BAYWESTAPPRAISAL

				<u>A</u> PPRAISAL	A S F U K I	Ella Na Annia G	
FOLIMATED SHE A	ALUE	¢	200	,000 Comments on	Cost Androach (e	File No. AppleS such as, source of cos	am ple
ESTIMATED REPRO	DUCTION COST-NEW O	F IMPROVEMENTS-		site value, sona	in fant coloulation	and for HUD, VA and	st estimate.
Dwelling 1	.680 Sq. Ft. @ \$ 17	5.00 = \$ 25	4.000	estimated roma	ining one seed to the	i and for Hub, VA and	i FmHA, the
ਰੋ <u> </u>	Sq. Ft. @ \$	±	0	estimated lenia	ining economic life	of the property):	
Porch			5,000	See Attached	Addendum.		
	Sq. Ft. @ \$	<u>-</u>	5,000				
Total Cetimeted Con-	Maw		* - **				
i otal Estimated Cost	. I -	= \$30	9,000				
Less Physic	cal Functional Exte	rnal Est. Remaining E	con. Life: 60				
Depreciation U%	1\$0 1\$0	= \$	0				
Depreciated Value of	mprovements	_ +	200	000			
"As-is" Value of Site	Improvements		308				
ANDICATED VALUE	F BY COCT ADDOC						
INDICATED VALUE		H		000			
ITEM	SUBJECT	COMPARABLE	NO. 1	COMPARABLE	ENO 2	0011010	
1234 Appleton R		5 Topaz Circle		25 Appleton Road	L HO. E	COMPARABLE	NO.3
Address Nantucke	t	Nantucket, MA 0255	4	Northeat M. Co.		38 Appleton Road	
Proximity to Subject		0.23 miles		Nantucket, MA 025		Nantucket, MA 025	54
Sales Price		\$		0.15 miles		0.33 miles	-
Price/Gross Liv. Area	s non z	\$ 1 man 1 ma	555,000		470,000	\$	550,000
	13 0.00 12	1 \$ 439.08 🗹		\$ 333.81 Z	,,,,,		
Data and/or	>Assessor	>Assessor/Land Ban	ık	>Assessor/Land B	ank	\$ 385.15 🗹	
Verification Sources	Inspection			Interior Inspection		>Assessor/Land Ba	nk
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	÷ (-) \$ Adjustment			Interior Inspection	
Sales or Financing		conventional	- (7 3 Aujustment	DESCRIPTION	+ (-) \$ Adjustment	DESCRIPTION	+ (-) \$ Adjustment
Concessions		-on-ondollar		conventional	1	conventional	
Date of Sale/Time	04/05/03 Insp	0.40.412.2			1]	
				08/05/2002		08/30/2002	
Location	Mid-Island	Mid-island -10%	-55.500	Mld-island	1		
Leasenold/Fee Simple	fee simple	Fee Simple		Fee Simple	1	Mid-Island	·
Site	.365 acres (16,000	.461 acre				Fee Simple	
View	nelghborhood	neighborhood		.23 acres +3%	14,100	.69 acres -5%	-27,500
Design and Appeal			·····	neighborhood	<u>i </u>	neighborhood	27,000
	cape	cape		cape		cape	
Quality of Construction	average	average		average	!		
Age	0 Yrs.	8 years		13 years		average	
Condition	new	inferior +\$10sf	12 640	inferior +\$20sf	 	18 years	
Above Grade	Total Bdrms Baths	Total Britins Baths	12,040		28,160	Inferior +\$20sf	28,560
Room Count 75	6 3 2.00			Total Barms Baths	:	Total Bdrms Baths	
Gross Living Area	1,680 Sq.Ft.			6 3 2.00	;	5 3 2.00	
Basement & Finished		1,264 Sq.Ft.	31,200	1,408 Sq.Ft.	20,400	1,428 Sq.Ft.	
	full	full		none	10,000	1,426 Sq.Ft.	18,900
	none	none		none			10,000
Functional Utility	3 bdrms	2BR+loft +5%	27,750	2 6 4 4 4		none	
Heating/Cooling	oil bbfhw	oil bbhw				3 bdrm s	
_	none/standard	none/standard		e lectric :	10,000	fha/oil	
	none			none/standard		none/standard	
		none		none		1 car garage	
		porch, patio		deck		deck	-10,000
Circumia - /->				gas stove			
Fireplace(s), etc.		none	1		2 500		
		лопе none			-2,500		
Fence, Pool, etc.				none		none i	
Fireplace(s), etc. Fence, Pool, etc. Net Adj. (total)		none		none		none	
Fence, Pool, etc. Net Adj. (total)	none	none X +	16,090	none X + S		none	19 960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price	none	None	16,090	None	80,160	none	19,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable	none	none X + - \$ Gross, 72,9% NAN: 2,9%	16,090	none	80,160	None ;	
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable	none	none X + - \$ Gross, 72,9% NAN: 2,9%	16,090	none	80,160	None ;	19,960 569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable	none	None	16,090	none	80,160	None ;	
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable	none	none X + - \$ Gross, 72,9% NAN: 2,9%	16,090	none	80,160	None ;	
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable	none	none X + - \$ Gross, 72,9% NAN: 2,9%	16,090	none	80,160	None ;	
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable	none	none X + - \$ Gross, 72,9% NAN: 2,9%	16,090	none	80,160	None ;	
