unit # 3 | 3 | 1 | 1 | 448 | | | | | \$ | | | | | \$ | | | | | \$ |
| Unit # 4 | | | | | | | | | \$ | | | | | \$ | | | | | \$ |
| Utilities Included | WATER/SEWER | WATER/SEWER | | | WATER/SEWER | | | WATER/SEWER | | | | | | | | | | | |

Analysis of rental data and support for estimated market rents for the individual subject units reported below (including the adequacy of the comparables, rental concessions, etc.) **THE ABOVE COMPS CHOSEN ARE CONSIDERED THE BEST AVAILABLE RENTAL COMPS AND ARE MOST SIMILAR TO THE SUBJECT PROPERTY.**

Rent Schedule: The appraiser must reconcile the applicable indicated monthly market rents to provide an opinion of the market rent for each unit in the subject property.

| Unit # | Leases | | Actual Rents | | | | Opinion of Market Rent | | | |
|--|------------|-----------|--------------------------------|-----------|-------------|--------------------------------|------------------------|-------------|--|--|
| | Lease Date | | Per Unit | | Total Rents | Per Unit | | Total Rents | | |
| | Begin Date | End Date | Unfurnished | Furnished | | Unfurnished | Furnished | | | |
| 1 | MO-MO | MO-MO | \$ 1,200 | \$ | \$ 1,200 | \$ 1,200 | \$ | \$ 1,200 | | |
| 2 | 4/1/2017 | 3/31/2018 | 1,200 | | 1,200 | 1,200 | | 1,200 | | |
| 3 | VACANT | VACANT | 0 | | 0 | 1,050 | | 1,050 | | |
| 4 | | | | | | | | | | |
| Comment on lease data LEASE DATA COULD NOT BE VERIFIED. MARKET RENTS ARE UTILIZED. | | | Total Actual Monthly Rent | | \$ 2,400 | Total Gross Monthly Rent | | \$ 3,450 | | |
| | | | Other Monthly Income (itemize) | | \$ 0 | Other Monthly Income (itemize) | | \$ 0 | | |
| | | | Total Actual Monthly Income | | \$ 2,400 | Total Estimated Monthly Income | | \$ 3,450 | | |
| Utilities included in estimated rents <input type="checkbox"/> Electric <input checked="" type="checkbox"/> Water <input checked="" type="checkbox"/> Sewer <input type="checkbox"/> Gas <input type="checkbox"/> Oil <input checked="" type="checkbox"/> Trash collection <input type="checkbox"/> Cable <input type="checkbox"/> Other | | | | | | | | | | |
| Comments on actual or estimated rents and other monthly income (including personal property) ACTUAL RENTS ARE TYPICAL FOR THE AREA AND IN LINE WITH THE CURRENT MARKET AS INDICATED BY THE CHOSEN RENTAL COMPARABLES. THE VACANT UNIT WAS ESTIMATED BASED ON AVAILABLE DATA. | | | | | | | | | | |

I did did not research the sale or transfer history of the subject property and comparable sales. If not, explain

My research did did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.

Data Source(s) PUBLIC RECORDS/MLS

My research did did not reveal any prior sales or transfers of the comparable sales for the year prior to the date of sale of the comparable sale.

Data Source(s) PUBLIC RECORDS/MLS

Report the results of the research and analysis of the prior sale or transfer history of the subject property and comparable sales (report additional prior sales on page 3).

| ITEM | SUBJECT | COMPARABLE SALE # 1 | COMPARABLE SALE # 2 | COMPARABLE SALE # 3 |
|----------------------------------|------------------|----------------------|----------------------|----------------------|
| Date of Prior Sale/Transfer | NO PRIOR SALE | NO PRIOR SALE | NO PRIOR SALE | NO PRIOR SALE |
| Price of Prior Sale/Transfer | 3 YRS. LIST 1 YR | LISTINGS LAST 1 YEAR | LISTINGS LAST 1 YEAR | LISTINGS LAST 1 YEAR |
| Data Source(s) | PUB RCD MLS | TAX ASSESSOR/MLS | TAX ASSESSOR/MLS | TAX ASSESSOR/MLS |
| Effective Date of Data Source(s) | 06/01/2017 | 06/01/2017 | 06/01/2017 | 06/01/2017 |

Analysis of prior sale or transfer history of the subject property and comparable sales **SUBJECT NOT SOLD WITHIN PAST 3 YEARS. SUBJECT WAS LISTED PAST YEAR PER MLS. NO PRIOR SALES OR LISTINGS OF THE COMPARABLE SALES WITHIN THE PAST YEAR PER MLS. THE SUBJECT WAS ON THE MARKET FROM 10/5/2015-1/1/2017 NJMLS#1540085 FOR \$375,000 DOWN FROM \$449,000 THE LISTING EXPIRED AFTER 123+- DAYS. THE PROPERTY WAS THEN RELISTED AT \$369,000 FOR 7 DAYS AND WITHDRAWN. THE OWNER HAS NOW SOLD THE PROPERTY AS A FOR SALE BY OWNER. SEE ADDENDUM**

Small Residential Income Property Appraisal Report

File #

| There are 3 comparable properties currently offered for sale in the subject neighborhood ranging in price from \$ 375,000 to \$ 399,000 | | | | | | | |
|--|---|---|---|--|---------------------|--|-----------------|
| There are 1 comparable sales in the subject neighborhood within the past twelve months ranging in sale price from \$ 425,000 to \$ 425,000 | | | | | | | |
| FEATURE | SUBJECT | COMPARABLE SALE # 1 | COMPARABLE SALE # 2 | COMPARABLE SALE # 3 | | | |
| Address | [REDACTED] NORTH ARLINGTON, NJ 07031 | 38 UNION PLACE NORTH ARLINGTON, NJ 07031 | 134 HENDEL AVE NORTH ARLINGTON, NJ 07031 | 110 FRONT ST NORTH ARLINGTON, NJ 07031 | | | |
| Proximity to Subject | | 0.77 miles SW | 0.55 miles SW | 0.22 miles SW | | | |
| Sale Price | \$ 350,000 | \$ 425,000 | \$ 357,000 | \$ 382,000 | | | |
| Sale Price/Gross Bldg. Area | \$ 144.00 sq.ft. | \$ 157.58 sq.ft. | \$ 173.13 sq.ft. | \$ 189.96 sq.ft. | | | |
| Gross Monthly Rent | \$ 3,450 | \$ 3,865 | \$ 2,300 EST | \$ 2,400 EST | | | |
| Gross Rent Multiplier | 101.45 | 109.96 | 155.22 | 159.17 | | | |
| Price per Unit | \$ 116,667 | \$ 141,667 | \$ 178,500 | \$ 191,000 | | | |
| Price per Room | \$ 26,923 | \$ 30,357 | \$ 39,667 | \$ 42,444 | | | |
| Price per Bedroom | \$ 70,000 | \$ 53,125 | \$ 119,000 | \$ 95,500 | | | |
| Rent Control | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | | | |
| Data Source(s) | | MLS CLOSED#1630245 | MLS CLOSED#1627215 | MLS CLOSED#1620388 | | | |
| Verification Source(s) | | MLS/TAX RECORDS | MLS/TAX RECORDS | MLS/TAX RECORDS | | | |
| VALUE ADJUSTMENTS | DESCRIPTION | DESCRIPTION | +(-) Adjustment | DESCRIPTION | +(-) Adjustment | DESCRIPTION | +(-) Adjustment |
| Sale or Financing Concessions | | CONV DOM#77+- | 0 | CONV DOM#20+- | 0 | CONV DOM#24+- | |
| Date of Sale/Time | | 11/29/16 CLSD | | 9/20/16 | | 7/13/2016 | |
| Location | AVERAGE | SIMILAR | | SIMILAR | | SIMILAR | |
| Leasehold/Fee Simple | FEE SIMPLE | FEE SIMPLE | | FEE SIMPLE | | FEE SIMPLE | |
| Site | 2,548 Sq.Ft. | 2820 SQ FT | | 5000 SQ FT | -25,000 | 3685 SQ FT | -10,000 |
| View | RESIDENTIAL | SIMILAR | | SIMILAR | | SIMILAR | |
| Design (Style) | 3 FAMILY | 3 FAMILY | | 2 FAMILY | | 2 FAMILY | |
| Quality of Construction | AVERAGE | SIMILAR | | SIMILAR | | SIMILAR | |
| Actual Age | 67+- | 87+- | | 67+- | | 67+- | |
| Condition | AVERAGE | GOOD/SUPERIOR | -42,500 | SIMILAR | | SIMILAR | |
| Gross Building Area | 2,428 | 2,697 | -16,140 | 2,062 | +21,960 | 2,011 | +25,020 |
| Unit Breakdown | Total Bdrms Baths | Total Bdrms Baths | | Total Bdrms Baths | | Total Bdrms Baths | |
| Unit # 1 | 5 2 1 | 5 3 1 | | 5 2 1 | | 5 2 1 | |
| Unit # 2 | 5 2 1 | 5 3 1 | | 4 1 1 | | 4 2 1 | |
| Unit # 3 | 3 1 1 | 4 2 1 | | | | | |
| Unit # 4 | | | | | | | |
| Basement Description | FULL BSMT | FULL BSMT | | FULL BSMT | | FULL BSMT | |
| Basement Finished Rooms | FIN FULL BATH | FINISHED | +2,000 | FINISHED | +2,000 | UNFINISHED | +7,000 |
| Functional Utility | AVERAGE | SIMILAR | | SIMILAR | | SIMILAR | |
| Heating/Cooling | HW/NO CAC | HW/NO CAC | | HW/NO CAC | | HW/NO CAC | |
| Energy Efficient Items | STANDARD | STANDARD | | STANDARD | | STANDARD | |
| Parking On/Off Site | NONE | NONE | | 1 CAR GAR | -20,000 | 1 CAR GAR | -20,000 |
| Porch/Patio/Deck | DECK | PORCH | 0 | PATIO | | PATIO | |
| KITCHEN/BATH 2 UNIT | NONE | YES/YES | | NO/NO | +15,000 | NO/NO | +15,000 |
| MISC | NONE | NONE | | NONE | | NONE | |
| ASSESSED VALUE/EQ | \$419,400 | \$395,400 | | \$345,900 | | \$339,600 | |
| Net Adjustment (Total) | | <input type="checkbox"/> + <input checked="" type="checkbox"/> - | \$ -56,640 | <input type="checkbox"/> + <input checked="" type="checkbox"/> - | \$ -6,040 | <input checked="" type="checkbox"/> + <input type="checkbox"/> - | \$ 17,020 |
| Adjusted Sale Price of Comparables | | Net Adj. 13.3 % Gross Adj. 14.3 % | \$ 368,360 | Net Adj. 1.7 % Gross Adj. 23.5 % | \$ 350,960 | Net Adj. 4.5 % Gross Adj. 20.2 % | \$ 399,020 |
| Adjusted Price Per Unit (Adj. SP Comp / # of Comp Units) | | \$ 122,787 | | \$ 175,480 | | \$ 199,510 | |
| Adjusted Price Per Room (Adj. SP Comp / # of Comp Rooms) | | \$ 26,311 | | \$ 38,996 | | \$ 44,336 | |
| Adjusted Price Per Bedrm (Adj. SP Comp / # of Comp Bedrooms) | | \$ 46,045 | | \$ 116,987 | | \$ 99,755 | |
| Value per Unit | \$ 127,000 X 3 | Units = \$ 381,000 | | Value per GBA \$ 160 X 2,428 | GBA = \$ 388,480 | | |
| Value per Rm. | \$ 28,000 X 13 | Rooms = \$ 364,000 | | Value per Bdrms. \$ 75,000 X 5 | Bdrms. = \$ 375,000 | | |
| Summary of Sales Comparison Approach including reconciliation of the above indicators of value. | | | | SEE ATTACHED ADDENDA. MOST WEIGHT WAS GIVEN TO COMPARABLE #1 AS IT IS A 3 FAMILY AS THE SUBJECT. | | | |

