

## APPRAISAL OF REAL PROPERTY



### LOCATED AT

30875 Avenida Juarez  
Cathedral City, CA 92234  
Lot 537 of Rancho Ramon No. 1, Book 30, Pages 1-4

### FOR

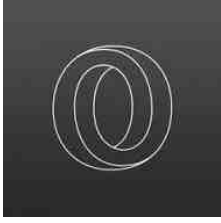
Salas Financial  
9320 Chesapeake Drive, Suite 116  
San Diego, CA 92123

### AS OF

11/21/2020

### BY

Armando J. Ortiz, CGREA  
A.J. Ortiz & Associates  
1538 Apache Drive, Suite D  
Chula Vista, CA 91910  
619-862-8752  
ajortiz365@gmail.com



**A.J. ORTIZ & ASSOCIATES**  
**REAL ESTATE APPRAISAL & CONSULTING**

1538 Apache Drive, Suite D  
 Chula Vista, CA 91910

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[ajortiz365@gmail.com](mailto:ajortiz365@gmail.com)

November 23, 2020

Maria Salas  
 Salas Financial  
 9320 Chesapeake Drive, Suite 116  
 San Diego, CA 92123

RE: Property: 30875 Avenida Juarez, Cathedral City, CA 92234  
 Owner:  
 Case No.: Acacio & Callorina

Ms. Salas,

At your request, I have prepared an APPRAISAL REPORT for the property located at:

**30875 Avenida Juarez, Cathedral City, CA 92234**

This appraisal provides an opinion of the Market Value of the Subject Property in the "As Is" condition, as of the effective date of value. The following appraisal report, of which this letter is a part, describes the facts and reasoning upon which my opinion is supported. The value estimate is subject to the Assumptions and Limiting Conditions as stated within this report.

The Appraisal Report is intended to be used solely by Salas Financial in connection with creation of a security interest in the subject property for purposes of mortgage financing. Any reproduction, publication, distribution, or other use of this appraisal report for other than its stated purpose, without prior consent of the undersigned appraiser is not authorized. Reliance by others on the information and opinions contained in this appraisal is not intended.

California COVID-19 Pandemic: FEMA-DR 4482, California Disaster Declaration as of January 20, 2020 and continuing. On March 13, 2020 the President declared a nationwide emergency for the coronavirus disease 2019 (COVID-2019) pandemic for all states, tribes, territories and the District of Columbia under the Robert T. Stafford Disaster Relief and Recovery Act. Market conditions are expected to be adversely affected by quarantine conditions, however as of the effective date of value, no market evidence corroborating negative effects on value has been discovered.

The subject property is modified for use as a group assisted living facility. The modifications made to the subject are insignificant to the overall residential character of the subject property. No "going concern" or business income or value is included in this report. The value estimated is Market Value of the Real Estate only.

An inspection of the **single family residence**, along with a study of pertinent facts, a review of comparable sales, and an analysis of neighborhood data, leads me to an opinion that the market value of the Subject Property, in fee simple interest, as of **November 21, 2020**, is:

**FOUR HUNDRED FIFTEEN THOUSAND DOLLARS**

**... \$415,000 ...**

Respectfully submitted,

Armando J. Ortiz  
 Certified General Real Estate Appraiser  
 State of California, License AG027708

# RESTRICTED APPRAISAL REPORT

File No.: 1120A2123-SF

<b>Property Address:</b> 30875 Avenida Juarez	<b>City:</b> Cathedral City	<b>State:</b> CA	<b>Zip Code:</b> 92234
<b>County:</b> Riverside	<b>Legal Description:</b> Lot 537 of Rancho Ramon No. 1, Book 30, Pages 1-4; See Attached for complete Legal Description		
<b>Tax Year:</b> 2019-20		<b>R.E. Taxes:</b> \$ 5,104.64	<b>Special Assessments:</b> \$ Unk.
<b>Current Owner of Record:</b> Acacio Elsie P. & Callorina, Rosemarie P.		<b>Borrower (if applicable):</b> Acacio & Callorina	
<b>Property Type:</b> <input checked="" type="checkbox"/> SFR <input type="checkbox"/> 2-4 Family <input type="checkbox"/>	<b># of Units:</b> 1	<b>Ownership Restriction:</b> <input checked="" type="checkbox"/> None <input type="checkbox"/> PUD <input type="checkbox"/> Condo <input type="checkbox"/> Coop	
<b>Market Area Name:</b> Cathedral City	<b>Map Reference:</b> 787/E1	<b>Census Tract:</b> 0449.25	<input type="checkbox"/> Flood Hazard

<b>The purpose of this appraisal is to develop an opinion of:</b> <input checked="" type="checkbox"/> Market Value (as defined), or <input type="checkbox"/> other type of value (describe)			
<b>This report reflects the following value (if not Current, see comments):</b> <input checked="" type="checkbox"/> Current (the Inspection Date is the Effective Date) <input type="checkbox"/> Retrospective <input type="checkbox"/> Prospective			
<b>Approaches developed for this appraisal:</b> <input checked="" type="checkbox"/> Sales Comparison Approach <input type="checkbox"/> Cost Approach <input type="checkbox"/> Income Approach <input type="checkbox"/> Other:			
<b>Property Rights Appraised:</b> <input checked="" type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold <input type="checkbox"/> Leased Fee <input type="checkbox"/> Other (describe)			
<b>Intended Use:</b> Market Value pursuant to Mortgage Financing			
<b>Under USPAP Standards Rule 2-2(b), this is a Restricted Appraisal Report, and is intended only for the use of the client and any other named intended user(s). Users of this report must clearly understand that the report may not contain supporting rationale for all of the opinions and conclusions set forth in the report.</b>			
<b>Client:</b> Salas Financial	<b>Address:</b> 9320 Chesapeake Drive, Suite 116, San Diego, CA 92123		
<b>Appraiser:</b> Armando J. Ortiz, CGREA	<b>Address:</b> 8321 Lemon Avenue, Suite 1, La Mesa, CA 91941		