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable	none	none X + - \$ Gross, 72,9% NAN: 2,9%	16,090	none	80,160	None ;	
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C	none	None X +	16,090 571,090 atibility to the ne	none	80,160	None ;	
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C	omparison (including the	None X +	16,090 571,090 atibility to the ne	X	80,150 550,160 ee Attached Add	None ; [X] ± [] - ; \$ 200\$ 5.17.8% ; 400.2.3.6% ; \$ dendum.	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C	omparison (including the	None X +	16,090 571,090 atibility to the ne	X	80,150 550,160 ee Attached Add	None ; \$	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Outce, Price and Data Solurce for prior sales	SUBJECT 9/30/02 \$200,00	None X +	16,090 571,090 atibility to the ne	COMPARABLE N	80,160 550,160 ee Attached Add	None ; X +	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Date, Price and Data ource for prior sales within year of appraisal	SUBJECT 9/30/02 \$200,00 //acant land	COMPARABLE NO. 18 also history	16,090 571,090 alibility to the ne	COMPARABLE N	80,160 550,160 ee Attached Add	None ; [X] + [] - ; 3ross [7,8%] 4et. 3.6% ; dendum. COMPARABLE NO 10 36 month ales history	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Oate, Price and Data Gource for prior sales (thin year of appraisal nalysis of any current a	SUBJECT 9/30/02 \$200,00 racant land	COMPARABLE NO.	16,090 571,090 atibility to the ne	COMPARABLE N Co	80,160 550,160 ee Attached Add	COMPARABLE NO Service 1 Se	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Pate, Price and Data Gource for prior sales Whin year of appraisal nalysis of any current a	SUBJECT 9/30/02 \$200,00 racant land	COMPARABLE NO.	16,090 571,090 atibility to the ne	COMPARABLE N Co	80,160 550,160 ee Attached Add	COMPARABLE NO Service 1 Se	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Oate, Price and Data Gource for prior sales (thin year of appraisal nalysis of any current a	SUBJECT 9/30/02 \$200,00 racant land	COMPARABLE NO.	16,090 571,090 atibility to the ne	COMPARABLE N Co	80,160 550,160 ee Attached Add	COMPARABLE NO Service 1 Se	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Date, Price and Data ource for prior sales within year of appraisal he subject property lsting Service.	SUBJECT 9/30/02 \$200,00 /acant land to prior history y was sold as vacant	COMPARABLE NO. No 36 month sales history Nantucket Listing Service illustration on (1) and for \$200,000 on (1)	16,090 571,090 atibility to the ne	COMPARABLE N Co	80,160 550,160 ee Attached Add	COMPARABLE NO Service 1 Se	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Oate, Price and Data ource for prior sales within year of appraisal nalysis of any current a he subject property letting Service. NDICATED VALUE B	SUBJECT 3/30/02 \$200,00 Yacant land 10 prior history Y was sold as vacant Y SALES COMPARIS	COMPARABLE NO.	16,090 571,090 atibility to the ne	COMPARABLE N CO	80,160 550,160 ee Attached Add	COMPARABLE NO Service 1 Se	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Date, Price and Data cource for prior sales within year of appraisal nalysis of any current a the subject property isting Service. ISTEM Date, Price and Data cource for prior sales within year of appraisal nalysis of any current a the subject property isting Service. ISTEM DICATED VALUE BY	SUBJECT 3/30/02 \$200,00 Yacant land 10 prior history Y was sold as vacant Y SALES COMPARIS	COMPARABLE NO.	16,090 571,090 atibility to the ne	COMPARABLE N COMPA	90,160 550,160 ee Attached Add 0.2 Note Note Note In the second seco	COMPARABLE NO Service 1 Se	569,960
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Date, Price and Data Source for prior sales within year of appraisal he subject property letting Service. IDICATED VALUE BY This appraisal is made	SUBJECT 9/30/02 \$200,00 racant land to prior history greement of sale, option, y was sold as vacant Y SALES COMPARIS 'INCOME APPROACH	COMPARABLE NO.	16,090 571,090 atibility to the ne 1 N ce N erty and analysis 09/30/2002. Ti	COMPARABLE N CO	90,160 550,160 ee Attached Add 0.2 Notice st and comparables we senot currently lices.	COMPARABLE NO COMPAR	569,960 1.3 rice appraisal: Nantucket
Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Date, Price and Data Source for prior sales within year of appraisal he subject property letting Service. IDICATED VALUE BY This appraisal is made	SUBJECT 9/30/02 \$200,00 racant land to prior history greement of sale, option, y was sold as vacant Y SALES COMPARIS 'INCOME APPROACH	COMPARABLE NO.	16,090 571,090 atibility to the ne 1 N ce N erty and analysis 09/30/2002. Ti	COMPARABLE N CO	90,160 550,160 ee Attached Add 0.2 Notice st and comparables we senot currently lices.	COMPARABLE NO COMPAR	569,960 1.3 rice appraisal: Nantucket
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ITEM Oute, Price and Data Outer for prior sales Outer for prior sa	SUBJECT 9/30/02 \$200,00 recant land to prior history y was sold as vacant Y SALES COMPARIST INCOME APPROACH "as is" "sub	COMPARABLE NO.	16,090 571,090 atibility to the new construction of the construc	COMPARABLE N COMPA	90,160 550,160 ee Attached Add 0.2 Note and comparables was not currently limits. ross Rent Multiplier X subject to comparable to comparable to comparable.	COMPARABLE NO COMPAR	569,960 1. 3 rice appraisal: Nantucket 550,000 0
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ITEM ITEM IACLE POIL AND ADDITION OF THE PRESENCE OF THE PRAISEPACE ITEM ITEM IACLE PICE AND DATA OUTCE FOR PICE AND CAPTER OF THE PRESENCE OF THE PICE OF TH	SUBJECT 9/30/02 \$200,00 racant land to prior history y was sold as vacant Y SALES COMPARIST INCOME APPROACH ater consideration graces ater consider	COMPARABLE NO.	16,090 571,090 atibility to the new control of th	COMPARABLE N CO	90,160 550,160 ee Attached Add 0.2 Nice It and comparables was not currently lie Come Approach T. on the above condition the Revised 6/9: THIS REPORT, AS	COMPARABLE NO CO	569,960 2.3 vice appraisal: Nantucket 550,000 0 iffications.
ITEM	SUBJECT 3/30/02 \$200,00 /acant land /o prior history / was sold as vacant Y SALES COMPARIS / INCOME APPROACH ater consideration givers is al is to estimate the mand market value definition to the market value, as D FINSPECTION AND TI	COMPARABLE NO.	16,090 571,090 atibility to the new control of th	COMPARABLE N CO	90,160 550,160 ee Attached Add 0.2 Nice It and comparables was not currently lie Come Approach T. on the above condition the Revised 6/9: THIS REPORT, AS	COMPARABLE NO CO	569,960 7.3 rice appraisal: Nantucket 550,000 0 iffications.
ITEM	SUBJECT 3/30/02 \$200,00 / acant land / to prior history / was sold as vacant Y SALES COMPARIS / INCOME APPROACH	COMPARABLE NO.	16,090 571,090 atibility to the new construction of the construc	COMPARABLE N CO	90,160 550,160 ee Attached Add 0.2 Nice It and comparables was not currently lie Come Approach T. on the above condition the Revised 6/9: THIS REPORT, AS	COMPARABLE NO CO	569,960 2.3 vice appraisal: Nantucket 550,000 0 iffications.
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Fence, Pool, etc. Net Adj. (total) Adjusted Sales Price of Comparable Comments on Sales C ITEM Oate, Price and Data ource for prior sales within year of appraisal inalysis of any current a he subject property letting Service. NDICATED VALUE BY his appraisal is made onditions of Appraisal is made onditions of Appraisal. Service of typical but a purpose of this appra d limiting conditions, and we) ESTIMATE THE MET COPRAISE BY THE DATE COPRAISE BY THE PRAISE BY THE BY THE PRAISE BY THE PRAISE BY THE PRAISE BY THE PRAISE BY THE B	SUBJECT 3/30/02 \$200,00 Yacant land You prior history Y was sold as vacant Y SALES COMPARIS Y INCOME APPROACH "as is" sub See Attached Adden ater consideration grayers is al is to estimate the mand market value definition of MARKET VALUE, AS D FINSPECTION AND TO MAI 2003	COMPARABLE NO.	16,090 571,090 atibility to the new construction of the construc	COMPARABLE N CO	90,160 550,160 ee Attached Add 0.2 Nice It and comparables was not currently lie Come Approach T. on the above condition the Revised 6/9: THIS REPORT, AS	COMPARABLE NO CO	569,960 7.3 rice appraisal: Nantucket 550,000 0 iffications. cts the
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Fannie Mae Form 1004 8-93