Indicated Value by Sales Comparison Approach \$ 370,000

| | | | |
|---|--------------------------------------|----------------------------|--|
| Total gross monthly rent \$ 3,450 | X gross rent multiplier (GRM) 110 | = \$ 379,500 | Indicated value by the Income Approach |
| Comments on income approach including reconciliation of the GRM THE G.R.M. USED IS FELT TO BE MOST INDICATIVE AND IS SUPPORTED BY THE LOCAL MARKETPLACE BASED ON INFORMATION AVAILABLE. LEASE INFORMATION IS DIFFICULT TO OBTAIN AND DIFFICULT TO VERIFY. MOST MULTI FAMILY DWELLINGS ARE OWNER OCCUPIED NOT INCOME PROPERTIES. | | | |
| Indicated Value by: | Sales Comparison Approach \$ 370,000 | Income Approach \$ 379,500 | Cost Approach (if developed) \$ |
| ALL WEIGHT GIVEN TO THE SALES COMPARISON APPROACH AS THIS BEST REFLECTS TYPICAL BUYERS REACTION. | | | |

This appraisal is made "as is", subject to completion per plans and specifications on the basis of a hypothetical condition that the improvements have been completed, subject to the following repairs or alterations on the basis of a hypothetical condition that the repairs or alterations have been completed, or subject to the following required inspection based on the extraordinary assumption that the condition or deficiency does not require alteration or repair:

Based on a complete visual inspection of the interior and exterior areas of the subject property, defined scope of work, statement of assumptions and limiting conditions, and appraiser's certification, my (our) opinion of the market value, as defined, of the real property that is the subject of this report is \$ 370,000 , as of 6/16/2017 , which is the date of inspection and the effective date of this appraisal.

Small Residential Income Property Appraisal Report

File #

THIS IS NOT A HOME INSPECTION;
 THE APPRAISER HAS NO KNOWLEDGE OF ANY HIDDEN OR UNAPPARENT PHYSICAL DEFICIENCIES OR ADVERSE CONDITIONS AFFECTING SUBJECT PROPERTY (SUCH AS BUT NOT LIMITED TO NEEDED REPAIRS, EXCESS DETERIORATION, STRUCTURAL ISSUES THE PRESENCE OF HAZARDOUS WASTES, TOXIC SUBSTANCES, MOLD OR ADVERSE ENVIRONMENTAL CONDITIONS ETC.) THAT WOULD MAKE THE PROPERTY LESS VALUABLE, LESS MARKETABLE OR LESS LIVABLE AND HAS ASSUMED THAT THERE ARE NO SUCH CONDITIONS AND MAKES NO GUARANTEES OR WARRANTIES EXPRESS OR IMPLIED. ONLY A VISUAL INSPECTION OF ACCESSIBLE AREAS WAS DONE AND THE APPRAISAL CANNOT BE RELIED UPON TO DISCLOSE CONDITIONS AND OR DEFECTS IN THE PROPERTY. THE APPRAISER IS NOT A PROFESSIONAL HOME INSPECTOR OR ENGINEER AND IS NOT AN EXPERT IN ENVIRONMENTAL CONDITIONS. SHOULD THE CLIENT HAVE CONCERNS IN THESE AREAS OF SPECIALTY THE APPRAISER RECOMMENDS COMPLETE INSPECTIONS BY QUALIFIED PROFESSIONALS AS THIS IS BEYOND THE SCOPE OF THIS APPRAISAL.

FURTHER, A BORROWER OR THIRD PARTY MAY RECEIVE A COPY OF THE APPRAISAL HOWEVER THESE PARTIES ARE NOT THE INTENDED USER OF THE APPRAISAL AS DEFINED IN THE FORMS SPECIFICALLY THE LENDER/CLIENT AS STATED ON FRONT PAGE OF THIS REPORT. THIS REPORT IS COPYRIGHT PROTECTED. THE APPRAISER CANNOT BE HELD ACTIONABLE BY ANY UNAUTHORIZED USE OF THIS REPORT BY ANY UNINTENDED USER NAMELY THE LENDER/CLIENT AS STATED ON THE REPORT.

THE APPRAISER HAS NOT PERFORMED ANY VALUATION SERVICES WITH REGARD TO THE SUBJECT PROPERTY WITHIN THE THE PAST 3 YEARS.

ADDITIONAL COMMENTS

COST APPROACH TO VALUE (not required by Fannie Mae)

Provide adequate information for the lender/client to replicate the below cost figures and calculations.

Support for the opinion of site value (summary of comparable land sales or other methods for estimating site value) COST APPROACH NOT PROVIDED DUE TO THE LACK OF SUFFICIENT LAND SALES AND THE DIFFICULTY IN DETERMINING PHYSICAL DEPRECIATION OF THE STRUCTURE.

COST APPROACH

| | |
|--|---|
| ESTIMATED <input type="checkbox"/> REPRODUCTION OR <input type="checkbox"/> REPLACEMENT COST NEW | OPINION OF SITE VALUE = \$ |
| Source of cost data N/A | DWELLING 2,428 Sq.Ft. @ \$ = \$ |
| Quality rating from cost service Effective date of cost data | BSMT 990 Sq.Ft. @ \$ = \$ |
| Comments on Cost Approach (gross building area calculations, depreciation, etc.) | MISC = \$ |
| | Garage/Carport Sq.Ft. @ \$ = \$ |
| | Total Estimate of Cost-New = \$ |
| | Less Physical Functional External |
| | Depreciation = \$() |
| | Depreciated Cost of Improvements = \$ |
| | "As-is" Value of Site Improvements = \$ |
| Estimated Remaining Economic Life (HUD and VA only) 40 Years | INDICATED VALUE BY COST APPROACH = \$ |

PROJECT INFORMATION FOR PUDs (if applicable)

Is the developer/builder in control of the Homeowners' Association (HOA)? Yes No Unit type(s) Detached Attached

Provide the following information for PUDs ONLY if the developer/builder is in control of the HOA and the subject property is an attached dwelling unit.

Legal Name of Project

Total number of phases Total number of units Total number of units sold

Total number of units rented Total number of units for sale Data source(s)

Was the project created by the conversion of existing building(s) into a PUD? Yes No If Yes, date of conversion.

Does the project contain any multi-dwelling units? Yes No Data Source

Are the units, common elements, and recreation facilities complete? Yes No If No, describe the status of completion.

Are the common elements leased to or by the Homeowners' Association? Yes No If Yes, describe the rental terms and options.

Describe common elements and recreational facilities.

PUD INFORMATION

Small Residential Income Property Appraisal Report File

This report form is designed to report an appraisal of a two- to four-unit property, including a two- to four-unit property in a planned unit development (PUD). A two- to four-unit property located in either a condominium or cooperative project requires the appraiser to inspect the project and complete the project information section of the Individual Condominium Unit Appraisal Report or the Individual Cooperative Interest Appraisal Report and attach it as an addendum to this report.

This appraisal report is subject to the following scope of work, intended use, intended user, definition of market value, statement of assumptions and limiting conditions, and certifications. Modifications, additions, or deletions to the intended use, intended user, definition of market value, or assumptions and limiting conditions are not permitted. The appraiser may expand the scope of work to include any additional research or analysis necessary based on the complexity of this appraisal assignment. Modifications or deletions to the certifications are also not permitted. However, additional certifications that do not constitute material alterations to this appraisal report, such as those required by law or those related to the appraiser's continuing education or membership in an appraisal organization, are permitted.

SCOPE OF WORK: The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the reporting requirements of this appraisal report form, including the following definition of market value, statement of assumptions and limiting conditions, and certifications. The appraiser must, at a minimum: (1) perform a complete visual inspection of the interior and exterior areas of the subject property, (2) inspect the neighborhood, (3) inspect each of the comparable sales from at least the street, (4) research, verify, and analyze data from reliable public and/or private sources, and (5) report his or her analysis, opinions, and conclusions in this appraisal report.

INTENDED USE: The intended use of this appraisal report is for the lender/client to evaluate the property that is the subject of this appraisal for a mortgage finance transaction.

INTENDED USER: The intended user of this appraisal report is the lender/client.

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 or she considers his or her 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 judgment.

STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS: The appraiser's certification in this report is subject to the following assumptions and limiting 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, except for information that he or she became aware of during the research involved in performing this appraisal. The appraiser assumes that the title is good and marketable and will not render any opinions about the title.
2. The appraiser has provided a sketch in this appraisal report to show the approximate dimensions of the improvements, including each of the units. The sketch is included only to assist the reader 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 this appraisal report whether any portion of 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, or as otherwise required by law.
5. The appraiser has noted in this appraisal report any adverse conditions (such as needed repairs, deterioration, 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 research involved in performing this appraisal. Unless otherwise stated in this appraisal report, the appraiser has no knowledge of any hidden or unapparent physical deficiencies or adverse conditions of the property (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) that would make the property less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied. 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, this appraisal report must not be considered as an environmental assessment of the property.
6. 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 the completion, repairs, or alterations of the subject property will be performed in a professional manner.