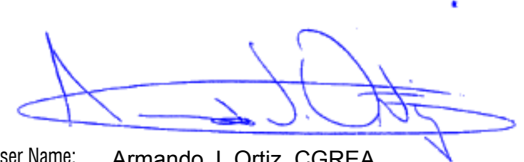
FEATURE	SUBJECT	COMPARABLE SALE # 1			COMPARABLE SALE # 2			COMPARABLE SALE # 3		
Address	30875 Avenida Juarez Cathedral City, CA 92234	68760 Los Gatos Rd Cathedral City, CA 92234			68790 Hermosillo Rd Cathedral City, CA 92234			69457 Serenity Rd Cathedral City, CA 92234		
Proximity to Subject		1.17 miles N			0.67 miles N			2.48 miles SE		
Sale Price	\$ N / A	\$ 440,000			\$ 379,000			\$ 585,000		
Sale Price/GLA	\$ /sq.ft.	\$ 166.60 /sq.ft.			\$ 170.11 /sq.ft.			\$ 276.86 /sq.ft.		
Data Source(s)	MLS,NDCdata.com	DOC# 2019-0517254			DOC# 2020-0082994			DOC# 2020-0357464		
Verification Source(s)	Owner, Inspection	APN# 675-182-024			APN# 675-341-019			APN# 673-500-004		
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) \$ Adjust.	DESCRIPTION	+(-) \$ Adjust.	DESCRIPTION	+(-) \$ Adjust.			
Sales or Financing	N/A	LN\$424,600		All Cash		LN\$468,000				
Concessions	N/A	\$13,200 cc's		None Noted		None Noted				
Date of Sale/Time	DOV: 11/21/2020	12/13/2019		02/24/2020		08/07/2020				
Rights Appraised	Fee Simple	Fee Simple		Fee Simple		Fee Simple				
Location	Cathedral City	Cathedral City		Cathedral City		CDS / Gated	-60,000			
Site	7,405 SF	7,841 SF		7,841 SF		8,276 SF	-2,000			
View	None	None		None		None				
Design (Style)	1 Story Tract	1 Story Tract		1 Story Tract		1 Story Tract				
Quality of Construction	Good/Tract	Good/Tract		Good/Tract		Good/Tract				
Age	14	31	+15,000	19		21				
Condition	Good	Good/Renov	-16,000	Good		Good/Hi-Upgrade	-31,700			
Above Grade	Total Bdrms Baths	Total Bdrms Baths	+16,000	Total Bdrms Baths	+28,000	Total Bdrms Baths	+21,000			
Room Count	9 6 5.1	7 4 3	+7,000	8 5 2		6 3 2.1	+14,000			
Gross Living Area	2,450 sq.ft.	2,641 sq.ft.	-14,325	2,228 sq.ft.	+16,650	2,113 sq.ft.	+25,275			
Basement & Finished Rooms Below Grade	None	None		None		None				
Functional Utility	Good / Typical	Good / Typical		Good / Typical		Good / Typical				
Heating/Cooling	FAU/CFA-Zoned	FAU/CFA-Zoned		FAU/CFA-Zoned		FAU / CFA-zoned				
Energy Efficient Items	Good/Typical	Good/Typical		Good/Typical		Good/Typical				
Garage/Carport	2 Car Attached	3 Car Attached	-5,000	3 Car Attached		3 Car Attached	-5,000			
Porch/Patio/Deck	Covered Patio	Covered Patio		Cov'd Patio		Covered Patio				
Curb Appeal/Landscape	Mature L'Scape	Mature L'Scape		Mature L'Scape		Mature L'Scape				
Fireplaces	None	1 Fireplace	-5,000	1 Fireplace	-5,000	1 Fireplace	-5,000			
Pool/Spa	None	Private Pool/Spa	-24,000	None		Private Pool	-24,000			
Ask Price / DOM	N/A	\$450,000/97 DOM		\$379,900/ Unk		\$599,000/13 DOM				
Net Adjustment (Total)		<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$ -26,325	<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ 39,650	<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$ -67,425			
Adjusted Sale Price of Comparables		Net 6.0 %		Net 10.5 %		Net 11.5 %				
		Gross 23.3 %	\$ 413,675	Gross 13.1 %	\$ 418,650	Gross 32.1 %	\$ 517,575			

**Summary of Sales Comparison Approach** The four sales used in the valuation analysis were the best available market data for comparison to the subject property. All of the sales are located within the subject Cathedral City market area and have similar medium-high density suburban residential neighborhood influences located between the I-10 Freeway and the SR-111 / Palm Canyon Drive. The sales used in the analysis are the closest, most current, most competitive and most similar in terms of size, age, neighborhood influences design and amenities. All of the sales in the analysis are of similar, size and quality finishes and upgrades. The unadjusted range of values is from \$379,000 to \$585,000. After reasonable and appropriate contributory value adjustments have been applied in the valuation process, the Comparable Sales indicate an adjusted range in values from \$408,015 to \$517,575.