PATRICULATIONS

upplemental Valua	tion Section L	INIFORM RES	IDENTIAL	APPRAISAL	EPORT	File No. AppleSa	mnie
ITEM	SUBJECT	COMPARABLE	NO. 4	COMPARABLE	NO. 5	COMPARABL	ENO.6
1234 Appleton Road		23 Appleton Road					
Address Nantucke		Nantucket, MA 025	54				
Proximity to Subject		0.18 miles					
Sales Price	\$ Market Value		550,000	3	5014	\$	
Price/Gross Liv. Area	\$ 0.00 \(\overline{\overlin			\$ \(\nu\)		\$ 🗷	
Data and/or	>Assessor	>Assessor/Land Ba	in k				
Verification Sources VALUE ADJUSTMENTS	Inspection DESCRIPTION	Interior Inspection	1		T		
Sales or Financing	DESCRIPTION	DESCRIPTION	+ (-) S Adjustment	DESCRIPTION	+ (-) \$ Adjustment	DESCRIPTION	÷ (-) \$ Adjustment
Concessions		conventional			!		
Date of Sale/Time	04/05/03 lhsp	11/29/2002					<u>i</u>
Location	Mid-Island	Mid-Island		<u> </u>	<u> </u>		ļ
Leasehold/Fee Simple	fee simple	fee simple	<u> </u>		! !		
Site	.365 acres (16,000		16,500				·!
View	neighborhood	neighborhood	10,300		1	· · · · · · · · · · · · · · · · · · ·	
Design and Appeal	cape	cape	-				<u> </u>
Quality of Construction	average	average					<u> </u>
Age	0 Yrs.	10 years					
Condition	new	inferior +\$20sf	39,300				!
Above Grade	Total Borms Baths	Total Bdrms Baths		Total Bdrms Baths		Total Borms Baths	;
Room Count	6 3 2.00	7 5 3.00	-10,000			Total Bonias Batils	-
Gross Living Area	1,680 Sq.Ft.	1,965 Sq.Ft.	-21,400	Sq.Ft.		Sq.Ft.	-
Basement & Finished	full	fuli					
Rooms Below Grade	none	none					1
Functional Utility	3 bdrms	5 bdrm s -10%	-55,000				;
Heating/Cooling	oil bbfhw	gas bbhw / none					1.
Energy Efficient Items	none/standard	none/standard					
Garage/Carport Porch, Patio, Deck,	none	1 Att. Garage	-10,000				
Fireplace(s), etc.	porch none	patio 1 Fireplace		1			
Fence, Pool, etc.	none	Fence,Pool	-5,000			· · · · · · · · · · · · · · · · · · ·	
1 01100, 7 051, 610.		resice, ruoi	-2,500				
Net Adj. (total)		+ X - \$	48,100	X + - \$		X + - \$	
Adjusted Sales Price		Gioss: 28.0%		Grass 0.0%			0
of Comparable		Net: 8.7% s	501 900	Not none c	٨	Gross: 0.0% Not 0.0% 111 \$	0
Comments on Sales Co	omparison (Including the s	ubject property's compatib	lity to the neighbo	hood, etc.):		140E 4450 /4	U
							i i
				44.			
				-			
ITEM	SUBJECT	001010101					
ITEM Date, Price and Data	SUBJECT 9/30/02 \$200.00	COMPARABLE N	10.4	COMPARABLE N	0.5	COMPARABLE	NO. 6
	9/30/02 \$200,00	No 36 month	10.4	COMPARABLE N	0.5	COMPARABLE	NO. 6
Date, Price and Data Source for prior sales within year of appraisal	9/30/02 \$200,00 vacant land No prior history	No 36 month sales history Nantucket Listing Se	rvice				
Date, Price and Data Source for prior sales within year of appraisal	9/30/02 \$200,00 vacant land No prior history	No 36 month sales history Nantucket Listing Se	rvice				
Date, Price and Data Source for prior sales within year of appraisal	9/30/02 \$200,00 vacant land No prior history	No 36 month sales history	rvice				
Date, Price and Data Source for prior sales within year of appraisal Analysis of any current	9/30/02 \$200,00 vacant land No prior history agreement of sale, option	No 36 month sales history Nantucket Listing Se	rvice				
Date, Price and Data Source for prior sales within year of appraisal Analysis of any current	9/30/02 \$200,00 vacant land No prior history agreement of sale, option	No 36 month sales history Nantucket Listing Sei , or listing of the subject pr	rvice				
Date, Price and Data Source for prior sales within year of appraisal Analysis of any current	9/30/02 \$200,00 vacant land No prior history agreement of sale, option	No 36 month sales history Nantucket Listing Sei , or listing of the subject pr	rvice				
Date, Price and Data Source for prior sales within year of appraisal Analysis of any current	9/30/02 \$200,00 vacant land No prior history agreement of sale, option	No 36 month sales history Nantucket Listing Sei , or listing of the subject pr	rvice				
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Borrower: Ben & Barb Buyer	File No.: AppleSample			
Property Address: 1234 Appleton Road	Case No	Case No.:		
City: Nantucket	State: MA	Zip: 02554		
ander: First Bank of Nantucket				

Legal Description

The appraiser has not examined the deed and does not make any representation as to the title, deed, easements, restrictions or covenants of the subject property. The legal reference provided is for informational purposes only.

