InsideValuation’s Commercial Evaluation

InsideValuation’s commercial evaluation products were designed to fully address the industry’s needs and requirements for evaluation products. All evaluation solutions are fully compliant and meet or exceed the Interagency Appraisal and Evaluation (IAG) requirements. As a result, InsideValuation offers a lower cost alternative valuation (saving thousands when compared to traditional commercial appraisals) without sacrificing valuation accuracy and report quality. We offer exterior and interior evaluation options coupled with a standard 10 business day turn-time or an optional 5 business day rush turn-time.

InsideValuation’s commercial evaluation reports include and address construction quality, site utility, current zoning, assessment information, highest and best use, projected use and external obsolescence. Our evaluation report analyzes local market trends, including vacancy rates and the subject’s neighborhood to better understand it’s positioning within the local market. Each evaluation also includes a site inspection performed by the field agent coupled with current subject photos obtained at the time of inspection.

InsideValuation’s commercial evaluation products offer tremendous insight and data to assist in determining accurate credit and lending decisions. The commercial evaluation product includes several approaches to value, utilizing a comparable analysis, income approach (which incorporates capitalization rates and operating expenses) and land values. Additionally, a value reconciliation is included and documented within each evaluation report.

Product Snapshot

- Robust commentary throughout the report
- Property detail and local market trends
- Subject property transaction history
- Three (3) Comparable Rentals
- Three (3) Comparable Listings
- Line item adjustments
- Income approach, Capitalization Rate and Operating Expenses
- Current subject photos and location map provided
- “As Is”, “As Repaired”, “Quick Sale” and “Land Only” Value Estimates

---

**Comparable Sales**

<table>
<thead>
<tr>
<th>Subject Property</th>
<th>Sale #1</th>
<th>Sale #2</th>
<th>Sale #3</th>
<th>Sale #4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address</td>
<td>2365 TRADE CENTER WAY</td>
<td>1805 TRADE CENTER WAY</td>
<td>4051 MORGANDALE AVENUE</td>
<td>2365 TRADE CENTER WAY</td>
</tr>
<tr>
<td>City, State</td>
<td>Naples, FL</td>
<td>Naples, FL</td>
<td>Naples, FL</td>
<td>Naples, FL</td>
</tr>
<tr>
<td>Lot Size (sq ft)</td>
<td>2,900</td>
<td>2,900</td>
<td>2,900</td>
<td>2,900</td>
</tr>
<tr>
<td>Price ($/sq ft)</td>
<td>65.00</td>
<td>65.00</td>
<td>65.00</td>
<td>65.00</td>
</tr>
<tr>
<td>Price ($/acre)</td>
<td>5,498,000</td>
<td>5,498,000</td>
<td>5,498,000</td>
<td>5,498,000</td>
</tr>
<tr>
<td>Bed/Bath</td>
<td>7/6</td>
<td>7/6</td>
<td>7/6</td>
<td>7/6</td>
</tr>
<tr>
<td>Condition</td>
<td>Excellent</td>
<td>Excellent</td>
<td>Excellent</td>
<td>Excellent</td>
</tr>
<tr>
<td>Market Value</td>
<td>65,750,000</td>
<td>65,750,000</td>
<td>65,750,000</td>
<td>65,750,000</td>
</tr>
<tr>
<td>Adjusted Value</td>
<td>65,750,000</td>
<td>65,750,000</td>
<td>65,750,000</td>
<td>65,750,000</td>
</tr>
<tr>
<td>Value @ ADP</td>
<td>65,750,000</td>
<td>65,750,000</td>
<td>65,750,000</td>
<td>65,750,000</td>
</tr>
<tr>
<td>Value @ ADP/25%</td>
<td>65,750,000</td>
<td>65,750,000</td>
<td>65,750,000</td>
<td>65,750,000</td>
</tr>
</tbody>
</table>

---

**Comparable Sale Comments**

Sale #1: Same 1-story in condition and similar in location. Property sold for $65,750,000.

Sale #2: Similar property in condition and similar in location. Sold for $65,750,000.

Sale #3: Similar property in condition and similar in location. Sold for $65,750,000.

---

**Value by Comparison Approach**

$78,000
Commercial Field Agent Panel

Brokers and state licensed real estate agents apply to become an approved field agent through InsideValuation's web portal and robust application process. Detailed information including prior experience, market expertise, service area, and licensure is required. The field agent panel is vetted quarterly for license verification (by contacting state licensure agencies and boards). All un-renewed, revoked or suspended licenses result in immediate removal from the field agent panel.

To ensure InsideValuation maintains a best in class panel of field agents, individual agent scorecards are maintained and consistently updated on all agents and brokers. The scorecard tracks individual agent performance and is updated after each completed assignment. This rating is used to calculate individual agent performance. The rating identifies potential training/coaching opportunities, overall strength of field agent, and is one tool leveraged in identifying the best agent for assignment.

The Quality Difference

Superior quality assurance is the cornerstone in creating an accurate evaluation report. InsideValuation has developed robust internal quality control processes and procedures to ensure reliable evaluations. Unlike other national firms, InsideValuation does not outsource or offshore any aspect of the quality assurance process and tremendous pride is taken in performing all aspects of the quality control process in-house. As a result of our focused dedication to quality assurance, InsideValuation is able to consistently produce reliable and accurate evaluation reports to our clients and valued business partners.

To ensure the highest levels of quality assurance on all reports produced at InsideValuation, a robust two-tier quality assurance process is leveraged blending automated technology and manual review practices. All evaluation reports receive a manual line-item quality assurance review to ensure the report meets or exceeds industry guidelines, customer expectations and internal quality requirements.

Upon passing the quality assurance process, all reports are digitally encrypted and signed by the reviewer, per Interagency Guidelines. The reviewer’s and field agent’s information is also provided with each completed evaluation.

About InsideValuation

InsideValuation Partners, LLC was founded by experienced valuation industry experts. The founders’ primary goals were to build a cutting edge technology platform and approach the valuation order management process with an uncompromised commitment to producing accurate evaluation products with a strong emphasis on customer dedication. InsideValuation effectively blends traditional field expertise with innovative technology to develop superior evaluation products and tools fitting the new paradigm in servicing, lending, portfolio management, and loss mitigation. InsideValuation is a national commercial and residential evaluation services provider with a diverse product line that includes commercial evaluations, residential evaluations, site inspections, and multi-value reconciliations.

InsideValuation Partners has a team with over fifty-five years of combined valuation outsourcing experience and an additional thirty years in the financial services and banking industries.

Additional Information

Thank you for your time and interest in InsideValuation. Please contact us for further product or partnership information

P: 775-824-4142
E: Sales@InsideValuation.com