Gross adjustments range from 13.1% to 32.1% percent, on the high end of customary and accepted ranges. Net adjustments range from 6.0% to 11.5% percent, also within all customary and accepted ranges and indicative of a high level of comparability within the sample. Most weight within the analysis was given to sales 1 and 2 equally with an adjusted range of values between \$413,675 and \$418,650. This is the range within which the subject value should logically be found. Based on the foregoing Analysis, it is my conclusion and Opinion that the current market value for the subject property is within the adjusted and unadjusted ranges at \$415,000. See attached Narrative Addenda for Final Reconciliation of Value.

# RESTRICTED APPRAISAL REPORT

File No.: 1120A2123-SF

<b>TRANSFER HISTORY</b>	My research <input type="checkbox"/> did <input checked="" type="checkbox"/> 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): NDC Data, Realist, MLS, Public Records.	
	1st Prior Subject Sale/Transfer	Analysis of sale/transfer history and/or any current agreement of sale/listing: A search of the Public Records indicates that the subject was acquired by the current ownership on January 25, 2008 for \$450,000 in an arm's-length transaction on conventional finance terms by Grant Deed Doc No. 2008-0040885. Subsequent inter-family and inter-alias transactions noted. No prior market transfers noted.
	Date: 01/25/2008 Price: \$450,000 Source(s): DOC#2008-0040885	
<b>MARKET</b>	Subject Market Area and Marketability: The subject is located in the Cathedral City market area, Public services, schools, parks, shopping, and conveniences are located in close proximity. The search for sales data extended to a 3-mile radius within the 92234 zip code area with emphasis on homes around 2,400 square feet or larger. The Case-Shiller Index for Riverside County shows overall appreciation of 3.34% per annum to Q2 2020. Per MLS, prices within the search radius have increased 1.36% year over year. The average days on market (DOM) is 37 days. Home prices are projected to continue to increase moderately through 2020, dependent whether employment and economic activity continues in moderate recovery, and on a stable interest rate environment.	
	Site Area: 7,405 SF      Site View: None      Topography: Level at street grade      Drainage: Appears Adequate	
	Zoning Classification: R1      Zoning Compliance: <input checked="" type="checkbox"/> Legal      Description: Single Family Res'l <input type="checkbox"/> Legal nonconforming (grandfathered) <input type="checkbox"/> Illegal <input type="checkbox"/> No zoning	
	Highest & Best Use: <input checked="" type="checkbox"/> Present use, or <input type="checkbox"/> Other use (explain)	
<b>SITE</b>	Actual Use as of Effective Date: Single family residence      Use as appraised in this report: Single family residence	
	Opinion of Highest & Best Use: The subject is a single family residence in a suburban residential community. Highest and Best Use is "As-Is."	
	FEMA Spec'l Flood Hazard Area <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No FEMA Flood Zone X      FEMA Map # 060704-06065C-1579G      FEMA Map Date 08/28/2008	
	Site Comments: A preliminary title report was not submitted for review. A visual inspection of the site revealed no adverse easements, encroachments or other conditions. The subject site is level at street grade, backing to similar residential development, and surrounded by similar residential development. Standard utility easements are assumed to exist.	
<b>IMPROVEMENTS</b>	Improvements Comments: The subject is in good overall condition overall with a good level of interior upgrading including good quality stainless kitchen upgrades, granite countertops, good quality ceramic flooring, high-quality fixtures, finishes, materials and detailing throughout. No deficiencies noted. Extensive concrete hardscape is well designed of good quality design and materials, upgrade dual-pane windows and sliders, large covered patio. <b>FUNCTIONAL OBSOLESCENCE. the cost of additional bedroom space and small modifications for group living may exceed their contribution to value.</b>	
<b>RECONCILIATION</b>	Indicated Value by: Sales Comparison Approach \$ 415,000	
	Indicated Value by: Cost Approach (if developed) \$      Indicated Value by: Income Approach (if developed) \$	
	Final Reconciliation Comparison of recent home sales provide the best indication of market value. Analysis of market data included appropriate adjustments for market conditions, physical characteristics, location, and amenities. The Cost Approach was considered but not analyzed since the total cost does not represent market value in the current market. The Income Approach was not developed in this appraisal. Homes in the subject's market area are predominantly owner occupied, and not primarily considered an income-producing use. The subject is currently used as an assisted living group home. Modifications are not significant enough to affect it's overall residential character. After applying reasoned and measured adjustments to the comparable sales, the appraiser concludes to a market value "as-is" of \$415,000. See attached Narrative Addenda for detail.	
	This appraisal is made <input checked="" type="checkbox"/> "as is", <input type="checkbox"/> subject to completion per plans and specifications on the basis of a Hypothetical Condition that the improvements have been completed, <input type="checkbox"/> subject to the following repairs or alterations on the basis of a Hypothetical Condition that the repairs or alterations have been completed, <input type="checkbox"/> subject to the following required inspection based on the Extraordinary Assumption that the condition or deficiency does not require alteration or repair:	
<b>ATTACHMENTS</b>	<input type="checkbox"/> This report is also subject to other Hypothetical Conditions and/or Extraordinary Assumptions as specified in the attached addenda.	
	Based on the degree of inspection of the subject property, as indicated below, defined Scope of Work, Statement of Assumptions and Limiting Conditions, and Appraiser's Certifications, my (our) Opinion of the Market Value (or other specified value type), as defined herein, of the real property that is the subject of this report is: \$ 415,000 , as of: 11/21/2020 , which is the effective date of this appraisal. If indicated above, this Opinion of Value is subject to Hypothetical Conditions and/or Extraordinary Assumptions included in this report. See attached addenda.	
	A true and complete copy of this report contains 25 pages, including exhibits which are considered an integral part of the report. This appraisal report may not be properly understood without reference to the information contained in the complete report.	
	Attached Exhibits: <input checked="" type="checkbox"/> Scope of Work <input checked="" type="checkbox"/> Limiting Cond./Certifications <input checked="" type="checkbox"/> Narrative Addendum <input checked="" type="checkbox"/> Photograph Addenda <input checked="" type="checkbox"/> Sketch Addendum <input checked="" type="checkbox"/> Map Addenda <input type="checkbox"/> Additional Sales <input type="checkbox"/> Cost Addendum <input type="checkbox"/> Flood Addendum <input type="checkbox"/> Manuf. House Addendum <input type="checkbox"/> Hypothetical Conditions <input type="checkbox"/> Extraordinary Assumptions <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
<b>SIGNATURES</b>	Client Contact: Donna      Client Name: Salas Financial	
	E-Mail: donna@salasfinancial.com      Address: 9320 Chesapeake Drive, Suite 116, San Diego, CA 92123	
	<b>APPRAISER</b>   Appraiser Name: Armando J. Ortiz, CGREA Company: A.J. Ortiz & Associates Phone: 619-862-8752      Fax: _____ E-Mail: ajortiz365@gmail.com Date of Report (Signature): 11/24/2020 License or Certification #: AG027708      State: CA Designation: CA Certified General Appraiser Expiration Date of License or Certification: 11/23/2022 Inspection of Subject: <input checked="" type="checkbox"/> Interior & Exterior <input type="checkbox"/> Exterior Only <input type="checkbox"/> None Date of Inspection: 11/21/2020	<b>SUPERVISORY APPRAISER (if required) or CO-APPRAISER (if applicable)</b>  Supervisory or Co-Appraiser Name: _____ Company: _____ Phone: _____      Fax: _____ E-Mail: _____ Date of Report (Signature): _____ License or Certification #: _____      State: _____ Designation: _____ Expiration Date of License or Certification: _____ Inspection of Subject: <input type="checkbox"/> Interior & Exterior <input type="checkbox"/> Exterior Only <input type="checkbox"/> None Date of Inspection: _____