Small Residential Income Property Appraisal Report File

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

1. I have, at a minimum, developed and reported this appraisal in accordance with the scope of work requirements stated in this appraisal report.
2. I performed a complete visual inspection of the interior and exterior areas of the subject property, including all units. I reported the condition of the improvements in factual, specific terms. I identified and reported the physical deficiencies that could affect the livability, soundness, or structural integrity of the property.
3. I performed this appraisal in accordance with the requirements of 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 at the time this appraisal report was prepared.
4. I developed my opinion of the market value of the real property that is the subject of this report based on the sales comparison and income approaches to value. I have adequate market data to develop reliable sales comparison and income approaches to value for this appraisal assignment. I further certify that I considered the cost approach to value but did not develop it, unless otherwise indicated in this report.
5. I researched, verified, analyzed, and reported on any current agreement for sale for the subject property, any offering for sale of the subject property in the twelve months prior to the effective date of this appraisal, and the prior sales of the subject property for a minimum of three years prior to the effective date of this appraisal, unless otherwise indicated in this report.
6. I researched, verified, analyzed, and reported on the prior sales of the comparable sales for a minimum of one year prior to the date of sale of the comparable sale, unless otherwise indicated in this report.
7. I selected and used comparable sales that are locationally, physically, and functionally the most similar to the subject property.
8. I have not used comparable sales that were the result of combining a land sale with the contract purchase price of a home that has been built or will be built on the land.
9. I have reported adjustments to the comparable sales that reflect the market's reaction to the differences between the subject property and the comparable sales.
10. I verified, from a disinterested source, all information in this report that was provided by parties who have a financial interest in the sale or financing of the subject property.
11. I have knowledge and experience in appraising this type of property in this market area.
12. I am aware of, and have access to, the necessary and appropriate public and private data sources, such as multiple listing services, tax assessment records, public land records and other such data sources for the area in which the property is located.
13. I obtained the information, estimates, and opinions furnished by other parties and expressed in this appraisal report from reliable sources that I believe to be true and correct.
14. I have taken into consideration the factors that have an impact on value with respect to the subject neighborhood, subject property, and the proximity of the subject property to adverse influences in the development of my opinion of market value. I have noted in this appraisal report any adverse conditions (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) observed during the inspection of the subject property or that I became aware of during the research involved in performing this appraisal. I have considered these adverse conditions in my analysis of the property value, and have reported on the effect of the conditions on the value and marketability of the subject property.
15. I have not knowingly withheld any significant information from this appraisal report and, to the best of my knowledge, all statements and information in this appraisal report are true and correct.
16. I stated in this appraisal report my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the assumptions and limiting conditions in this appraisal report.
17. I have no present or prospective interest in the property that is the subject of 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 opinion of market value in this appraisal report on the race, color, religion, sex, age, marital status, 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 or on any other basis prohibited by law.
18. My employment and/or compensation for performing this appraisal or any future or anticipated appraisals was not conditioned on any agreement or understanding, written or otherwise, that I would report (or present analysis supporting) a predetermined specific value, a predetermined minimum value, a range or direction in value, a value that favors the cause of any party, or the attainment of a specific result or occurrence of a specific subsequent event (such as approval of a pending mortgage loan application).
19. I personally prepared all conclusions and opinions about the real estate that were set forth in this appraisal report. If I relied on significant real property appraisal assistance from any individual or individuals in the performance of this appraisal or the preparation of this appraisal report, I have named such individual(s) and disclosed the specific tasks performed in 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 this appraisal report; therefore, any change made to this appraisal is unauthorized and I will take no responsibility for it.
20. I identified the lender/client in this appraisal report who is the individual, organization, or agent for the organization that ordered and will receive this appraisal report.

Small Residential Income Property Appraisal Report

File #

21. The lender/client may disclose or distribute this appraisal report to: the borrower; another lender at the request of the borrower; the mortgagee or its successors and assigns; mortgage insurers; government sponsored enterprises; other secondary market participants; data collection or reporting services; professional appraisal organizations; any department, agency, or instrumentality of the United States; and any state, the District of Columbia, or other jurisdictions; without having to obtain the appraiser's or supervisory appraiser's (if applicable) consent. Such consent must be obtained before this appraisal report may be disclosed or distributed to any other party (including, but not limited to, the public through advertising, public relations, news, sales, or other media).

22. I am aware that any disclosure or distribution of this appraisal report by me or the lender/client may be subject to certain laws and regulations. Further, I am also subject to the provisions of the Uniform Standards of Professional Appraisal Practice that pertain to disclosure or distribution by me.

23. The borrower, another lender at the request of the borrower, the mortgagee or its successors and assigns, mortgage insurers, government sponsored enterprises, and other secondary market participants may rely on this appraisal report as part of any mortgage finance transaction that involves any one or more of these parties.

24. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

25. Any intentional or negligent misrepresentation(s) contained in this appraisal report may result in civil liability and/or criminal penalties including, but not limited to, fine or imprisonment or both under the provisions of Title 18, United States Code, Section 1001, et seq., or similar state laws.

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

1. I directly supervised the appraiser for this appraisal assignment, have read the appraisal report, and agree with the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
2. I accept full responsibility for the contents of this appraisal report including, but not limited to, the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
3. The appraiser identified in this appraisal report is either a sub-contractor or an employee of the supervisory appraiser (or the appraisal firm), is qualified to perform this appraisal, and is acceptable to perform this appraisal under the applicable state law.
4. This appraisal report complies 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 at the time this appraisal report was prepared.
5. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

APPRAISER

Signature [Signature]
 Name RICHARD SEIBEL/NIJ APPRAISAL NETWORK
 Company Name NIJ APPRAISAL NETWORK
 Company Address 140 LINCOLN AVENUE, HAWTHORNE, NJ
07506
 Telephone Number (973) 423-5703
 Email Address NIJAPPRAISALNET1@YAHOO.COM
 Date of Signature and Report 6/21/2017
 Effective Date of Appraisal 6/16/2017
 State Certification # 42RG00243900
 or State License # _____
 or Other (describe) _____ State # _____
 State NJ
 Expiration Date of Certification or License 12/31/2017

ADDRESS OF PROPERTY APPRAISED

[Redacted]
NORTH ARLINGTON, NJ 07031

APPRAISED VALUE OF SUBJECT PROPERTY \$ 370,000

LENDER/CLIENT

Name _____
 Company Name TRUSTCO BANK
 Company Address _____
 Email Address _____

SUPERVISORY APPRAISER (ONLY IF REQUIRED)

Signature [Signature]
 Name NICHOLAS J. LEON/NIJ APPRAISAL NETWORK
 Company Name NIJ APPRAISAL NETWORK
 Company Address 140 LINCOLN AVENUE, HAWTHORNE, NJ
07506
 Telephone Number (973) 423-5703
 Email Address NIJAPPRAISALNET1@YAHOO.COM
 Date of Signature _____
 State Certification # 42RG001335
 or State License # _____
 State NJ
 Expiration Date of Certification or License 12/31/2017

SUBJECT PROPERTY

- Did not inspect subject property
- Did inspect exterior of subject property from street
Date of Inspection _____
- Did inspect interior and exterior of subject property
Date of Inspection 06/16/2017

COMPARABLE SALES

- Did not inspect exterior of comparable sales from street
- Did inspect exterior of comparable sales from street
Date of Inspection 06/16/2017

Small Residential Income Property Appraisal Report

File #

| FEATURE | SUBJECT | COMPARABLE SALE # 4 | | | COMPARABLE SALE # 5 | | | COMPARABLE SALE # 6 | | |
|---|---|---|-----------------|------------|--|---|---|--|-----------------|--|
| Address | ██████████ NORTH ARLINGTON, NJ 07031 | 79 EAGLE ST NORTH ARLINGTON, NJ 07031 | | | | | | | | |
| Proximity to Subject | | 0.18 miles SW | | | | | | | | |
| Sale Price | \$ 350,000 | \$ 399,000 | | | | | | | | |
| Sale Price/Gross Bldg. Area | \$ 144.00 sq.ft. | \$ 240.07 sq.ft. | | | \$ sq.ft. | | | \$ sq.ft. | | |
| Gross Monthly Rent | \$ 3,450 | \$ 2,400 EST | | | | | | | | |
| Gross Rent Multiplier | 101.45 | 166.25 | | | | | | | | |
| Price per Unit | \$ 116,667 | \$ 199,500 | | | | | | | | |
| Price per Room | \$ 26,923 | \$ 44,333 | | | | | | | | |
| Price per Bedroom | \$ 70,000 | \$ 99,750 | | | | | | | | |
| Rent Control | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | | | <input type="checkbox"/> Yes <input type="checkbox"/> No | | | <input type="checkbox"/> Yes <input type="checkbox"/> No | | |
| Data Source(s) | | MLS ACTIVE#1724084 | | | | | | | | |
| Verification Source(s) | | MLS/TAX RECORDS | | | | | | | | |
| VALUE ADJUSTMENTS | DESCRIPTION | DESCRIPTION | +(-) Adjustment | | DESCRIPTION | +(-) Adjustment | | DESCRIPTION | +(-) Adjustment | |
| Sale or Financing Concessions | | ACTIVE DOM#7+- | | | | | | | | |
| Date of Sale/Time | | ACTIVE -3% | -11,970 | | | | | | | |
| Location | AVERAGE | SIMILAR | | | | | | | | |
| Leasehold/Fee Simple | FEE SIMPLE | FEE SIMPLE | | | | | | | | |
| Site | 2,548 Sq.Ft. | 2548 SQ FT | | | | | | | | |
| View | RESIDENTIAL | SIMILAR | | | | | | | | |
| Design (Style) | 3 FAMILY | 2 FAMILY | | | | | | | | |
| Quality of Construction | AVERAGE | SIMILAR | | | | | | | | |
| Actual Age | 67+- | 67+- | | | | | | | | |
| Condition | AVERAGE | GOOD/SUPERIOR | | -40,000 | | | | | | |
| Gross Building Area | 2,428 | 1,662 | | +45,960 | | | | | | |
| Unit Breakdown | Total Bdrms Baths | Total Bdrms Baths | | | Total Bdrms Baths | | | Total Bdrms Baths | | |
| Unit # 1 | 5 2 1 | 4 2 1 | | | | | | | | |
| Unit # 2 | 5 2 1 | 5 2 1 | | | | | | | | |
| Unit # 3 | 3 1 1 | | | | | | | | | |
| Unit # 4 | | | | | | | | | | |
| Basement Description | FULL BSMT | FULL BSMT | | | | | | | | |
| Basement Finished Rooms | FIN FULL BATH | UNFINISHED | | +7,000 | | | | | | |
| Functional Utility | AVERAGE | SIMILAR | | | | | | | | |
| Heating/Cooling | HW/NO CAC | HW/NO CAC | | | | | | | | |
| Energy Efficient Items | STANDARD | STANDARD | | | | | | | | |
| Parking On/Off Site | NONE | ON SITE | | -15,000 | | | | | | |
| Porch/Patio/Deck | DECK | PATIO | | | | | | | | |
| KITCHEN/BATH 2 UNIT | NONE | NO/NO | | +15,000 | | | | | | |
| MISC | NONE | NONE | | | | | | | | |
| ASSESSED VALUE/EQ | \$419,400 | \$308,900 | | | | | | | | |
| Net Adjustment (Total) | | <input checked="" type="checkbox"/> + <input type="checkbox"/> - | | \$ 990 | | <input type="checkbox"/> + <input type="checkbox"/> - | | \$ | | |
| Adjusted Sale Price of Comparables | | Net Adj. | 0.2 % | | | Net Adj. | % | | | |
| | | Gross Adj. | 33.8 % | \$ 399,990 | | Gross Adj. | % | \$ | | |
| Adjusted Price Per Unit (Adj. SP Comp / # of Comp Units) | | \$ 199,995 | | | | | | | | |
| Adjusted Price Per Room (Adj. SP Comp / # of Comp Rooms) | | \$ 44,443 | | | | | | | | |
| Adjusted Price Per Bedrm (Adj. SP Comp / # of Comp Bedrooms) | | \$ 99,998 | | | | | | | | |
| Report the results of the research and analysis of the prior sale or transfer history of the subject property and comparable sales (report additional prior sales on page 3). | | | | | | | | | | |
| ITEM | SUBJECT | COMPARABLE SALE # 4 | | | COMPARABLE SALE # 5 | | | COMPARABLE SALE # 6 | | |
| Date of Prior Sale/Transfer | NO PRIOR SALE | NO PRIOR SALE | | | | | | | | |
| Price of Prior Sale/Transfer | 3 YRS. LIST 1 YR | LISTINGS LAST 1 YEAR | | | | | | | | |
| Data Source(s) | PUB RCD MLS | TAX ASSESSOR/MLS | | | | | | | | |
| Effective Date of Data Source(s) | 06/01/2017 | 06/01/2017 | | | | | | | | |
| Analysis of prior sale or transfer history of the subject property and comparable sales THE COMPS HAVE NOT BEEN RE LISTED WITHIN THE PAST YEAR. | | | | | | | | | | |
| Analysis/Comments COMP 4 IS AN ACTIVE LISTINGS AND DEMONSTRATE CURRENT MARKET CONDITIONS AND THE PRINCIPLE OF SUBSTITUTION. | | | | | | | | | | |
| THE SUBJECT WAS ON THE MARKET FROM 10/5/2015-12/31/2016 NJMLS#1540085 FOR \$375,000 DOWN FROM \$449,000. THE LISTING EXPIRED AFTER 123+- DAYS | | | | | | | | | | |