Neighborhood Boundaries

Subject is located on Nantucket Island, approximately 30 miles southeast of Cape Cod. Nantucket has excellent market appeal as a resort community. Most properties are maintained for the owners' personal use as primary and secondary (vacation) homes. The winter population of approximately 10,000 +/- is estimated to grow to approximately 40,000 +/- during the summer season. Children are bussed to local schools. The town of Nantucket offers most amenities. Public transportation to the mainland is available year round via ferry service and commuter air service.

Adverse Environmental Conditions

The appraiser's routine inspection of and inquiries about the subject property did not develop any information that indicated any apparent significant hazardous substances or detrimental conditions which would negatively affect the subject property. The appraiser is not an expert in the identification of hazardous substances or detrimental environmental conditions. The appraiser is not qualified to detect mold and makes no representation about its presence. The value estimated in this report is based on the assumption that the property is not negatively affected by the existence of mold, hazardous substances or detrimental environmental conditions. An environmental audit may reveal their existence.

Cost Approach Comments

Cost data gathered from local builders.

Land values of 30-50% of total value are common on Nantucket.

Physical Depreciation is derived by age life method.

Depreciation = Effective age/Economic life.

Economic life = Effective age + Remaining Economic Life

Sale prices typically exceed costs by 20% on Nantucket.

Comments on Sales Comparison

After a complete review of all the sales that occurred on Nantucket in 2001 and to date in 2002, it was concluded that the comparable sales presented herein and compared to the subject are the best indicators of its value.

Given the available recent sales, these four comparables are judged to be the best indicators of the subjects value. Sale 1 is a recent sale of a similar dwelling in a nearby neighborhood, but it is located on a street with much less traffic in a neighborhood with higher values. Sales 2, 3 and 4 are located on the same street as the subject.

Collectively the comparables indicate a value in the vicinity of \$550,000.

B

Borrower: Ben & Barb Buyer	File No.: A	ppleSample
Property Address: 1234 Appleton Road	Case No.:	<u> </u>
City: Nantucket	State: MA	Zip: 02554
Lender: Fisrt Bank of Nantucket		

Age, quality and conditional adjustments are reflected in the adjustment for condition, unless otherwise noted. Condition and quality adjustments are based on the estimated cost per square foot to bring the inferior property into equal condition. Some adjustments are rounded. Location adjustments reflect the approximate differences in the level of predominant neighborhood values. Gross Living Area adjusted at \$75 per square foot. Bedrooms are adjusted at 5% each to reflect the premium placed on bedrooms in this resort community.

Due to the geographical limitations of Nantucket Island and the limited amount of sales data, it was necessary to expand the data search over six months and over one mile away. These factors may also result in net and gross adjustments that exceed suggested FNMA guidelines.

Conditions of Appraisal

Appraiser certifies to the personal exterior inspection of each of the comparable sales and that compensation is not contingent on the appraised value.

The analysis set forth herein are based upon historical events, the condition of the national and regional economics and data available as of the date of appraisal preparation. Due to the constantly changing economic conditions, the valuation estimate set forth herein cannot be considered a guarantee of market value. The market value of the subject property can not be proven or calculated with mathematical certainty due to the imperfect nature of real estate markets and the lack of supporting data. Ultimately, market value rests in the realm of opinion and the estimated result held herein, for market value can only be determined by the negotiation between a willing and able buyer and a willing seller.

The value estimated shall apply only as of the date herein set forth and as of no date prior to or subsequent to said date.

This appraisal report is prepared for the sole and exclusive use of the appraiser's client to assist with the mortgage lending decision and not for the borrower's use in determining value. The appraiser is not a home inspector. This report should not be relied upon to disclose any conditions present in the subject property. This appraisal report does not guarantee that the property is free from defects. A professional home inspection is recommended

No third parties are authorized to rely upon this report without the express written consent of the appraiser.

CERTIFICATION:

I certify that to the best of my knowledge and belief, the reported analyses, opinions and conclusions were developed and this report has been prepared in conformity with the requirements of the Code of Professional Ethics and the Standards of the Appraisal Institute.

I certify that the use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives. *

As of the date of this report, Chip LaBonte has completed the requirements of the continuing education program of

the State of Massachusetts, but has not yet completed the voluntary requirements of the Appraisal Institute.