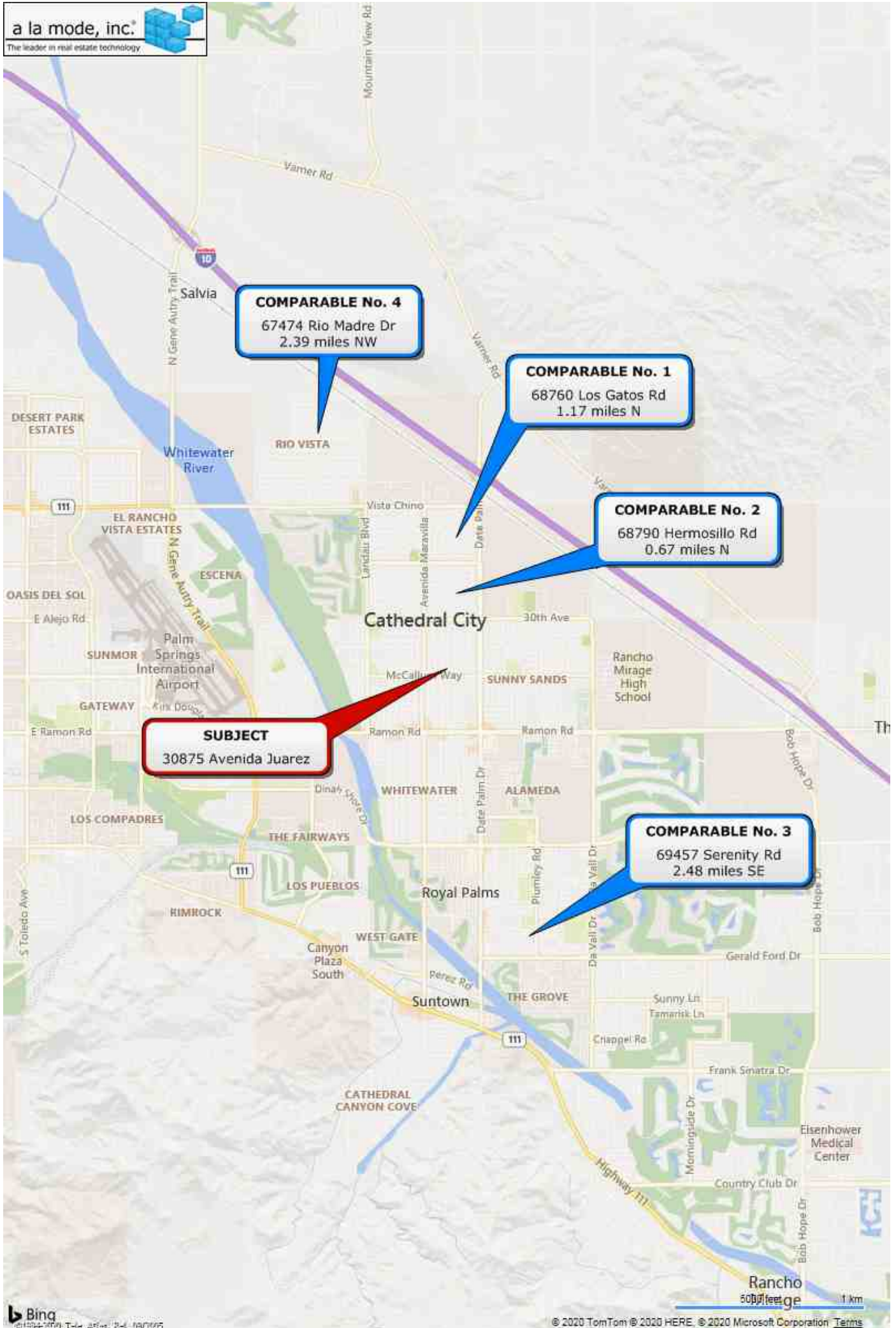
FEATURE	SUBJECT	COMPARABLE SALE # 4			COMPARABLE SALE # 5			COMPARABLE SALE # 6		
Address	30875 Avenida Juarez Cathedral City, CA 92234	67474 Rio Madre Dr Cathedral City, CA 92234								
Proximity to Subject		2.39 miles NW								
Sale Price	\$ N / A	\$ 436,890			\$			\$		
Sale Price/GLA	\$ /sq.ft.	\$ 154.11 /sq.ft.			/sq.ft.			/sq.ft.		
Data Source(s)	MLS,NDCdata.com	MLS#SW20076556								
Verification Source(s)	Owner, Inspection	Sales Office								
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) \$ Adjust.	DESCRIPTION	+(-) \$ Adjust.	DESCRIPTION	+(-) \$ Adjust.	DESCRIPTION	+(-) \$ Adjust.	
Sales or Financing Concessions	N/A	Unk								
Date of Sale/Time	DOV: 11/21/2020	07/10/2020								
Rights Appraised	Fee Simple	Fee Simple								
Location	Cathedral City	Cathedral City								
Site	7,405 SF	7,000 SF								
View	None	None								
Design (Style)	1 Story Tract	2 Story Tract	+1,000							
Quality of Construction	Good/Tract	Good/Tract								
Age	14	1								
Condition	Good	Good/New	-28,000							
Above Grade	Total Bdrms Baths	Total Bdrms Baths	+21,000	Total Bdrms Baths		Total Bdrms Baths				
Room Count	9 6 5.1	8 5 3								
Gross Living Area	2,450 sq.ft.	2,835 sq.ft.	-28,875	sq.ft.		sq.ft.				
Basement & Finished Rooms Below Grade	None	None								
Functional Utility	Good / Typical	Good/Typical								
Heating/Cooling	FAU/CFA-Zoned	FAU / CFA-zoned								
Energy Efficient Items	Good/Typical	Good/Typical								
Garage/Carport	2 Car Attached	2 Car Built-In								
Porch/Patio/Deck	Covered Patio	Fenced	+6,000							
Curb Appeal/Landscape	Mature L'Scape	Mature L'Scape								
Fireplaces	None	None								
Pool/Spa	None	None								
Ask Price / DOM	N/A	426,990/ 39 DOM								
Net Adjustment (Total)		<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$ -28,875	<input type="checkbox"/> + <input type="checkbox"/> -	\$	<input type="checkbox"/> + <input type="checkbox"/> -	\$			
Adjusted Sale Price of Comparables		Net 6.6 %		Net %		Net %				
		Gross 19.4 %	\$ 408,015	Gross %	\$	Gross %	\$			