SALES COMPARISON APPROACH

SALE HISTORY

ANALYSIS / COMMENTS

Supplemental Addendum

File No.

| | | | | |
|------------------|------------------|--------|--------|-------------------------|
| Borrower/Client | [REDACTED] BURNS | | | |
| Property Address | [REDACTED] | | | |
| City | NORTH ARLINGTON | County | BERGEN | State NJ Zip Code 07031 |
| Lender | TRUSTCO BANK | | | |

• **Small Income : Sales Comparison - Summary**

THERE IS AN OVERALL LACK OF AVAILABLE SALES DATA TO COMPARE TO THE SUBJECT. THE APPRAISER SEARCHED ALL OF BERGEN COUNTY AND PORTIONS OF HUDSON AND PASSAIC COUNTIES FOR COMPARABLE 3 FAMILY AND 4 FAMILY SALES. THIS SEARCH LED THE APPRAISER TOO FAR AFIELD AND TOO FAR INTO THE PAST AND THEREFORE THE COMPARABLES CHOSEN FOR THIS REPORT ARE CONSIDERED THE BEST AVAILABLE AT THIS TIME IN ORDER TO FORM A MOST CREDIBLE OPINION OF VALUE FOR THE SUBJECT PROPERTY. IT WAS DETERMINED TO STAY WITHIN NORTH ARLINGTON AND WITHIN 1 YEAR CLOSED IN ORDER TO MITIGATE THE INTENSITY, VOLUME AND QUANTITY OF ADJUSTMENTS.

THEREFORE;

ALL COMPS ARE WITHIN 1 MILE AND ARE FROM THE SUBJECT TOWN OF NORTH ARLINGTON.

IT WAS NECESSARY TO EXCEED THE 6 MONTH TIME PARAMETER DUE TO THE LACK OF COMPARABLE DATA.

THERE WAS ONLY 1 USABLE 3 FAMILY FOR COMPARISON.

THE GBA ADJUSTMENT OF \$60 PER FOOT WAS UTILIZED

COMPARABLES 1 & 4 ARE REMODELED THROUGHOUT AND WERE ADJUSTED FOR SUPERIOR CONDITION.

ALL COMPARABLES WERE CONSIDERED WITH SIMILAR WEIGHT.

THE SUBJECT PROPERTY APPEARS TO BE SELLING BELOW MARKET LEVELS. THE OWNER IS NOT USING A REAL ESTATE AGENT AND HAS NO COMMISSION OBLIGATION. THE OWNER HAS ALSO STATED HE IS VERY ANXIOUS TO SELL THE PROPERTY AND NO LONGER WISHES TO BE A LANDLORD.

SUBJECT SALES HISTORY; SUBJECT HAS NOT SOLD WITHIN PAST 3 YEARS. SUBJECT WAS LISTED PAST YEAR PER MLS. THE SUBJECT WAS ON THE MARKET FROM 10/5/2015-1/1/2017 NJM [REDACTED] \$375,000 DOWN FROM \$449,000 THE LISTING EXPIRED AFTER 123+- DAYS. THE PROPERTY WAS THEN RELISTED AT \$369,000 FOR 7 DAYS AND WITHDRAWN AS PER NJMLS #1703607. THE OWNER HAS NOW SOLD THE PROPERTY AS A FOR SALE BY OWNER. THE OWNER HAS STATED TO THE APPRAISER THAT THERE WERE ISSUES WITH THE REAL ESTATE AGENTS PERFORMANCE. CALLS TO THE AGENT WERE NOT RETURNED. PER THE OWNER, NO REAL ESTATE COMMISSION IS OWED.

Subject Photo Page

| | | | | | | | |
|------------------|------------------|--------|--------|-------|----|----------|-------|
| Borrower/Client | [REDACTED] BURNS | | | | | | |
| Property Address | [REDACTED] | | | | | | |
| City | NORTH ARLINGTON | County | BERGEN | State | NJ | Zip Code | 07031 |
| Lender | TRUSTCO BANK | | | | | | |



Subject Front

[REDACTED]
Sales Price 350,000
Gross Building Area 2,428
Age 67+-



Subject Rear



Subject Street

Photograph Addendum

| | | | | | | | |
|------------------|-----------------|--------|--------|-------|----|----------|-------|
| Borrower/Client | BURNS | | | | | | |
| Property Address | [REDACTED] | | | | | | |
| City | NORTH ARLINGTON | County | BERGEN | State | NJ | Zip Code | 07031 |
| Lender | TRUSTCO BANK | | | | | | |



STREET SCENE



FIRE ESCAPE



SAFETY LIGHT/SMOKE DET



LEVEL 3 BATH



LEVEL 3 LIV RM



LEVEL 3 KITCHEN



LEVEL 3 BEDROOM



LEVEL 2 LIV RM



LEVEL 2 DINING RM



LEVEL 2 BEDROOM



LEVEL 2 BATHROOM



LEVEL 2 BEDROOM

Photograph Addendum

| | | | | | |
|------------------|-----------------|--------|--------|----------|-------|
| Borrower/Client | BURNS | | | | |
| Property Address | [REDACTED] | | | | |
| City | NORTH ARLINGTON | County | BERGEN | State | NJ |
| Lender | TRUSTCO BANK | | | | |
| | | | | Zip Code | 07031 |



LEVEL 2 KITCHEN



LEVEL 1 LIV RM



LEVEL 1 DINE RM



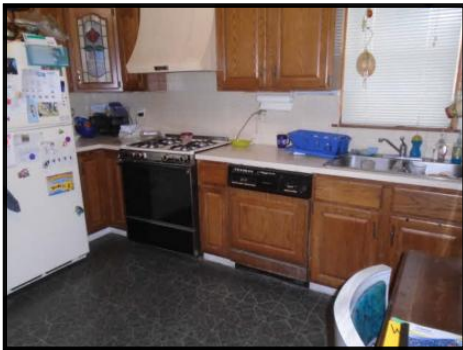
LEVEL 1 BEDROOM



LEVEL 1 BEDROOM



LEVEL 1 BATHROOM



LEVEL 1 KITCHEN



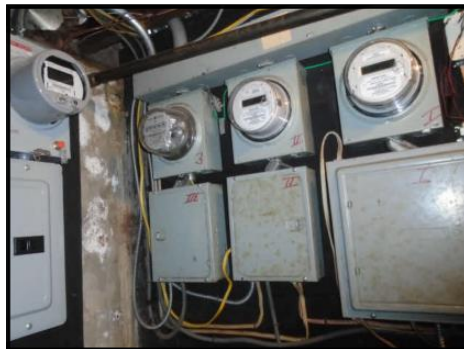
3 HOT WATER HEATERS



3 FURNACES



WATER METER



ELECTRIC METERS



GAS METERS

Photograph Addendum

| | | | | | | | |
|------------------|-------------------------|--------|---------------|-------|-----------|----------|--------------|
| Borrower/Client | [REDACTED] BURNS | | | | | | |
| Property Address | [REDACTED] | | | | | | |
| City | NORTH ARLINGTON | County | BERGEN | State | NJ | Zip Code | 07031 |
| Lender | TRUSTCO BANK | | | | | | |



REAR VIEW



DECK



SIDE VIEW



SIDE VIEW



FINISHED BASEMENT



BASEMENT FULL BATH

Comparable Photo Page

| | | | | | | | |
|------------------|-----------------|--------|--------|-------|----|----------|-------|
| Borrower/Client | BURNS | | | | | | |
| Property Address | [REDACTED] | | | | | | |
| City | NORTH ARLINGTON | County | BERGEN | State | NJ | Zip Code | 07031 |
| Lender | TRUSTCO BANK | | | | | | |



Comparable 1

38 UNION PLACE
 Sales Price 425,000
 Gross Building Area 2,697
 Age 87+-



Comparable 2

134 HENDEL AVE
 Sales Price 357,000
 Gross Building Area 2,062
 Age 67+-



Comparable 3

110 FRONT ST
 Sales Price 382,000
 Gross Building Area 2,011
 Age 67+-

Comparable Photo Page

| | | | | | | | |
|------------------|-----------------|--------|--------|-------|----|----------|-------|
| Borrower/Client | BURNS | | | | | | |
| Property Address | [REDACTED] | | | | | | |
| City | NORTH ARLINGTON | County | BERGEN | State | NJ | Zip Code | 07031 |
| Lender | TRUSTCO BANK | | | | | | |



Comparable 4

79 EAGLE ST
Sales Price 399,000
Gross Building Area 1,662
Age 67+-

Comparable 5

Sales Price
Gross Building Area
Age

Comparable 6

Sales Price
Gross Building Area
Age

Market Conditions Addendum to the Appraisal Report

File No.

