# **DRIVE-BY BPO**

3230 HAWES DRIVE

56801 SANTA CRUZ, CA 95062 Loan Number \$1,007,000 As-Is Price

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

Address Inspection Date Loan Number Borrower Name	3230 Hawes Drive, Santa Cruz, CA 95062 09/17/2024 56801 Redwood Holdings LLC	Order ID Date of Report APN County	9601505 09/18/2024 032-201-02-0 Santa Cruz	Property ID	35919705
Tracking IDs					
Order Tracking ID	9.6_CitiAgedBPO	Tracking ID 1	9.6_CitiAgedBF	20	
Tracking ID 2		Tracking ID 3			

General Conditions		
Owner	Redwood Holdings LLC	Condition Comments
R. E. Taxes	\$9,743	Visual exterior inspection shows no sign of needed repair.
Assessed Value	\$761,006	Grasses and trees are adequately cut and watered.
Zoning Classification	Residential	
Property Type	SFR	
Occupancy	Occupied	
Ownership Type	Fee Simple	
Property Condition	Average	
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 Data					
Location Type	Suburban	Neighborhood Comments			
Local Economy	Stable	Located in an established neighborhood with homes in ave			
Sales Prices in this Neighborhood	Low: \$900,000 High: \$1,230,000	to good condition.			
Market for this type of property	Increased 1 % in the past 6 months.				
Normal Marketing Days	<90				

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Current Listings				
	Subject	Listing 1	Listing 2 *	Listing 3
Street Address	3230 Hawes Drive	417 Barson Street	404 Murray Avenue	1910 Kinsley Street
City, State	Santa Cruz, CA	Santa Cruz, CA	Aptos, CA	Santa Cruz, CA
Zip Code	95062	95060	95003	95062
Datasource	Tax Records	MLS	MLS	MLS
Miles to Subj.		2.70 ¹	4.67 ¹	0.97 1
Property Type	SFR	SFR	SFR	SFR
Original List Price \$	\$	\$1,200,000	\$1,050,000	\$949,000
List Price \$		\$1,175,000	\$1,050,000	\$949,000
Original List Date		03/15/2024	08/08/2024	09/12/2024
DOM · Cumulative DOM		186 · 187	41 · 41	5 · 6
Age (# of years)	85	105	74	89
Condition	Average	Average	Good	Good
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	871	1,066	824	1,008
Bdrm · Bths · ½ Bths	1 · 2	2 · 1	1 · 1	2 · 1
Total Room #	4	4	3	4
Garage (Style/Stalls)	None	Carport 1 Car	Detached 1 Car	None
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.				
Pool/Spa				
Lot Size	0.06 acres	0.15 acres	0.16 acres	0.10 acres

<sup>\*</sup> Listing 2 is the most comparable listing to the subject.

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

Listing 1 List 1 has 1 more bed, 1 fewer bath. bigger living space, bigger lot size and 20 years older. Similar condition.

Listing 2 List 2 has 1 fewer bath, bigger lot size, 11 years younger and superior condition. Similar bed and living space.

Listing 3 List 3 has 1 fewer bed, 1 more bath, bigger living space and superior condition. Similar lot size and age.

<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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Recent Sales				
	Subject	Sold 1	Sold 2	Sold 3 *
Street Address	3230 Hawes Drive	235 May Avenue	214 Fanmar Way	815 24th Avenue
City, State	Santa Cruz, CA	Santa Cruz, CA	Capitola, CA	Santa Cruz, CA
Zip Code	95062	95060	95010	95062
Datasource	Tax Records	MLS	MLS	MLS
Miles to Subj.		2.98 1	1.58 1	0.65 1
Property Type	SFR	SFR	SFR	SFR
Original List Price \$		\$995,000	\$995,000	\$979,000
List Price \$		\$995,000	\$995,000	\$979,000
Sale Price \$		\$1,150,000	\$1,025,000	\$950,000
Type of Financing		Conventional Loan	Conventional Loan	Conventional Loan
Date of Sale		09/03/2024	10/03/2023	09/25/2023
DOM · Cumulative DOM		4 · 28	16 · 59	21 · 55
Age (# of years)	85	112	83	74
Condition	Average	Average	Average	Good
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	871	1,038	616	760
Bdrm · Bths · ½ Bths	1 · 2	3 · 2	1 · 1	2 · 1
Total Room #	4	6	3	4
Garage (Style/Stalls)	None	None	None	None
Basement (Yes/No)	No	No	No	No
Basement (% Fin)	0%	0%	0%	0%
Basement Sq. Ft.				
Pool/Spa				
Lot Size	0.06 acres	0.13 acres	0.05 acres	0.07 acres
Other	None	Frpl,Deck	Frpl	Frpl,Deck
Net Adjustment		-\$90,843	+\$15,895	-\$29,781
Adjusted Price		\$1,059,157	\$1,040,895	\$920,219

