**20385 Otoe Rd** 

Apple Valley, CA 92307 Loan

38305 Loan Number **\$215,000**• As-Is Value

by ClearCapital

Please Note: This report was completed with the following assumptions: Market Approach: Fair Market Price, Marketing Time: Typical. Important additional information relating to this report, including use and restrictions, is contained in an attached addendum which is an integral part of this report.

Address Inspection Date Loan Number Borrower Name	20385 Otoe Road, Apple Valley, CA 92307 08/01/2019 38305 Catamount Properties 2018 LLC	Order ID Date of Report APN County	6269942 08/01/2019 0441-101-02 San Bernardii		26982436
Tracking IDs					
Order Tracking ID	CITI_BPO_07.31.19	Tracking ID 1	CITI_BPO_07.3	1.19	
Tracking ID 2		Tracking ID 3			

General Conditions		
Owner	Hector Troy	Condition Comments
R. E. Taxes	\$1,850	Subject design is common for the area with composition roofing
Assessed Value	\$83,950	in a single story home. The curb appeal is average with
Zoning Classification	SFR	established landscaping. The square footage and room counts are common for the build as well as the lot size. Minor repairs
Property Type	SFR	appropriate to age as well as normal wear and tear updating
Occupancy	Occupied	should be expected though a full interior inspection is needed.
Ownership Type	Fee Simple	Improved properties are still common so some level of updating may be needed to meet average market standards.
Property Condition	Average	may be needed to meet average market standards.
Estimated Exterior Repair Cost	\$0	
Estimated Interior Repair Cost	\$0	
Total Estimated Repair	\$0	
НОА	No	
Visible From Street	Visible	
Road Type	Public	

Neighborhood & Market Da	ata						
Location Type	Suburban	Neighborhood Comments					
Local Economy	Stable	Subject is located in a typically older area of Apple Valley					
Sales Prices in this Neighborhood	Low: \$195,000 High: \$325,000	mixture of homes, apartments, and mobile home parks. The are offers some of the lower ppsf averages overall due to the					
Market for this type of property	Remained Stable for the past 6 months.	average age of the homes, the close proximity to non-SFR buildings, and the extended distance from popular amenities.					
Normal Marketing Days	<90	The area has easy access to the major roadway running throu Apple Valley leading to main roadway access and all necessary amenities.					

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	Subject	Listing 1 *	Listing 2	Listing 3
Street Address	20385 Otoe Road	16038 N Dale Evans Pkwy	16151 Rancherias Rd	16182 Quantico Rd
City, State	Apple Valley, CA	Apple Valley, CA	Apple Valley, CA	Apple Valley, CA
Zip Code	92307	92307	92307	92307
Datasource	Tax Records	MLS	MLS	MLS
Miles to Subj.		0.61 <sup>1</sup>	0.23 1	0.71 1
Property Type	SFR	SFR	SFR	SFR
Original List Price \$	\$	\$250,000	\$299,900	\$225,000
List Price \$		\$235,000	\$299,900	\$225,000
Original List Date		05/30/2019	07/16/2019	07/22/2019
DOM · Cumulative DOM		62 · 63	15 · 16	9 · 10
Age (# of years)	15	11	27	48
Condition	Average	Average	Good	Average
Sales Type		Fair Market Value	Fair Market Value	Fair Market Value
Location	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential
View	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential
Style/Design	1 Story Ranch	1 Story Ranch	1 Story Ranch	1 Story Ranch
# Units	1	1	1	1
Living Sq. Feet	1,344	1,505	1,633	1,344
Bdrm · Bths · ½ Bths	3 · 2	3 · 2	4 · 2	3 · 2
Total Room #	5	5	6	5
Garage (Style/Stalls)	Attached 3 Car(s)	Attached 3 Car(s)	Attached 2 Car(s)	Attached 2 Car(s)
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.				
Pool/Spa				
Lot Size	0.53 acres	0.65 acres	0.54 acres	0.49 acres
Other	Patio, porch	Patio, porch	Patio, porch	Patio, porch

<sup>\*</sup> Listing 1 is the most comparable listing to the subject.

Listing Comments Why the comparable listing is superior or inferior to the subject.

- Listing 1 Similar in build and appeal, interior appears to need average updating though move in ready, equal in location.
- **Listing 2** Equal in location, similar in build and exterior appeal, interior has been fully updated and is move in ready, over priced for the current market.
- Listing 3 Equal in location, similar in build and appeal, interior appears clean and ready for move in with minimal expected updating.

<sup>&</sup>lt;sup>1</sup> Comp's "Miles to Subject" was calculated by the system.

<sup>&</sup>lt;sup>2</sup> Comp's "Miles to Subject" provided by Real Estate Professional.