SALES COMPARISON APPROACH

Summary of Sales Comparison Approach Sale No. 4 is a newer, 5 Bedroom floorplan which is included so as to provide a "bracket" for the subject's large square footage. Sale No. 4 was adjusted for age/condition and square footage and is given secondary weight in the reconciliation of value.

### Comparable Sales Map

Borrower	Acacio & Callorina			
Property Address	30875 Avenida Juarez			
City	Cathedral City	County	Riverside	State CA Zip Code 92234
Lender/Client	Salas Financial			



**USPAP ADDENDUM**

File No. 1120A2123-SF

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				

**Sales Comparison Approach - Discussion of Adjustments**

Contribution is based on market evidence which generally does not recognize cost as value. Adjustments are based on one or more of the following: periodic paired sales analysis; market observation, survey and conversation with brokers and market participants; adjustments derived from current and/or historical statistical data; cost-based estimates of contribution; the appraiser's own experience, observation and professional opinion. Adjustments were given for superior or inferior characteristics or amenities as warranted. All adjustments are tested for sensitivity and a re measured to adhere as much as possible to customary, reasonable and accepted market ranges for net and gross adjustments.

**Sales or Financing Concessions:** The value shown for a comparable is a cash-equivalent value. The comparable sales would require an adjustment for financing if they were not typical of the marketplace at the time of the transaction. Each of the comparable sales were considered to be sold on a cash equivalent basis and no adjustments were warranted.

**Conditions of Sale:** Adjustments for condition of sale typically reflect atypical motivations of the buyer or seller. All of the data involving sales were reported to have been arms-length transactions. No adjustments were warranted.

**Market Conditions:** Adjustments are warranted when market conditions are found to change between date of sale of the comparable property and the effective date of the appraisal. This is often stated in a percentage increase or decrease over time. The earliest sale date occurred in December of 2019 and the most recent is August 2020. Case Shiller statistical data for Riverside County / Inland Empire indicates a year-over year increase up to 2Q 2020 of 3.34% percent. Per MLS prices within the subject search radius were up from 0.0% to 1.36% over the same period. No adjustments warranted.

**Gross Living Area:** Adjustments for differences in square footage are given at \$75.00 per square foot. Prices per square foot within the market data overall ranged from \$154.11 to \$276.86, averaging \$191.92. An adjustment of \$191.92 per square foot in the Sales Comparison grid fails the test of sensitivity, skewing Gross and Net Adjustments far above an acceptable range. The adjustment was therefore moderated and given at \$75.00 per square foot, roughly mirroring market perception and behavior. Gross living area "as measured" exceeds the Assessor's square footage by 14 square feet at 2,464 sf. The appraiser reconciles to the Assessor's recorded square footage of 2,450 for purposes of valuation.