<sup>\*</sup> Sold 3 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>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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## Recent Sales - Cont.

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

- **Sold 1** Sold 1 has 2 more bed-40000, 1 more bath-10000, bigger living space-4843, bigger lot size-7000 and 27 years younger-27000. Similar condition. Frpl-1500,Deck-500.
- Sold 2 Sold 2 has 1 fewer bath+10000 and smaller living space+7395. Similar bed, lot size, age and condition. Frpl-1500.
- **Sold 3** Sold 3 has 1 more bed-20000, 1 fewer bath+10000, smaller living space+3219, 11 years younger-11000 and superior condition-10000. Similar lot size. Frpl-1500,Deck-500.

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Subject Sale	es & Listing His	tory					
Current Listing S	tatus	Not Currently L	isted	Listing Histor	y Comments		
Listing Agency/F	irm			N/A			
Listing Agent Na	me						
Listing Agent Ph	one						
# of Removed Lis Months	stings in Previous 12	0					
# of Sales in Pre Months	vious 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	\$1,027,000	\$1,027,000			
Sales Price	\$1,007,000	\$1,007,000			
30 Day Price	\$976,700				
Comments Regarding Pricing Strategy					

Since subject requires no repair, listing it as-is will save the pre-marketing time and limit total amount of capital invested. There's a shortage of comparables with similar living space within immediate area so expansion of sold date, search distance, age, GLA, value variance, different style comp and/or lot size is necessary.

#### 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**







Address Verification



Street

# **Listing Photos**





Front

404 Murray Avenue Aptos, CA 95003



Front

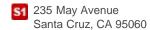
1910 Kinsley Street Santa Cruz, CA 95062