<sup>&</sup>lt;sup>3</sup> Subject \$/ft based upon as-is sale price.

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	Subject	Sold 1 *	Sold 2	Sold 3
Street Address	20385 Otoe Road	15440 Wanaque Rd	15946 Dale Evans Prkwy	15354 Kiamichi Rd
City, State	Apple Valley, CA	Apple Valley, CA	Apple Valley, CA	Apple Valley, CA
Zip Code	92307	92307	92307	92307
Datasource	Tax Records	MLS	MLS	MLS
Miles to Subj.		0.80 1	0.64 1	0.93 1
Property Type	SFR	SFR	SFR	SFR
Original List Price \$		\$222,000	\$225,000	\$199,000
List Price \$		\$212,000	\$225,000	\$199,000
Sale Price \$		\$215,000	\$228,000	\$195,000
Type of Financing		5900 Fha	0 Conv	0 Conv
Date of Sale		04/01/2019	05/13/2019	06/06/2019
DOM · Cumulative DOM		79 · 111	8 · 39	14 · 48
Age (# of years)	15	13	33	13
Condition	Average	Average	Average	Average
Sales Type		Fair Market Value	Fair Market Value	Fair Market Value
Location	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential
View	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential	Neutral ; Residential
Style/Design	1 Story Ranch	1 Story Ranch	1 Story Ranch	1 Story Ranch
# Units	1	1	1	1
Living Sq. Feet	1,344	1,409	1,100	1,116
Bdrm · Bths · ½ Bths	3 · 2	3 · 2	3 · 2	3 · 2
Total Room #	5	5	5	5
Garage (Style/Stalls)	Attached 3 Car(s)	Attached 2 Car(s)	Attached 2 Car(s)	Attached 2 Car(s)
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.				
Pool/Spa				
Lot Size	0.53 acres	0.41 acres	0.65 acres	0.11 acres
Other	Patio, porch	Patio, porch	Patio, porch	Patio, porch
Net Adjustment		-\$3,100	-\$9,300	+\$15,200
Adjusted Price		\$211,900	\$218,700	\$210,200

<sup>\*</sup> Sold 1 is the most comparable sale to the subject.

<sup>&</sup>lt;sup>1</sup> Comp's "Miles to Subject" was calculated by the system.

 $<sup>^{\</sup>rm 2}$  Comp's "Miles to Subject" provided by Real Estate Professional.

<sup>&</sup>lt;sup>3</sup> Subject \$/ft based upon as-is sale price.

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#### Recent Sales - Cont.

Reasons for Adjustments Why the comparable sale is superior or inferior to the subject.

- **Sold 1** Similar in build though superior in appeal with tile roofing, interior has had some partial updating recently and appears move in ready, equal in location. -2300 sqft, +1200 lot, +3K garage, -5K roof
- **Sold 2** Equal in location, similar in build though superior in appeal with tile roof and custom gate, interior has been fully updated and is move in ready. +5400 age, +8500 sqft, -5K roof, -20K cond, -1200 lot, +3K garage
- **Sold 3** Equal in location though smaller in lot size, similar in build and appeal, interior appears clean and ready for move in with minimal expected updating. +8K sqft, +3K garage, +4200 lot

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Subject Sal	es & Listing His	tory					
Current Listing S	Current Listing Status Not Currently Listed				Listing History Comments		
Listing Agency/Firm			Three prior MLS sales 04 05 09				
Listing Agent Na	ime						
Listing Agent Ph	one						
# of Removed Li Months	stings in Previous 12	0					
# of Sales in Pre Months	evious 12	0					
Original List Date	Original List Price	Final List Date	Final List Price	Result	Result Date	Result Price	Source

Marketing Strategy					
	As Is Price	Repaired Price			
Suggested List Price	\$225,000	\$225,000			
Sales Price	\$215,000	\$215,000			
30 Day Price	\$205,000				
Comments Regarding Pricing S	trategy				

#### Comments Regarding Pricing Strategy

Comps that are closest in appeal and condition have been given the most weight in determining the final value conclusion with adjustments for inferior or superior qualities made and noted where possible. Subject is located in a populated area that can be marketed to most average home buyers. Due to increasing interest rates and low inventory subject list price should be competitive with the available list comps for maximum exposure while bracketing within the sold comps. 90 day marketing times are unlikely in this area for FMV properties so if the desire is to obtain 90+ day marketing time then an increased list price above available list comps will be needed. Value is based on exterior only and the assumption the interior is in average condition. Any discrepancies in this assumption could affect the suggested value either way.