**Location:** The subject is located in the Sunny Sands neighborhood in the City of Cathedral City, a neighborhood of older single family residences at medium-high suburban density with similar suburban residential neighborhood influences. The comparable sales are all located within the Cathedral City market area with similar suburban residential neighborhood influences. Overall location and neighborhood influences are similar throughout the sample with the exception of Comp Sale No. 3 which is located in the gated Serenity Cove planned development. An adjustment of 10.0% percent, rounded was given to Sale No. 3

**Room Count:** Adjustments for room counts are given at \$7,000 per bedroom for bedrooms up to 5; \$7,000 for a full bath and \$7,000 for a 1/2 bath to reflect market behavior. Adjustments for "Bonus Room" or optional Bedroom are given at \$7,000.

**Lot Size:** The subject lot is of typical size for the area, and is zoned R1 Single-Family Residential Planned Development, 1 dwelling unit per lot 7,000 minimum lot size. Adjustments for differences in lot size were limited to \$2.00 per square foot for differences of over 1,000 square feet.

**View:** The subject property has no view amenity. No adjustments warranted.

**Design and Appeal:** The subject and the sales had roughly similar/ equivalent design and appeal. The designs throughout the sample are similar 1 and 2-story contemporary homes with similar layouts and architectural features and detailing. No adjustments warranted.

**Quality of Construction:** Adjustments are given for those sales with superior construction quality, as well as, those sales with inferior quality and design. Adjustments were given at between \$5.00 to \$25.00 psf for differences in interior upgrading.

**Overall Condition:** The subject is in "Good" upgraded overall condition. Adjustments were given for sales with superior or inferior recent upgrades, renovation or remodeling to "market ready" condition. Adjustments given as warranted .

**USPAP ADDENDUM**

File No. 1120A2123-SF

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				

**Final Reconciliation of Value**

The four sales used in the valuation analysis were the best available market data for comparison to the subject property. All of the sales are located within the subject Cathedral City market area and have similar medium-high density suburban residential neighborhood influences located between the I-10 Freeway and the SR-111 / Palm Canyon Drive. The sales used in the analysis are the closest, most current, most competitive and most similar in terms of size, age, neighborhood influences design and amenities. All of the sales in the analysis are of similar, size and quality finishes and upgrades. The unadjusted range of values is from \$379,000 to \$585,000. After reasonable and appropriate contributory value adjustments have been applied in the valuation process, the Comparable Sales indicate an adjusted range in values from \$408,015 to \$517,575.

Gross adjustments range from 13.1% to 32.1% percent, on the high end of customary and accepted ranges. Net adjustments range from 6.0% to 11.5% percent, also within all customary and accepted ranges and indicative of a high level of comparability within the sample. Most weight within the analysis was given to sales 1 and 2 equally with an adjusted range of values between \$413,675 and \$418,650. This is the range within which the subject value should logically be found. Based on the foregoing Analysis, it is my conclusion and Opinion that the current market value for the subject property is within the adjusted and unadjusted ranges at \$415,000.



**USPAP ADDENDUM**

File No. 1120A2123-SF

Borrower	Acacio & Callorina			
Property Address	30875 Avenida Juarez			
City	Cathedral City	County	Riverside	State CA Zip Code 92234
Lender/Client	Salas Financial			

**USPAP ADDENDA****Purpose of this Appraisal**

The appraisal is to provide an opinion of the market value of the fee interest in the real estate as of a current date. My work is designed to be used solely to provide an Appraisal Report in conjunction with creation of a security interest in the subject property for purposes of mortgage financing.

**Scope of Work**

The scope of this appraisal is intended to be an "appraisal assignment" as defined in the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation. It is our intent that this appraisal is performed in such a manner the results of the analysis, opinions, or conclusions are that of a disinterested third party. This report meets the reporting guidelines of USPAP Standards Rule 2-2 for an Appraisal Report.

For the estimate of value, the three traditional approaches to value were considered: the cost, sales comparison, and income approaches. The existing use and conventional methods used in valuing property determine the extent the approaches are utilized. In this analysis the sales comparison approach was used to value the subject property. Comparison of recent home sales provide the best indication of market value for the subject property.

The sources utilized to form opinions of value include: Sandicor MLS, Realist.com, NDCdata.com, Marshall Valuation Cost Service, local publications, various internet websites, public records, land use agencies, our own library and files, and an extensive network of professional relations with agents, brokers, and developers active in the market.

**Definition of Fee Interest**

The property rights appraised are the fee simple estate or fee interest of the subject property. The fee interest is defined as:

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.

**Definition of Market Value**

As used in this appraisal, the term Market Value is defined as follows:

The *most probable price* in terms of money 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 and 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 the seller to buyer under conditions whereby:

1. *Buyer and seller are typically motivated;*
2. *Both parties are well informed or well advised, and are acting in what they consider their best interests;*
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 financial arrangements comparable thereto; and;*
5. *The price represents the normal consideration for the property sold unaffected by special or creative financing, or sale concessions granted by anyone associated with the sale.*

**Intended Use and Users of the Appraisal**

This Appraisal Report was prepared for the exclusive use of Salas Financial. No reproduction, publication, distribution, or other use of this appraisal report for other than its stated purpose is authorized without prior consent of the undersigned appraiser. Reliance by others on the information and opinions contained in this appraisal is not intended.

**Use of the Report**

This valuation report is intended to provide information in conjunction with creation of a security interest in the subject property for purposes of mortgage financing.

**USPAP ADDENDUM**

File No. 1120A2123-SF

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				

**Valuation Date**

The valuation date (also known as the effective date of value) is November 21, 2020 a current date of value.