The purpose of this addendum is to provide the lender/client with a clear and accurate understanding of the market trends and conditions prevalent in the subject neighborhood. This is a required addendum for all appraisal reports with an effective date on or after April 1, 2009.

Property Address [REDACTED] City NORTH ARLINGTON State NJ ZIP Code 07031

Borrower [REDACTED] BURNS

Instructions: The appraiser must use the information required on this form as the basis for his/her conclusions, and must provide support for those conclusions, regarding housing trends and overall market conditions as reported in the Neighborhood section of the appraisal report form. The appraiser must fill in all the information to the extent it is available and reliable and must provide analysis as indicated below. If any required data is unavailable or is considered unreliable, the appraiser must provide an explanation. It is recognized that not all data sources will be able to provide data for the shaded areas below; if it is available, however, the appraiser must include the data in the analysis. If data sources provide the required information as an average instead of the median, the appraiser should report the available figure and identify it as an average. Sales and listings must be properties that compete with the subject property, determined by applying the criteria that would be used by a prospective buyer of the subject property. The appraiser must explain any anomalies in the data, such as seasonal markets, new construction, foreclosures, etc.

| Inventory Analysis | Prior 7-12 Months | Prior 4-6 Months | Current - 3 Months | Overall Trend | | |
|---|---|------------------|--------------------|-------------------------------------|--|--|
| Total # of Comparable Sales (Settled) | 30 | 6 | 8 | <input type="checkbox"/> Increasing | <input checked="" type="checkbox"/> Stable | <input type="checkbox"/> Declining |
| Absorption Rate (Total Sales/Months) | 5.00 | 2.00 | 2.67 | <input type="checkbox"/> Increasing | <input checked="" type="checkbox"/> Stable | <input type="checkbox"/> Declining |
| Total # of Comparable Active Listings | 4 | 1 | 8 | <input type="checkbox"/> Declining | <input type="checkbox"/> Stable | <input checked="" type="checkbox"/> Increasing |
| Months of Housing Supply (Total Listings/Ab.Rate) | 0.8 | 0.5 | 3.0 | <input type="checkbox"/> Declining | <input type="checkbox"/> Stable | <input checked="" type="checkbox"/> Increasing |
| Median Sale & List Price, DOM, Sale/List % | Prior 7-12 Months | Prior 4-6 Months | Current - 3 Months | Overall Trend | | |
| Median Comparable Sale Price | 436,500 | 425,000 | 428,750 | <input type="checkbox"/> Increasing | <input checked="" type="checkbox"/> Stable | <input type="checkbox"/> Declining |
| Median Comparable Sales Days on Market | 22 | 26 | 48 | <input type="checkbox"/> Declining | <input type="checkbox"/> Stable | <input checked="" type="checkbox"/> Increasing |
| Median Comparable List Price | 475,000 | 309,000 | 414,000 | <input type="checkbox"/> Increasing | <input checked="" type="checkbox"/> Stable | <input type="checkbox"/> Declining |
| Median Comparable Listings Days on Market | 133 | 35 | 38.5 | <input type="checkbox"/> Declining | <input checked="" type="checkbox"/> Stable | <input type="checkbox"/> Increasing |
| Median Sale Price as % of List Price | 97.66 | 98.95 | 91.88 | <input type="checkbox"/> Increasing | <input type="checkbox"/> Stable | <input checked="" type="checkbox"/> Declining |
| Seller-(developer, builder, etc.)paid financial assistance prevalent? | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | | | <input type="checkbox"/> Declining | <input checked="" type="checkbox"/> Stable | <input type="checkbox"/> Increasing |

Explain in detail the seller concessions trends for the past 12 months (e.g., seller contributions increased from 3% to 5%, increasing use of buydowns, closing costs, condo fees, options, etc.). **SELLER CONCESSIONS ARE NOT READILY REPORTED BY REALTORS. IT SHOULD BE NOTED THAT WHILE CONCESSIONS HAVE INCREASED THEY ARE NOT TYPICAL AT THIS TIME AND VARY WIDELY BASED ON THE NEGOTIATIONS TO THE DEAL.**

Are foreclosure sales (REO sales) a factor in the market? Yes No If yes, explain (including the trends in listings and sales of foreclosed properties).

Cite data sources for above information. NJMLS, GSMLS, WALL STREET JOURNAL, CASE SCHILLER PRICE INDEX, FEDERAL RESERVE, FHFA, FANNIE MAE, FREDDIE MAC, LOCAL NEWS, CENSUS BUREAU, NJ VITAL STATISTICS, TAX RECORD DATA, REALTORS AMONG OTHERS.

Summarize the above information as support for your conclusions in the Neighborhood section of the appraisal report form. If you used any additional information, such as an analysis of pending sales and/or expired and withdrawn listings, to formulate your conclusions, provide both an explanation and support for your conclusions.

PAGE 2 OF THE 1004 DOES NOT MATCH THE 1004MC SALES LIST COUNT AS THE 1004MC IS MORE GENERAL IN ORDER TO SHOW A GREATER MORE SIGNIFICANT SAMPLING. GOVT OFFICIALS HAVE STATED THE GREAT RECESSION HAS ENDED. THIS HAS RESULTED IN AN IMPROVED CONDITION OVERALL FOR EMPLOYMENT OR THE HOUSING SECTOR. UNDERWRITING STANDARDS REMAIN TIGHT AND THE FEDERAL RESERVE HAS RECENTLY RAISED INTEREST RATES. THE 1004MC IS NOT A SEASONALLY ADJUSTED MEASURE AND THERE IS NOT ENOUGH EVIDENCE AT THIS TIME FOR MARKET CONDITION ADJUSTMENTS. THIS IS A COMPLEX MARKET. PARAMETERS SEARCHED AS FOLLOWS; THE ENTIRE NORTH ARLINGTON MARKET FOR 2-4 FAMILY DWELLINGS.

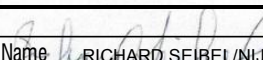
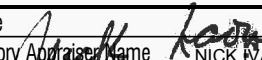
If the subject is a unit in a condominium or cooperative project, complete the following:

Project Name:

| Subject Project Data | Prior 7-12 Months | Prior 4-6 Months | Current - 3 Months | Overall Trend | | |
|--|-------------------|------------------|--------------------|-------------------------------------|---------------------------------|-------------------------------------|
| Total # of Comparable Sales (Settled) | | | | <input type="checkbox"/> Increasing | <input type="checkbox"/> Stable | <input type="checkbox"/> Declining |
| Absorption Rate (Total Sales/Months) | | | | <input type="checkbox"/> Increasing | <input type="checkbox"/> Stable | <input type="checkbox"/> Declining |
| Total # of Active Comparable Listings | | | | <input type="checkbox"/> Declining | <input type="checkbox"/> Stable | <input type="checkbox"/> Increasing |
| Months of Unit Supply (Total Listings/Ab.Rate) | | | | <input type="checkbox"/> Declining | <input type="checkbox"/> Stable | <input type="checkbox"/> Increasing |

Are foreclosure sales (REO sales) a factor in the project? Yes No If yes, indicate the number of REO listings and explain the trends in listings and sales of foreclosed properties.

Summarize the above trends and address the impact on the subject unit and project.

| | |
|---|--|
| Signature  | Signature  |
| Appraiser Name RICHARD SEIBEL/NIJ APPRAISAL NETWORK | Supervisory Appraiser Name NICK MANOW/NIJ APPRAISAL NETWORK |
| Company Name NIJ APPRAISAL NETWORK | Company Name NIJ APPRAISAL NETWORK |
| Company Address 140 LINCOLN AVENUE, HAWTHORNE, NJ 07506 | Company Address 140 LINCOLN AVENUE, HAWTHORNE, NJ 07506 |
| State License/Certification # 42RG00243900 State NJ | State License/Certification # 42RG001335 State NJ |
| Email Address NIJAPPRAISALNET1@YAHOO.COM | Email Address NIJAPPRAISALNET1@YAHOO.COM |

MARKET RESEARCH & ANALYSIS

CONDO/CO-OP PROJECTS

APPRAISER

Operating Income Statement

One- to Four-Family Investment Property and Two- to Four-Family Owner-Occupied Property

Property Address

Street

NORTH ARLINGTON
City

NJ
State

07031
Zip Code

General Instructions: This form is to be prepared jointly by the loan applicant, the appraiser, and the lender's underwriter. The applicant must complete the following schedule indicating each unit's rental status, lease expiration date, current rent, market rent, and the responsibility for utility expenses. Rental figures must be based on the rent for an "unfurnished" unit.

| | Currently Rented | Expiration Date | Current Rent Per Month | Market Rent Per Month | Utility Expense | Paid By Owner | Paid By Tenant |
|--------------|---|-----------------|------------------------|-----------------------|-----------------|-------------------------------------|-------------------------------------|
| Unit No. 1 | Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> | MO TO MO | \$ 1,200 | \$ 1,200 | Electricity | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Unit No. 2 | Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> | 3/31/2018 | \$ 1,200 | \$ 1,200 | Gas | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Unit No. 3 | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> | | \$ 0 | \$ 1,050 | Fuel Oil | <input type="checkbox"/> | <input type="checkbox"/> |
| Unit No. 4 | Yes <input type="checkbox"/> No <input type="checkbox"/> | | \$ | \$ | Fuel (Other) | <input type="checkbox"/> | <input type="checkbox"/> |
| Total | | | \$ 2,400 | \$ 3,450 | Water/Sewer | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| | | | | | Trash Removal | <input checked="" type="checkbox"/> | <input type="checkbox"/> |

The applicant should complete all of the income and expense projections and for existing properties provide actual year-end operating statements for the past two years (for new properties the applicant's projected income and expenses must be provided). This Operating Income Statement and any previous operating statements the applicant provides must then be sent to the appraiser for review, comment, and/or adjustments next to the applicant's figures (e.g. Applicant/Appraiser 288/300). If the appraiser is retained to complete the form instead of the applicant, the lender must provide to the appraiser the aforementioned operating statements, mortgage insurance premium, HOA dues, leasehold payments, subordinate financing, and/or any other relevant information as to the income and expenses of the subject property received from the applicant to substantiate the projections. The underwriter should carefully review the applicant's/appraiser's projections and the appraiser's comments concerning those projections. The underwriter should make any final adjustments that are necessary to more accurately reflect any income or expense items that appear unreasonable for the market. (Real estate taxes and insurance on these types of properties are included in PITI and not calculated as an annual expense item) Income should be based on the current rents, but should not exceed market rents. When there are no current rents because the property is proposed, new, or currently vacant, market rents should be used.