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## Clear Capital Quality Assurance Comments Addendum

**Reviewer's** The broker's as-is conclusion reflects the market for the subject. Comps are within a reasonable distance, relatively current, and accurately reflect **Notes** the subject's defining characteristics. Thus, the as-is conclusion appears to be adequately supported.

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# **Subject Photos**

by ClearCapital



Front



Address Verification



Side



Side



Street

38305

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# **Listing Photos**

by ClearCapital



16038 N Dale Evans Pkwy Apple Valley, CA 92307



Front



16151 Rancherias Rd Apple Valley, CA 92307



Front



16182 Quantico Rd Apple Valley, CA 92307



Front

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# **Sales Photos**





Front

15946 Dale Evans Prkwy Apple Valley, CA 92307



Front

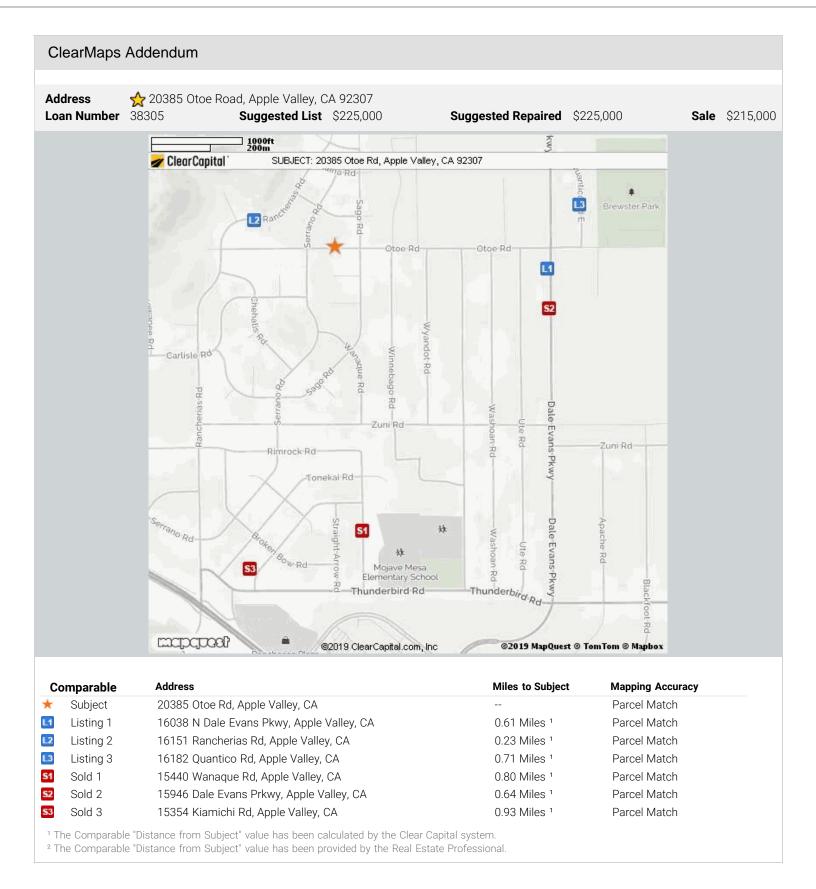
15354 Kiamichi Rd Apple Valley, CA 92307



**Front** 

by ClearCapital

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Addendum: Report Purpose

#### Market Approach and Market Time

The Market Approach of this report, as established by the customer, is: **Fair Market Price**. (See definition below.) The Marketing Time as specified by the customer is **Typical**. (See definition below.)

Definitions:

Fair Market Price A price at which the property would sell between a willing buyer and a willing seller neither being

compelled by undue pressure and both having reasonable knowledge of relevant facts.

Distressed Price A price at which the property would sell between a willing buyer and a seller acting under duress.

Marketing Time The amount of time the property is exposed to a pool of prospective buyers before going into contract.

The customer either specifies the number of days, requests a marketing time that is typical to the

subject's market area and/or requests an abbreviated marketing time.

Typical for Local Market The estimated time required to adequately expose the subject property to the market resulting in a

contract of sale.

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### Addendum: Report Purpose - cont.

#### Report Instructions

by ClearCapital

This section shows the instructions that were approved by the customer and provided to the broker prior to completing the report.

\*\*\* Please Note: This is a RUSH assignment. Do not accept if you cannot meet the current due date and time. Please reference the set terms and contact Clear Capital at 530.582.5011 if you require any changes. Thanks! \*\*\*

Instructions last updated: 7/17/2017

Purpose:

Please determine a fair market price for this property at which it would sell in a typical marketing time for the area.

Customer Specific Requests:

\*\*If the property is commercial or mixed use, please stop and contact Clear Capital as soon as possible\*\*

Form Help:

There are blue question marks (?) throughout this form. These are designed to offer guidance for that particular section of the form. Please click on them for help.