Front

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# **Sales Photos**



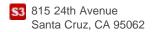


Front





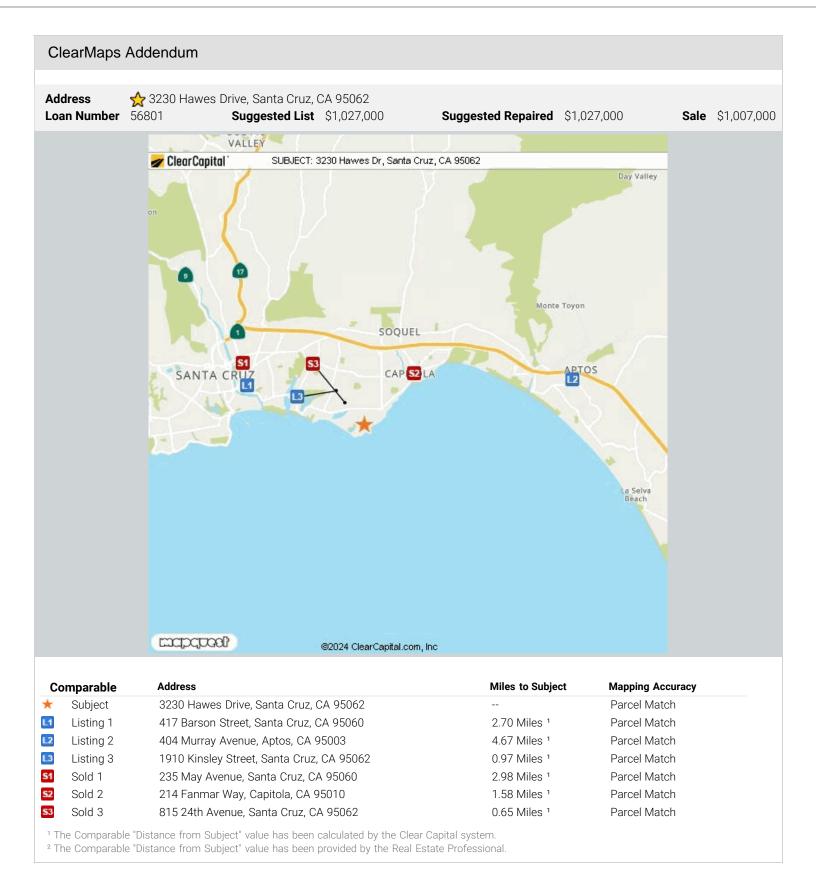
Front





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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**

This section shows the instructions that were approved by the customer and provided to the broker prior to completing the report. Instructions last updated: 07/29/2024

#### Purpose:

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

If any of the following comparable criteria cannot be met, the commentary is required as to why you expanded your search, and what the effect on price will be.

- 1. Use comps from the same neighborhood, block or subdivision.
- 2. Use REO comparables only if the market is driven by REOs and they are comparable in characteristics and condition.
- 3. Use comps that have closed in the past 3 months to show the current market conditions. In rapidly changing markets, active listing comps should be given equal or greater weight than sold comps in your analysis.

  Property Condition Definitions:
- 1. Poor: Uninhabitable or severely damaged from fire, flood, vandalism or mold
- 2. Fair: Repairs needed, may not be eligible for all forms of financing, below the neighborhood average
- 3. Average: Minor cosmetic or no repairs needed; typical for the neighborhood, move-in ready but no significant updates or renovations
- 4. Good: Above average, move in ready, no repairs necessary and has recent and significant updates and/or renovations (or, for customers that do not provide for 'Average', any move-in ready property)
- 5. Excellent: Newer construction (1-5 years) or high end luxury

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, factual detail to help our mutual customer gain a complete understanding of the subject's neighborhood such as substantiated distance to amenities, parks, schools, commercial or industrial influences, REO activity, traffic, 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 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.
- 10. No part of your analysis or reporting may be based on the race, color, religion, sex, actual or perceived sexual orientation, actual or perceived gender identity, age, actual or perceived marital status, disability, familial status, national origin of either the prospective owners or occupants of the subject property, present owners or occupants of the property, or present owners or occupants of the properties in the vicinity of the subject property, or on any other basis prohibited by federal, state or local law.
- 11. When commenting on the subject property or comp selections, refrain from the use of unsupported or subjective terms to assess or rate, such as, but not limited to, "high," "low," "good," "bad," "fair," "poor," "strong," "weak," "rapid," "slow," "fast" or "average" without providing a foundation for analysis and contextual information. It is inappropriate to add language that could indicate unconscious bias, including but not limited to: "pride of ownership," "crime-ridden area," "desirable neighborhood or location" or "undesirable neighborhood or location

Undue Influence Concerns

Please contact uiprovider@clearcapital.com for any Undue Influence concerns.

Independence Hotline

Please notify Clear Capital of any independence concerns by calling (530) 550-2138

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#### Report Instructions - cont.

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Terms of Use, Code of Conduct and Professional Discretion:

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.

If you accept and perform this assignment, you do so in accordance with the Clear Capital Vendor Agreement Terms of Use and Code of Conduct to which you agreed.

All interactions with consumers (borrowers, homeowners, POCs, etc.) must be performed in a professional manner. Should you observe any concerning or suspicious activity while you engage with a consumer whether onsite or otherwise, please contact Clear Capital immediately. Please refrain from discussing anything related to the observation with the consumer directly. This includes suspected elder abuse, elder financial abuse, vulnerable adults, fraud, forgery or any violations of local, state or federal laws.

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**

**License Expiration** 

Broker Name Sirima Chantalakwong Company/Brokerage Insync Realty, Inc.

License No 01460948 Address 1281 Laveille Court San Jose CA

**License State** 

95131

Phone 4084393525 Email winwininvesting@gmail.com

**Broker Distance to Subject** 29.71 miles **Date Signed** 09/18/2024

06/15/2026

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 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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