SCOPE:

The appraiser inspected and measured the exterior of the subject property, as well as doing a complete inspection of the interior. The appraiser made a neighborhood analysis wherein property type, style and

25

Borrower: Ben & Barb Buyer	File No.	: AppleSample
Property Address: 1234 Appleton Road	Case No	o
City: Nantucket	State: MA	Zip: 02554
Lender: Fisrt Bank of Nantucket		

condition were viewed for the purpose of determining trends, neighborhood value ranges and to make an assessment of the areas predominant value influencing factors. Comparable sales were selected after a review of all the residential sales that occurred on Nantucket in 2001and 2002 to date. All of the comparables were inspected (exterior) by the appraiser and supervisory appraiser.

Resources utilized were: NAREB Listing, Land Bank Data, Assessors Records, and Baywest Appraisal Files.

PURPOSE:

This report is intended for use in loan management, collateral valuation and underwriting decisions only by the client. Use of this report by others is not intended by the appraiser.

Borrower: Ben & Barb Buyer	File No.: Ap	ppleSample
Property Address: 1234 Appleton Road	Case No.:	
City: Nantucket	State: MA	Zip: 02554
Lender: Fisrt Bank of Nantucket		

QUALIFICATIONS OF THE APPRAISER: Chip LaBonte, MAI

Education:

B.A. 1981 Middlebury College, Middlebury, Vermont

Licensing:

Massachusetts Certified General Real Estate Appraiser License # 1066

Professional Designations:

MAI - Appraisal Institute

SRPA - Appraisal Institute

Professional Experience:

Full time independent fee appraiser since 1986 1986 - 1991: Greater Springfield, MA, area

1991 - Present: Nantucket, MA

Real Estate Appraisal Courses, Continuing Education and Experience Credit:

Course Title	Date	Organization
USPAP Standards of Professional Practice Update	10/96	MBREA
Retail Valuation	10/96	MBREA
USPAP Standards of Professional Practice B	4/96	Appraisal Institute
Appraiser's Complete Review	2/93	Appraisal Institute
USPAP Standards of Professional Practice A	12/91	Appraisal Institute
101 Introduction to Appraising	11/88	SREA
202 Applied Income Valuation	5/87	SREA
201 Principles of Income Appraising	8/86	SREA
8-2 Residential Valuation	5/86	AIREA
8-1 Real Estate Principles	4/86	AIREA

Partial List of Clients:

BankBoston, N.A.
Chase Manhattan Bank
Citizen's Bank
Eastern Bank
Fleet Bank
Nantucket Bank
Lender's Service
Citicorp
Shawmut Mortgage
RTC

Countrywide Funding
Navy Federal Credit Union
National Credit Union Assoc.
FDIC
NBIS
GMAC
Plymouth Mortgage Company
Magna Bank of St. Louis
West Star Bank, Oklahoma
Chrysler Credit

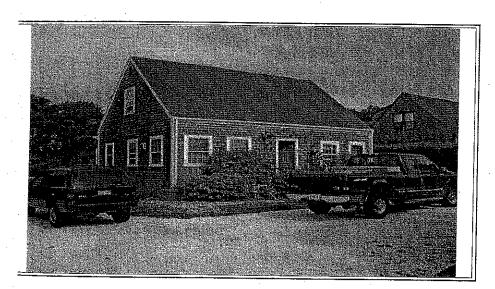


Borrower: Ben & Baro Buyer	File No.:	AppleSample
Property Address: 1234 Appleton Road	Case No.:	
City: Nantucket	State: MA	Zip: 02554
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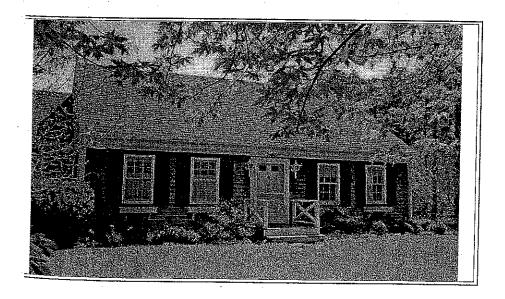
COMPARABLE SALE #1

5 Topaz Circle Nantucket, MA 02554 Sale Date: 01/24/2003 Sale Price: \$ 555,000



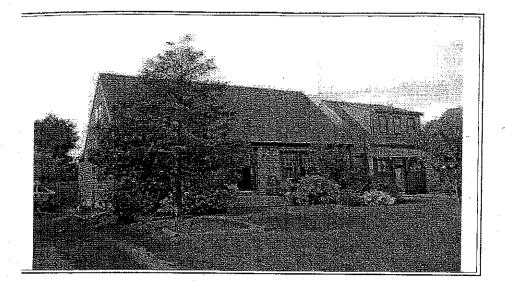
COMPARABLE SALE #2

25 Appleton Road Nantucket, MA 02554 Sale Date: 08/05/2002 Sale Price: \$ 470,000



COMPARABLE SALE #3

38 Appleton Road Nantucket, MA 02554 Sale Date: 08/30/2002 Sale Price: \$ 550,000 Borrower: Ben & Barb Buyer File No.: AppleSample
Property Address: 1234 Appleton Road Case No.:
City: Nantucket State: MA Zip: 02554
Lender: Fiert Bank of Nantucket