Annual Income and Expense Projection for Next 12 months

| | By Applicant/Appraiser | Adjustments by Lender's Underwriter |
|---|------------------------|-------------------------------------|
| Income (Do not include income for owner-occupied units) | | |
| Gross Annual Rental (from unit(s) to be rented) (Market) | \$ 41,400 | \$ |
| Other Income (include sources) | + 0 | + |
| Total | \$ 41,400 | \$ |
| Less Vacancy/Rent Loss | - 1,656 (4 %) | - (%) |
| Effective Gross Income | \$ 39,744 | \$ |
| Expenses (Do not include expenses for owner-occupied units) | | |
| Electricity | | |
| Gas | | |
| Fuel Oil | | |
| Fuel (Type -) | | |
| Water/Sewer | 1,500 | |
| Trash Removal | | |
| Pest Control | | |
| Other Taxes or Licenses | | |
| Casual Labor | 1,000 | |
| This includes the costs for public area cleaning, snow removal, etc., even though the applicant may not elect to contract for such services. | | |
| Interior Paint/Decorating | 1,200 | |
| This includes the costs of contract labor and materials that are required to maintain the interiors of the living unit. | | |
| General Repairs/Maintenance | 1,800 | |
| This includes the costs of contract labor and materials that are required to maintain the public corridors, stairways, roofs, mechanical systems, grounds, etc. | | |
| Management Expenses | 1,200 | |
| These are the customer expenses that a professional management company would charge to manage the property. | | |
| Supplies | 200 | |
| This includes the costs of items like light bulbs, janitorial supplies, etc. | | |
| Total Replacement Reserves - See Schedule on Pg. 2 | 1,025 | |
| Miscellaneous | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| Total Operating Expenses | \$ 7,925 | \$ |

| | | |
|------------------|-----------------|---------------------------------------|
| Borrower/Client | BURNS | File No. |
| Property Address | [REDACTED] | |
| City | NORTH ARLINGTON | County BERGEN State NJ Zip Code 07031 |
| Lender | TRUSTCO BANK | |

APPRAISAL AND REPORT IDENTIFICATION

This Report is one of the following types:

Appraisal Report (A written report prepared under Standards Rule 2-2(a) , pursuant to the Scope of Work, as disclosed elsewhere in this report.)

Restricted Appraisal Report (A written report prepared under Standards Rule 2-2(b) , pursuant to the Scope of Work, as disclosed elsewhere in this report, restricted to the stated intended use by the specified client or intended user.)

Comments on Standards Rule 2-3

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- 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.
- Unless otherwise indicated, 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.
- Unless otherwise indicated, I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 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.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice that were in effect at the time this report was prepared.
- Unless otherwise indicated, I have made a personal inspection of the property that is the subject of this report.
- Unless otherwise indicated, no one provided significant real property appraisal assistance to the person(s) signing this certification (if there are exceptions, the name of each individual providing significant real property appraisal assistance is stated elsewhere in this report).

Reasonable Exposure Time (USPAP defines Exposure Time as the estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal.)

My Opinion of Reasonable Exposure Time for the subject property at the market value stated in this report is: _____

EXPOSURE TIME IS SIMILAR TO THE MARKETING TIME STATED ON PAGE ONE OF THIS REPORT.

Comments on Appraisal and Report Identification

Note any USPAP-related issues requiring disclosure and any state mandated requirements:

THIS IS AN "APPRAISAL REPORT" AS STATED IN STANDARDS RULE 2-2A. THE APPRAISER HAS THE APPROPRIATE KNOWLEDGE, EXPERIENCE AND ACCESS TO THE APPROPRIATE DATA SOURCES TO PRODUCE CREDIBLE ASSIGNMENT RESULTS.

The Scope of Work is the type and extent of research and analyses performed in an appraisal assignment that is required to produce credible assignment results, given the nature of the appraisal problem, the specific requirements of the intended user(s) and the intended use of the appraisal report. Reliance upon this report, regardless of how acquired, by any party or for any use, other than those specified in this report by the Appraiser, is prohibited. The Opinion of Value that is the conclusion of this report is credible only within the context of the Scope of Work, Effective Date, the Date of Report, the Intended User(s), the Intended Use, the stated Assumptions and Limiting Conditions, any Hypothetical Conditions and/or Extraordinary Assumptions, and the Type of Value, as defined herein. The appraiser, appraisal firm, and related parties assume no obligation, liability, or accountability, and will not be responsible for any unauthorized use of this report or its conclusions.

APPRAISER:

Signature: [Signature]
 Name: RICHARD SEIBEL/NIJ APPRAISAL NETWORK
 NJ-SCGREA, CERTIFIED TAX ASSESSOR
 State Certification #: 42RG00243900
 or State License #: _____
 State: NJ Expiration Date of Certification or License: 12/31/2017
 Date of Signature and Report: 6/21/2017
 Effective Date of Appraisal: 6/16/2017
 Inspection of Subject: None Interior and Exterior Exterior-Only
 Date of Inspection (if applicable): 6/16/2017

SUPERVISORY or CO-APPRAISER (if applicable):

Signature: [Signature]
 Name: NICK MANOWNIJ APPRAISAL NETWORK
 NJ-SCGREA
 State Certification #: 42RG001335
 or State License #: _____
 State: NJ Expiration Date of Certification or License: 12/31/2017
 Date of Signature: _____
 Inspection of Subject: None Interior and Exterior Exterior-Only
 Date of Inspection (if applicable): 06/16/2017

INTENDED USER-SCOPE OF WORK

File No.

| | | | | |
|------------------|-----------------|--------|--------|-------------------------|
| Borrower/Client | BURNS | | | |
| Property Address | [REDACTED] | | | |
| City | NORTH ARLINGTON | County | BERGEN | State NJ Zip Code 07031 |
| Lender | TRUSTCO BANK | | | |

THE INTENDED USER OF THIS APPRAISAL REPORT IS THE CLIENT.

THE INTENDED USE IS TO EVALUATE THE PROPERTY THAT IS THE SUBJECT OF THIS APPRAISAL TO DETERMINE MARKET VALUE AS OF THE EFFECTIVE DATE FOR MORTGAGE LENDING PURPOSES, SUBJECT TO THE STATED SCOPE OF WORK, PURPOSE OF THE APPRAISAL, REPORTING REQUIREMENTS OF THIS APPRAISAL REPORT FORM AND DEFINITION OF MARKET VALUE. NO ADDITIONAL INTENDED USERS ARE IDENTIFIED BY THE APPRAISER. NO OTHER PERSONS MAY RELY ON THIS APPRAISAL FOR ANY PURPOSE. IF UTILIZED BY UNAUTHORIZED INDIVIDUALS THE APPRAISER CAN NOT BE HELD ACTIONABLE.

SCOPE OF WORK:

THIS IS AN APPRAISAL OF A THREE FAMILY PROPERTY.

THE APPRAISER HAS INSPECTED THE INTERIOR AND EXTERIOR AND HAS MEASURED THE SUBJECT PROPERTY FROM THE EXTERIOR.

THE SQUARE FOOTAGE OF THE COMPARABLES AND THE DEED BOOK/PAGE IS TAKEN FROM NJACTB TAX ASSESSOR WEB SITE AND IS CONSIDERED AN ACCURATE AND RELIABLE SOURCE.

THE APPRAISER HAS INSPECTED THE EXTERIOR OF THE COMPARABLES FROM THE STREET, OBSERVED INTERIOR PHOTOS OF THE COMPARABLES IN THE MLS AND SPOKE WITH THE LISTING AGENTS.

HISTORICAL MARKET CONDITIONS WERE INVESTIGATED AND RECENT SALES WERE UTILIZED IN RELATION TO THE EFFECTIVE DATE OF THE APPRAISAL. THE MARKET APPEARED STABLE AND NO TIME ADJUSTMENTS WERE UTILIZED.

THE NEW JERSEY MLS AND NJACTB WEB SITES WERE UTILIZED TO COLLECT SALES DATA.

THE APPRAISAL REPORT IS WRITTEN IN A SUMMARIZED FORMAT AND IS CONSIDERED SUFFICIENT FOR THE INTENDED USER. ADDITIONAL DATA CAN BE FOUND IN THE APPRAISERS WORKFILE.

THE SALES COMPARISON APPROACH IS THE MOST CREDIBLE APPROACH TO VALUE UTILIZED IN THIS REPORT AND WAS GIVEN MOST WEIGHT. THE INCOME APPROACH WAS COMPLETED HOWEVER DWELLINGS SIMILAR TO THE SUBJECT ARE TYPICALLY OWNER OCCUPIED AND NOT PURCHASED FOR INCOME STREAM.

THE APPRAISER IS NOT AN EXPERT IN ENVIRONMENTAL CONDITIONS. THE APPRAISAL IS MADE BASED ON THE EXTRAORDINARY ASSUMPTION THAT THE PROPERTY IS FREE AND CLEAR OF ANY ENVIRONMENTAL CONDITIONS.

CONTRACT



STATEWIDE NEW JERSEY REALTORS' STANDARD FORM OF REAL ESTATE SALES CONTRACT

©2012 New Jersey REALTORS, Inc.

THIS FORM MAY BE USED ONLY IN THE SALE OF A ONE TO FOUR-FAMILY RESIDENTIAL PROPERTY OR FACULTY ONE-FAMILY LOTS. THIS FORM IS NOTABLE FOR THE ONLY WHERE THE SELLER HAS PREVIOUSLY EXECUTED A WRITTEN LISTING AGREEMENT.

THIS IS A LEGALLY BINDING CONTRACT THAT WILL BECOME FINAL WITHIN THREE BUSINESS DAYS. DURING THIS PERIOD YOU MAY CHOOSE TO CONSULT AN ATTORNEY WHO CAN REVIEW AND CANCEL THE CONTRACT. SEE SECTION ON ATTORNEY REVIEW FOR DETAILS.