**Report Date**

The date of the report is November 23, 2020.

**Ownership and History of the Property**

A search of the Public Records indicates that the subject was acquired by the current ownership on January 25, 2008 for \$450,000 in an arm's-length transaction on conventional finance terms by Grant Deed Doc No. 2008-0040885. Subsequent inter-family and inter-alias transactions noted. No prior market transfers noted.

**Prior Appraisal Assignments**

The appraiser has not performed services regarding the property that is the subject of this report within the "three-year period" immediately proceeding acceptance of this assignment.

**Most Probable Exposure Time**

Under paragraph 3 of the Definition of Market Value, the value estimate presumes that "a reasonable time is allowed for exposure in the open market."

Exposure time is defined, 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 the market value on the effective date of the appraisal.

Exposure time is a retrospective opinion based on an analysis of past events assuming a competitive and open market. Exposure time is presumed to precede the effective date of the appraisal and for the subject property it is estimated at 45 to 90 Days.

**General Assumptions and Limiting Conditions**

File No. 1120A2123-SF

Borrower	Acacio & Callorina			
Property Address	30875 Avenida Juarez			
City	Cathedral City	County	Riverside	State CA Zip Code 92234
Lender/Client	Salas Financial			

**This appraisal has been based upon the following Assumptions and Limiting Conditions:**

- 1) It is assumed that title to the property is good and marketable; any value estimates herein were arrived at without regard to question of title.
- 2) No survey of the boundaries of the property have been made. All areas and dimensions furnished are accepted to be correct.
- 3) Information, estimates and opinions furnished by others and contained in this report were obtained from sources considered reliable and believed to be true and correct; no responsibility is assumed for errors or omissions or for information not disclosed which might otherwise affect the valuation estimate. The right is reserved to evaluate new information at the time of its disclosure.
- 4) The valuation assumes that soil conditions are adequate to support standard construction consistent with the Highest and Best Use. No soil analysis or soil engineering study was conducted or provided.
- 5) The appraiser(s), by reason of this appraisal, shall not be required to give testimony or be in attendance in court or at any governmental or other hearing with reference to the subject property without prior arrangements having been made with the appraisers relative to such additional employment.
- 6) Disclosure of the contents of this appraisal report is governed by the By-Laws and Regulations of the Appraisal Institute.
- 7) Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers or the firm with which they are connected, or any reference to the Appraisal Institute shall be disseminated to the public through advertising media, public relations media, news media, sales media or any other public means of communication without the prior written consent and approval of the author(s).
- 8) No liability is assumed for legal matters, especially any matters affecting title of the properties.
- 9) Any sketches, maps and/or photographic views in this report are included for the express purpose of assisting the reader in visualizing the concerned properties; no responsibility for accuracy of these exhibits is assumed.
- 10) It is assumed that there are no legitimate environmental or ecological conditions which would prevent the economical and feasible development of the properties to its estimated highest and best use.
- 11) A soil's report was not provided for review. This appraisal assumes, following physical inspection, that there has been no soil contamination on the subject grounds.
- 12) Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraisers. The appraiser, however, is not qualified to detect such materials on or in the property. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of subject property. The value estimate set forth in this report is predicated on the assumption there are no hazardous materials on or in the property appraised that would cause a loss in value. No responsibility is assumed for any such conditions which may exist, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field if desired.
- 13) The Americans with Disabilities Act (ADA) became effective January 26, 1992. The appraiser has not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the act. If so, this fact could have a negative effect upon the value of the property. Since the appraiser has no direct evidence relating to these issues, the appraiser did not consider possible non-compliance with the requirements of ADA in estimated the value of the property.

### General Assumptions and Limiting Conditions

File No. 1120A2123-SF

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				

- 14) Subsequent changes in information provided could affect the valuation analysis set forth herein. If this occurs, the appraiser(s) reserve the right to re-evaluate such changes in so far as their effect on value is concerned. Contractual engagement for said subsequent services, however, will be necessary.
  
- 15) The date of value to which the opinions expressed in this report apply is set forth in the letter of transmittal. The appraiser assumes no responsibility for economic or physical factors occurring at some later date which may affect the opinions herein stated.

**Supplemental Addendum**

File No. 1120A2123-SF

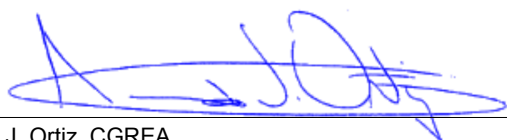
Borrower	Acacio & Callorina			
Property Address	30875 Avenida Juarez			
City	Cathedral City	County	Riverside	State CA Zip Code 92234
Lender/Client	Salas Financial			

**Certification of Appraiser**

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

1. The statements of fact contained in this report are true and correct.
2. The reported analysis, 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.
3. I have no (or the specified) present or prospective interest in the property that is the subject of this report and no (or the specified) personal interest with respect to the parties involved.
4. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
5. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
6. 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.
7. My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
8. I have made a personal inspection of the property that is the subject of this report.
9. 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.
10. I the undersigned am licensed in good standing and qualified to perform this appraisal.
11. Neither all nor any part of the contents of this report, especially any conclusions as to value, the identity of the appraisers, the firm with which they are connected, or any reference to the Appraisal Institute of Real Estate Appraisers shall be disseminated to the public through advertising media, public relations media, news media, sales media, or any other public means of communication, without the prior written consent and approval of the undersigned.
12. This report is an Appraisal Report in compliance with the Uniform Standards of Professional Appraisal Practice as per the Appraisal Foundation.
13. The "As-Is" Market Value of the subject property in Fee Simple Estate as of the effective date of value, November 21, 2020 is estimated to be \$415,000.