COMPARABLE SALE #4

23 Appleton Road Nantucket, MA 02554 Sale Date: 11/29/2002 Sale Price: \$ 550,000

COMPARABLE SALE #5

Sale Date: Sale Price: \$

COMPARABLE SALE #6

Sale Date: Sale Price: \$

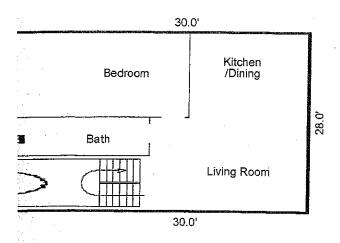
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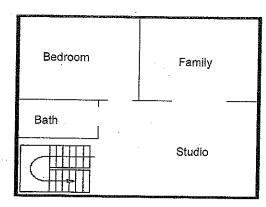
FLOORPLAN

er: Ben & Barb Buyer	File N	0.: AppleSample
xy Address: 1234 Appleton Road	Case	
tra esantucket	State: MA	Zip: 02554
: = : Fisrt Bank of Nantucket		

i irst Floor

Second Floor





Not Drawn to Scale

\sim	y Apex IV Windows™	
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Code %LA1	Description First Floor	840.	že	Totals
LA2	Second Floor	840.	£ .	840.00 840.00
		540.	~	840,00
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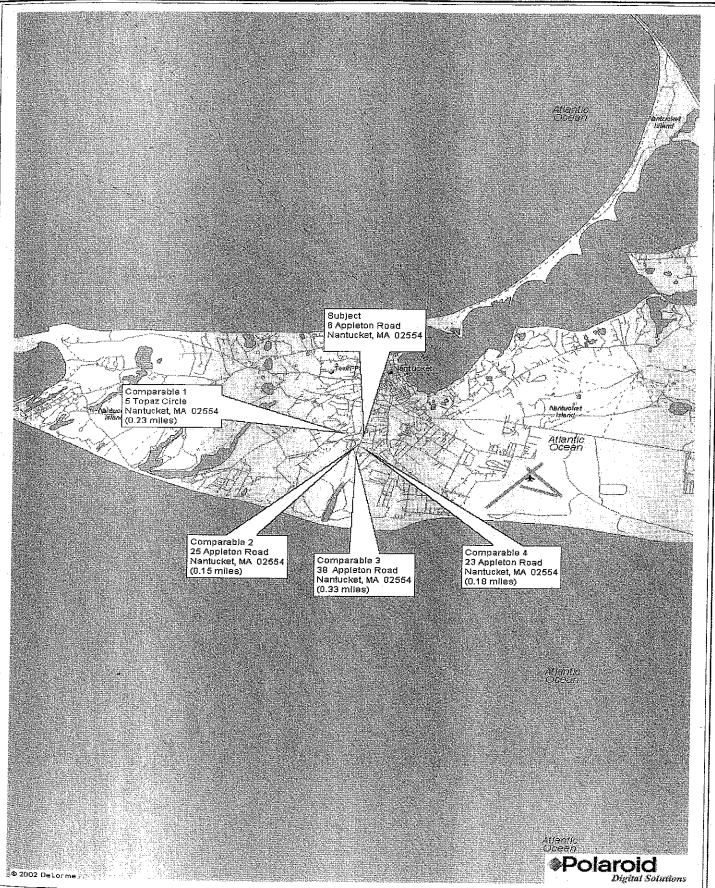
	LIVIN	G A	REA BREAKDON	∕V/N Subtotais
First Floor	******	200		Gubiotals
Second Floor	28.0	x	30.0	840.00
	28.0	×	30.0.	840.00
			•	
·-				
			. *	
2 Areas Total	(roun	ded)		1680

LOCATION MAP

Borrower: Ben & Barb Buyer File No.: AppleSample
Property Address: 1234 Appleton Road Case No.:

City: Nantucket State: MA Zip: 02554

Lender: Fisrt Bank of Nantucket





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 considers his 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