TABLE OF CONTENTS

| | | |
|--|--|---|
| 1. PARTIES AND PROPERTY DESCRIPTION | 11. INSPECTION CONTINGENCY CLAUSE | 21. FAILURE OF BUYER OR SELLER TO CLOSE |
| 2. PURCHASE PRICE | 12. LEAD-BASED PAINT UNDER LEAD-BASED PAINT REGULATIONS | 22. CONFIDENTIALITY |
| 3. MANNER OF PAYMENT | 13. NOTICE TO SELLER CONCERNING PRIVATE WELL TESTING AND DISPOSITION | 23. STATEMENT OF ACCOMPLISHMENT |
| 4. DEPOSIT | 14. INSPECTION CONTINGENCY CLAUSE | 24. DECLARATION OF LIENORS |
| 5. MORTGAGE | 15. ASPECTS OF LAW STATEMENT | 25. SELLER'S INFORMATION AND CONSENT |
| 6. ACCURATE DECLARATION OF SELLING PRICE | 16. ASPECTS OF LAW STATEMENT | 26. SELLER'S REAL ESTATE LICENSE |
| 7. ITEMS INCLUDED BY SALE | 17. BUYER'S REAL ESTATE LICENSE | 27. SELLER'S REAL ESTATE LICENSE |
| 8. ITEMS EXCLUDED FROM SALE | 18. SITE CONDITIONS | 28. SELLER'S REAL ESTATE LICENSE |
| 9. BUYER AND SELLER FOR | 19. NEW CONSTRUCTION HOME | 29. BUYER'S REAL ESTATE LICENSE |
| 10. REPRESENTATIVE OF BUYER AND SELLER | 20. ASSESSMENT | 30. BUYER'S REAL ESTATE LICENSE |
| 11. CONTINGENCY | 21. NOTICE TO BUYER CONCERNING | 31. BUYER'S REAL ESTATE LICENSE |
| 12. CONTINGENCY | 22. NOTICE TO BUYER CONCERNING | 32. BUYER'S REAL ESTATE LICENSE |
| 13. CONTINGENCY | 23. NOTICE TO BUYER CONCERNING | 33. BUYER'S REAL ESTATE LICENSE |
| 14. CONTINGENCY | 24. NOTICE TO BUYER CONCERNING | 34. BUYER'S REAL ESTATE LICENSE |
| 15. CONTINGENCY | 25. NOTICE TO BUYER CONCERNING | 35. BUYER'S REAL ESTATE LICENSE |
| 16. CONTINGENCY | 26. NOTICE TO BUYER CONCERNING | 36. BUYER'S REAL ESTATE LICENSE |
| 17. CONTINGENCY | 27. NOTICE TO BUYER CONCERNING | 37. BUYER'S REAL ESTATE LICENSE |
| 18. CONTINGENCY | 28. NOTICE TO BUYER CONCERNING | 38. BUYER'S REAL ESTATE LICENSE |
| 19. CONTINGENCY | 29. NOTICE TO BUYER CONCERNING | 39. BUYER'S REAL ESTATE LICENSE |
| 20. CONTINGENCY | 30. NOTICE TO BUYER CONCERNING | 40. BUYER'S REAL ESTATE LICENSE |

1. PARTIES AND PROPERTY DESCRIPTION:

Buyer: Erin Egan Stone ("Buyer")

Whom address: 12174th St, Fairfield NJ 07006

AGREES TO PURCHASE FROM

Seller: Erin Egan Stone and Bruce Egan Stone ("Seller")

Whom address: 612 John Street, Riverside, New Jersey 07071

THROUGH THE BROKER(S) NAMED IN THIS CONTRACT AT THE PRICE AND TERMS STATED BELOW, THE FOLLOWING PROPERTY:

Property Address: 11111th St, Hightstown, New Jersey 08520

down on the municipal tax map of North Arlington County Bergen

is Lot 11111th St (the "Property").

THE WORDS "BUYER" AND "SELLER" INCLUDE ALL BUYERS AND SELLERS LISTED ABOVE.

| | |
|---------------------------------|---------------|
| 2. PURCHASE PRICE: | |
| TOTAL PURCHASE PRICE | \$ 350,000.00 |
| INITIAL DEPOSIT | \$ 2,000.00 |
| ADDITIONAL DEPOSIT | \$ 15,000.00 |
| MORTGAGE | \$ 200,000.00 |
| BALANCE OF PURCHASE PRICE | \$ 133,000.00 |

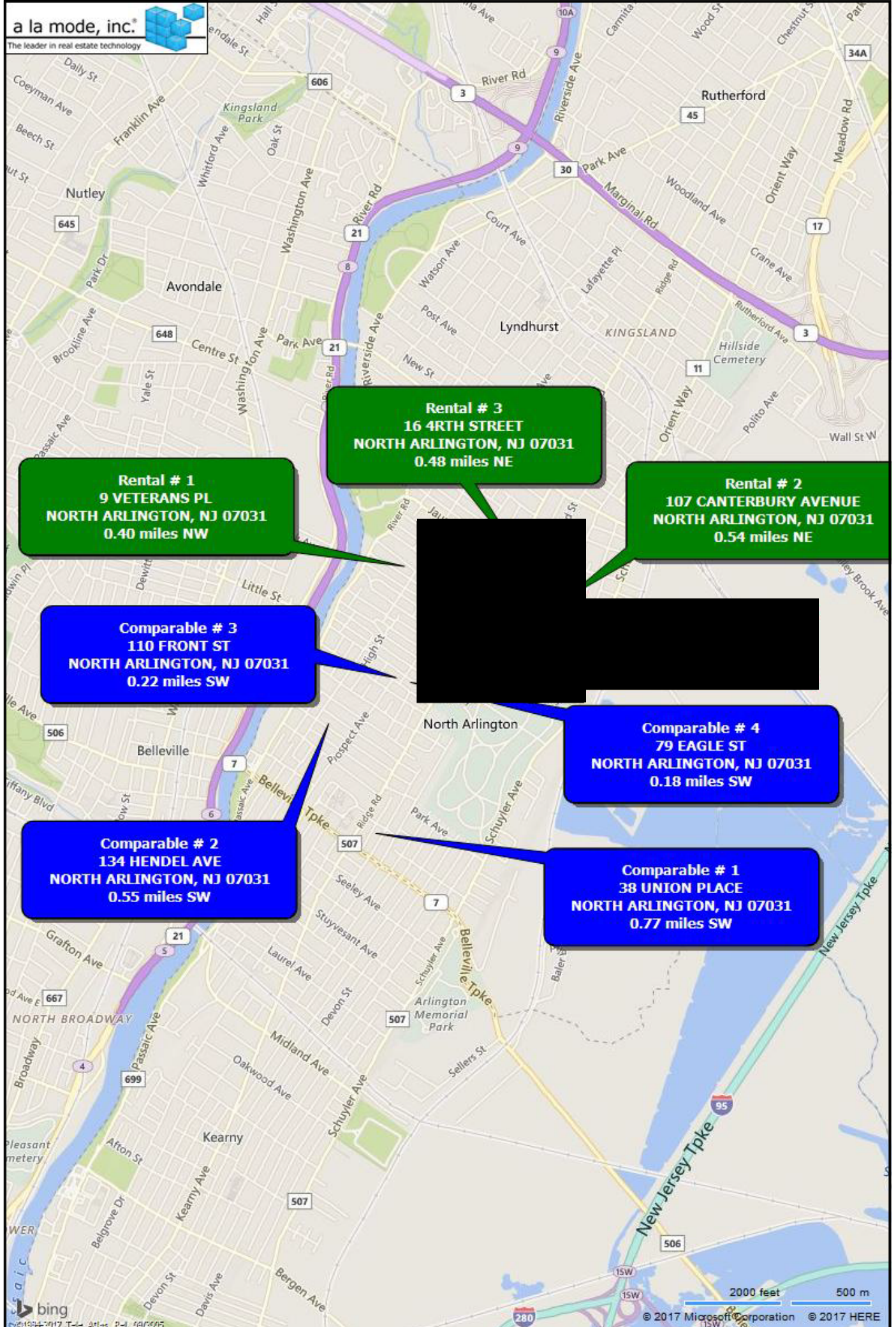
Buyer's Initials: ESG Seller's Initials: BM/SM

NJMLS MARKET DATA

| 1st Quarter NJMLS Statistics - BERGEN COUNTY (Continued) | | | | | | | | | | | | | | | | | | |
|--|------------|------|------|-----------------|-----------|-----------|-------------------|-----------|-----------|------------------------|--------------|--------------|-----------------------------|--------------|--------------|-------------------------------|--------------|--------------|
| 2-4 Family Properties - 1Q17 vs. 1Q16 vs. 1Q15 | | | | | | | | | | | | | | | | | | |
| Sorted by Town Order | | | | | | | | | | | | | | | | | | |
| | # of Solds | | | Avg. Sold Price | | | Median Sold Price | | | % Change in # of Solds | | | % Change in Avg. Sold Price | | | % Change in Median Sold Price | | |
| | 1Q17 | 1Q16 | 1Q15 | 1Q17 | 1Q16 | 1Q15 | 1Q17 | 1Q16 | 1Q15 | 1Q17vs 1Q16 | 1Q16 vs 1Q15 | 1Q17 vs 1Q15 | 1Q17vs 1Q16 | 1Q16 vs 1Q15 | 1Q17 vs 1Q15 | 1Q17vs 1Q16 | 1Q16 vs 1Q15 | 1Q17 vs 1Q15 |
| BERGEN COUNTY | 166 | 161 | 129 | \$459,086 | \$420,567 | \$375,812 | \$415,000 | \$399,000 | \$357,000 | 3.1% | 24.8% | 28.7% | 9.2% | 11.9% | 22.2% | 4.0% | 11.8% | 16.2% |
| Montvale | 1 | 0 | 0 | \$555,000 | \$0 | \$0 | \$555,000 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| Moonachie | 0 | 0 | 0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| New Milford | 1 | 1 | 0 | \$350,000 | \$465,000 | \$0 | \$350,000 | \$465,000 | \$0 | 0.0% | #DIV/0! | #DIV/0! | -24.7% | #DIV/0! | #DIV/0! | -24.7% | #DIV/0! | #DIV/0! |
| North Arlington | 7 | 0 | 0 | \$414,643 | \$421,330 | \$343,833 | \$422,500 | \$415,000 | \$344,000 | 133.3% | -50.0% | 16.7% | -1.6% | 22.5% | 20.6% | 1.8% | 20.6% | 22.8% |
| Northvale | 2 | 0 | 2 | \$418,500 | \$0 | \$370,000 | \$418,500 | \$0 | \$370,000 | #DIV/0! | -100.0% | 0.0% | #DIV/0! | -100.0% | 13.1% | #DIV/0! | -100.0% | 13.1% |
| Norwood | 1 | 2 | 0 | \$577,500 | \$531,000 | \$0 | \$577,500 | \$531,000 | \$0 | -50.0% | #DIV/0! | #DIV/0! | 8.8% | #DIV/0! | #DIV/0! | 8.8% | #DIV/0! | #DIV/0! |