Comparable Requirements:

- 1. Please use fair market comps from the same neighborhood, block or subdivision whenever possible.
- 2. Please only use REO comparables if the market is driven by REOs and they are comparable in characteristics and condition.
- 3. Please use comps that have closed in the past 3 months to show the current market conditions or comment in the report if this is not possible. In rapidly changing markets, active listing comps should be given equal or greater weight than sold comps in your analysis. Standard Instructions:
- 1. Clear Capital Code Of Conduct Please make sure that you are always abiding by the Clear Capital Code of Conduct when completing valuation reports.
- 2. If the subject is currently listed, please consider all available information pertaining to the subject's condition. This information should be utilized when developing the assumption of the subject's condition.
- 3. Use the subject characteristics provided in the report Grid (if preloaded) to evaluate the property. This information is from a full interior appraisal and is assumed to be most accurate. If your inspection reveals obvious inaccuracies, please explain in the narrative of the report.
- 4. Include sufficient detail to help our mutual customer gain a complete understanding of the subject's neighborhood such as neighborhood desirability, amenities, parks, schools, commercial or industrial influences, REO activity, traffic, board-up-homes, etc.
- 5. Do not approach occupants or owners.
- 6. If the subject is a Commercial property, contact Clear Capital immediately at 530-582-5011 for direction on how to proceed with the report.
- 7. Please do not accept if you or your office has completed a report on this property in the last month, are currently listing this property, or have any vested interest in the subject property.
- 8. Clear Capital does not allow any log ins from IP addresses from foreign countries. This includes, but is not limited to; data entry services, form completion services, etc. Also, it is against Clear Capital code of conduct to share your password with anyone who is not a W2 employee in your office.
- 9. Clear Capital and our mutual customers greatly appreciate your expertise. If you cannot

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### Report Instructions - cont.

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personally inspect the property, select comparables, and determine a price for the subject, please do not accept this report. Per the standards and guidelines adopted by Clear Capital and other industry leaders, the use of assistants to complete any of the aforementioned tasks is not permitted.

Due to the importance of an independent opinion of price, please do not discuss your price with anyone or be influenced by list price, pending offers, accept comp packets, repair estimates or the listing agent's opinion.

1. One current, original photo of the front of the subject 2. One address verification photo 3. One street scene photo looking down the street 4. MLS listing and sold comp photos required, please comment if no MLS.

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#### Broker Information

by ClearCapital

**Broker Name** Elite REO Services Jessica Lynn Lewis 1 Company/Brokerage

13735 Kiowa Rd Apple Valley CA License No 01733706 Address

92308 **License State License Expiration** 12/27/2022 CA

Phone 7607845224 Email jessica.lewis@elitereo.com

**Broker Distance to Subject** 3.03 miles **Date Signed** 08/01/2019

By confirming the above contact and real estate license information and submitting the report, the above signed hereby certifies and agrees that: 1) I personally took the pictures, selected comparables, and determined the price conclusion. 2) To the best of my knowledge, the statements of fact contained in this report are true and correct. 3) The reported analyses, opinions, and conclusions are my personal, impartial, and unbiased professional analyses, opinions, and conclusions. 4) 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. 5) I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment. 6) My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined price point. 7) I did not base, either partially or completely, my analysis and/or opinion and conclusions in this report on 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. 8) I maintain errors and omissions insurance, to the extent required by state law, for all liability associated with the preparation of this Report.

#### **Disclaimer**

This document is not an appraisal as defined by USPAP (Uniform Standards of Professional Appraisal Practice). It is not to be construed as an appraisal and may not be used as such for any purpose.

#### Unless otherwise specifically agreed to in writing:

The intended purpose of this report is to assist the Clear Capital account holder in making decisions within the scope of applicable statutory and regulatory requirements and performing required due diligence. This document is provided solely for the use of the Clear Capital account holder and not any other party, is not intended as any guarantee of value and/or condition of the subject property and should not be relied on as such. In the event that this document is found to be defective, incorrect, negligently prepared or unfit for its authorized use, Clear Capital's sole liability shall be to promptly refund the total fee expended by the account holder for this report or to replace it at no charge to the account holder, but in no event shall Clear Capital be responsible to the account holder for any indirect or consequential damages whatsoever. This warranty is in lieu of all other warranties, express or implied, except where otherwise required by law. The account holder shall notify Clear Capital within thirty (30) days of this report's delivery to the account holder if it believes that this document is defective, incorrect, negligently prepared or unfit for its authorized use. Under no circumstances may Clear Capital forms or their contents be published, copied, replicated, or mimicked.

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