*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 LIMITING CONDITIONS AND APPRAISER'S CERTIFICATION

CONTINGENT AND LIMITING CONDITIONS: The appraiser's certification that appears in the appraisal report is subject to the following 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. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is appraised on the basis of it being under responsible ownership.
- 2. The appraiser has provided a sketch in the appraisal report to show approximate dimensions of the improvements and the sketch is included only to assist the reader of the report 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 the appraisal report whether 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.
- 5. The appraiser has estimated the value of the land in the cost approach at its highest and best use and the improvements at their contributory value. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used.
- 6. The appraiser has noted in the appraisal report any adverse conditions (such as, needed repairs, depreciation, 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 normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property or adverse environmental conditions (including the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. 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, the appraisal report must not be considered as an environmental assessment of the property.
- 7. The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.
- 8. The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice.
- 9. 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 completion of the improvements will be performed in a workmanlike manner.
- 10. The appraiser must provide his or her prior written consent before the lender/client specified in the appraisal report can distribute the appraisal report (including conclusions about the property value, the appraiser's identity and professional designations, and references to any professional appraisal organizations or the firm with which the appraiser is associated) to anyone other than the borrower; the mortgage or its successors and assigns; the mortgage insurer; consultants; professional appraisal organizations; any state or federally approved financial institution; or any department, agency, or instrumentality of the United States or any state or the District of Columbia; except that the lender/client may distribute the property description section of the report only to data collection or reporting service(s) without having to obtain the appraiser's prior written consent. The appraiser's written consent and approval must also be obtained before the appraisal can be conveyed by anyone to the public through advertising, public relations, news, sales, or other media.

APPRAISERS CERTIFICATION: The Appraiser certifies and agrees that:

- 1. I have researched the subject market area and have selected a minimum of three recent sales of properties most similar and proximate to the subject property for consideration in the sales comparison analysis and have made a dollar adjustment when appropriate to reflect the market reaction to those items of significant variation. If a significant item in a comparable property is superior to, or more favorable than, the subject property, I have made a negative adjustment to reduce the adjusted sales price of the comparable and, if a significant item in a comparable property is inferior to, or less favorable than the subject property. I have made a positive adjustment to increase the adjusted sales price of the comparable.
- 2. I have taken into consideration the factors that have an impact on value in my development of the estimate of market value in the appraisal report. I have not knowledgy withheld any significant information from the appraisal report and I believe, to the best of my knowledge, that all statements and information in the appraisal report are true and correct.
- 3. I stated in the appraisal report only my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the contingent and limiting conditions specified in this form.
- 4. I have no present or prospective interest in the property that is the subject to 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 the estimate of market value in the appraisal report on the race, color, religion, sex, 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.
- 5. I have no present or contemplated future interest in the subject property, and neither my current or future employment nor my compensation for performing this appraisal is contingent on the appraised value of the property.
- 6. I was not required to report a predetermined value or direction in value that favors the cause of the client or any related party, the amount of the value estimate, the attainment of a specific result, or the occurrence of a subsequent event in order to receive my compensation and/or employment for performing the appraisal. I did not base the appraisal report on a requested minimum valuation, a specific valuation, or the need to approve a specific mortgage loan.
- 7. I performed this appraisal in conformity 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 as of the effective date of this appraisal, with the exception of the departure provision of those Standards, which does not apply. I acknowledge that an estimate of a reasonable time for exposure in the open market is a condition in the definition of market value and the estimate I developed is consistent with the marketing time noted in the neighborhood section of this report, unless I have otherwise stated in the reconciliation section.
- 8. I have personally inspected the interior and exterior areas of the subject property and the exterior of all properties listed as comparables in the appraisal report. I further certify that I have noted any apparent or known adverse conditions in the subject improvements, on the subject site, or on any site within the immediate vicinity of the subject property of which I am aware and have made adjustments for these adverse conditions in my analysis of the property value to the extent that I had market evidence to support them. I have also commented about the effect of the adverse conditions on the marketability of the subject property.
- 9. I personally prepared all conclusions and opinions about the real estate that were set forth in the appraisal report. If I relied on significant professional assistance from any individual or individuals in the performance of the appraisal or the preparation of the appraisal report, I have named such individual(s) and disclosed the specific tasks performed by them in the reconciliation section of 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 the report; therefore, if an unauthorized change is made to the appraisal report, I will take no responsibility for it.

SUPERVISORY APPRAISER'S CERTIFICATION: If a supervisory appraiser signed the appraisal report, he or she certifies and agrees that: I directly supervise the appraiser who prepared the appraisal report, have reviewed the appraisal report, agree with the statements and conclusions of the appraiser, agree to be bound by the appraiser's certifications numbered 4 through 7 above, and am taking full responsibility for the appraisal and the appraisal report.

ADDRESS OF PROPERTY APPRAISED: 1234 Appleton Road, Nantucket, MA 02554 SUPERVISORY APPRAISER (only if required) APPRAISER: Signature: _ Signature: Name: Name: Chip LaBonte, MAI Date Signed: _ Date Signed: 4-5-2003 State Certification #: State Certification #: 1066 or State License #: ___ or State License #: _ State: MA State: MA Expiration Date of Certification or License: Expiration Date of Certification or License: 11/05 X Did Did Not Inspect Property