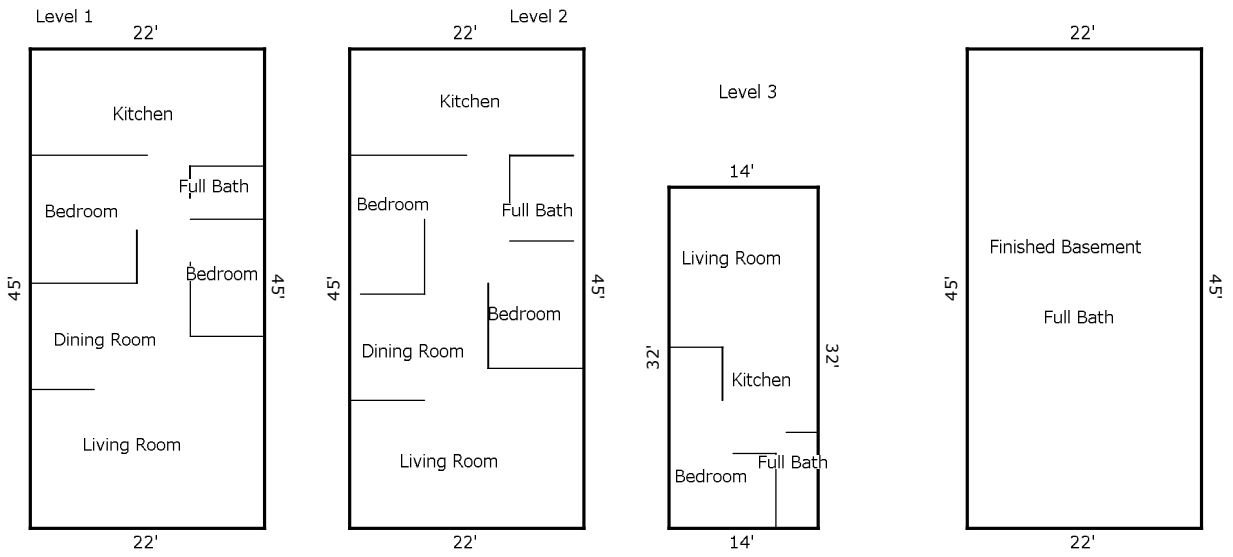
Location Map

| | | | | | | | |
|------------------|------------------------|--------|---------------|-------|-----------|----------|--------------|
| Borrower/Client | BURNS | | | | | | |
| Property Address | [REDACTED] | | | | | | |
| City | NORTH ARLINGTON | County | BERGEN | State | NJ | Zip Code | 07031 |
| Lender | TRUSTCO BANK | | | | | | |



Building Sketch

| | | | |
|------------------|-------------------------|----------------------|---------------------------------------|
| Borrower/Client | [REDACTED] BURNS | | |
| Property Address | [REDACTED] | | |
| City | NORTH ARLINGTON | County BERGEN | State NJ Zip Code 07031 |
| Lender | TRUSTCO BANK | | |



Measurements are approximate
Not to Scale

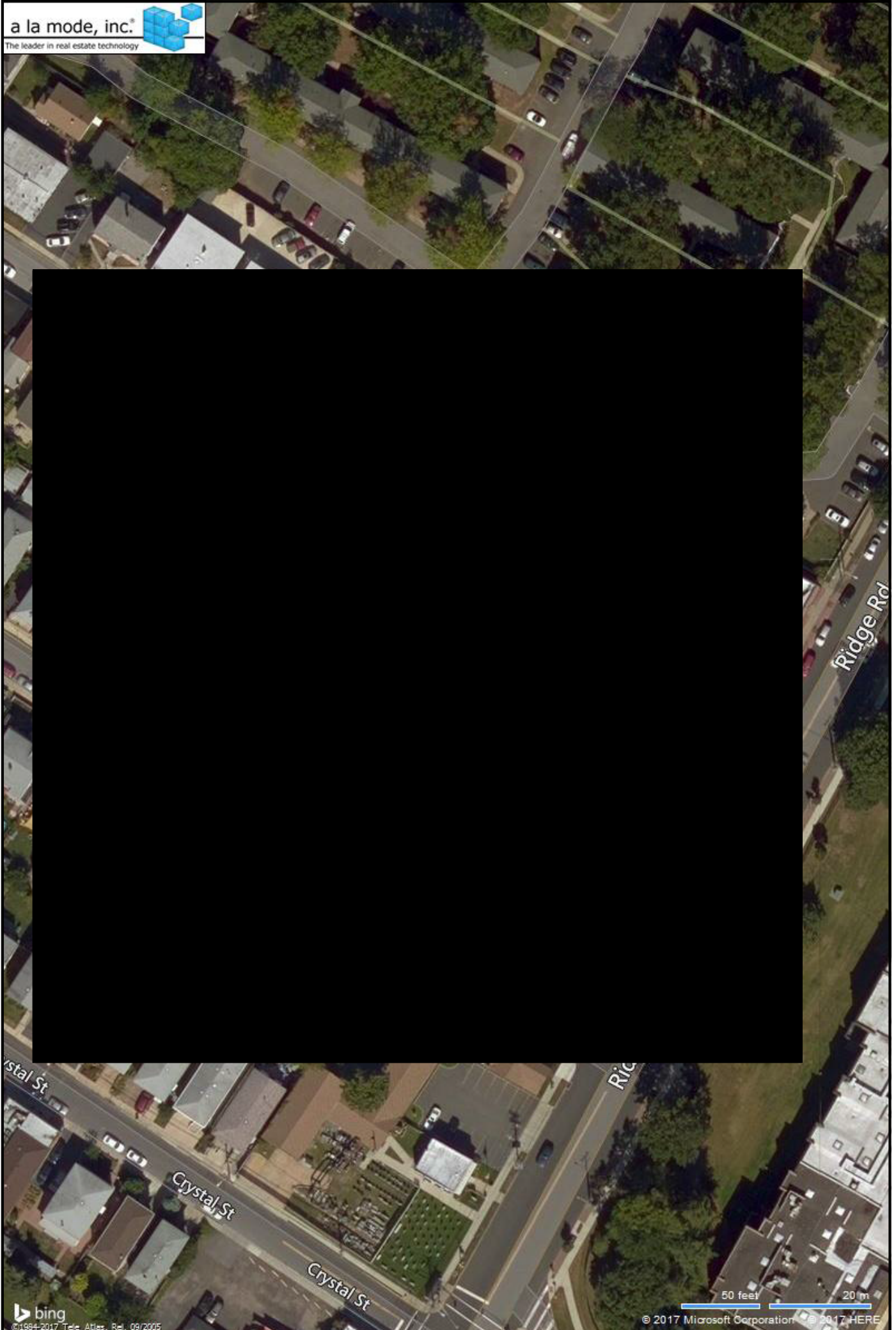
TOTAL Sketch by a la mode, inc.

Area Calculations Summary

| Living Area | Calculation Details | |
|-------------------------------------|---------------------|----------------------|
| First Floor | 990 Sq ft | $45 \times 22 = 990$ |
| Second Floor | 990 Sq ft | $45 \times 22 = 990$ |
| Third Floor | 448 Sq ft | $32 \times 14 = 448$ |
| Total Living Area (Rounded): | 2428 Sq ft | |
| Non-living Area | | |
| Basement | 990 Sq ft | $45 \times 22 = 990$ |

Location Map

| | | | | | | | |
|------------------|-------------------------|--------|---------------|-------|-----------|----------|--------------|
| Borrower/Client | [REDACTED] BURNS | | | | | | |
| Property Address | [REDACTED] | | | | | | |
| City | NORTH ARLINGTON | County | BERGEN | State | NJ | Zip Code | 07031 |
| Lender | TRUSTCO BANK | | | | | | |



APPRAISER QUALIFICATIONS**APPRAISER'S QUALIFICATIONS**

NICK IVANOW
SCGREA, IFA

APPRAISAL EXPERIENCE:

- **Owner, Senior Appraiser and Reviewer for NIJ APPRAISAL NETWORK, Hawthorne, NJ, and Wyckoff, NJ since 1986 (over 30 years)**
- **Branch Manager, Senior Appraiser for Consolidated Appraisal Service, Inc., West Paterson, NJ (1990-1992)**
- **Staff Appraiser with Consolidated Appraisal Services, Inc., Bronxville, NY (1986-1989)**
- **Qualified as Expert Witness before various County Boards of Taxation, the Tax Court of New Jersey, & various other Courts throughout New Jersey**

PROFESSIONAL AFFILIATIONS:

- **New Jersey State Certified General Real Estate Appraiser, SCGREA # 01335**
- **National Association of Independent Fee Appraisers (NAIFA) IFA designation**
- **Current President of Northern NJ Chapter of The National Association of Independent Fee Appraisers (NAIFA) Past President of Passaic (NJ) Chapter**

EDUCATION:

- **Bachelor of Arts degree (BA), Montclair State University**
- **State of New Jersey Approved Real Estate Appraisal courses:**
 - Introduction to Residential Real Estate**
 - Small Income Property Appraisal**
 - Uniform Standards of Professional Appraisal Practice (USPAP)**
 - Preparing a "URAR"**
 - Writing a Narrative Appraisal Report**
 - Principles of Capitalization**
 - Practical Overview of Evaluations and other Limited Scope Assignments**
 - The Commercial Cost Approach**
 - Environmental Risk Screening**
 - USPAP Revisions and Specific Guidelines**
 - Home Inspections and Common Defects**
 - Appraisal Regulation and Underwriting**
 - Impact of Wetland and Contaminated Properties**
 - Ad Valorem Taxation Contemporary Valuation Issues**
 - The Appraisal of Shopping Centers**
 - The Internet and the Appraisal Practice**
 - Revaluation of Properties**
 - Uniform Standards of Professional Appraisal Practice (USPAP), 2016**

APPRAISER QUALIFICATIONS**APPRAISER'S QUALIFICATIONS**

Richard Seibel

APPRAISAL EXPERIENCE:

- Staff Appraiser for NIJ Appraisal Network, Hawthorne NJ.

PROFESSIONAL AFFILIATIONS:

- New Jersey State Certified General Appraiser #42RG00243900
- New Jersey Real Estate Appraiser since 1986
- New Jersey Tax Assessor #2453.
- New Jersey State Licensed Real Estate Salesperson

EDUCATION:

- B.A. History, University of Hartford, Hartford CT.
- All necessary and required courses to stay current with NJ appraisal board requirements.
- Uniform Standards of Professional Appraisal Practices (USPAP)

EXPERIENCE/SPECIAL SKILLS:

- Worked on many revaluations and reassessments for large mass appraisal firm.
- Review appraiser to ensure quality and USPAP compliance for several large northern NJ appraisal firms.