**Armando J. Ortiz**  
**CGREA #AG027708**

Signature   
Name Armando J. Ortiz, CGREA  
Date Signed 11/24/2020  
State Certification # AG027708 State CA  
Or State License # \_\_\_\_\_ State \_\_\_\_\_

Signature \_\_\_\_\_  
Name \_\_\_\_\_  
Date Signed \_\_\_\_\_  
State Certification # \_\_\_\_\_ State \_\_\_\_\_  
Or State License # \_\_\_\_\_ State \_\_\_\_\_

### Subject Photo Page

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				

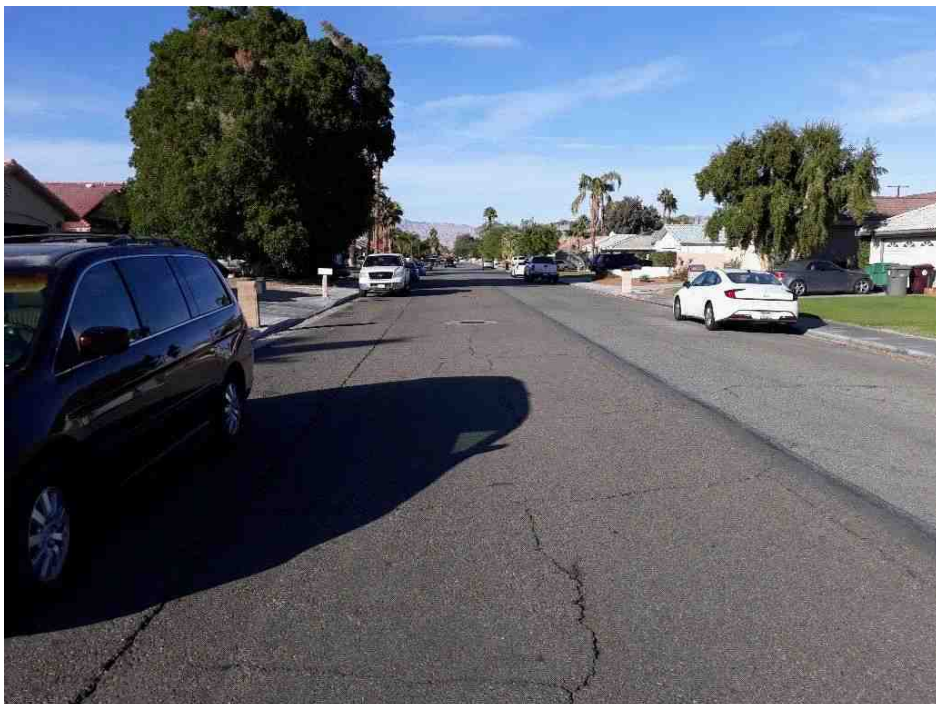


#### Subject Front

30875 Avenida Juarez  
Sales Price N / A  
Gross Living Area 2,450  
Total Rooms 9  
Total Bedrooms 6  
Total Bathrooms 5.1  
Location Cathedral City  
View None  
Site 7,405 SF  
Quality Good/Tract  
Age 14



#### Subject Rear



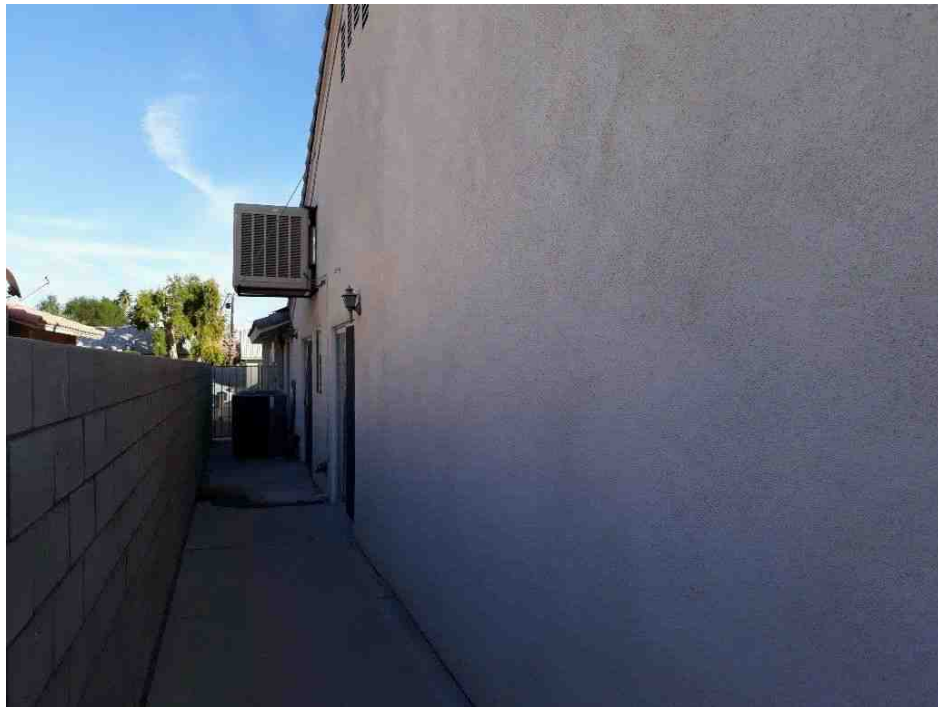
#### Subject Street

### Photograph Addendum

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				



Subject Exterior / Detail of entry



Subject Exterior / North Elevation



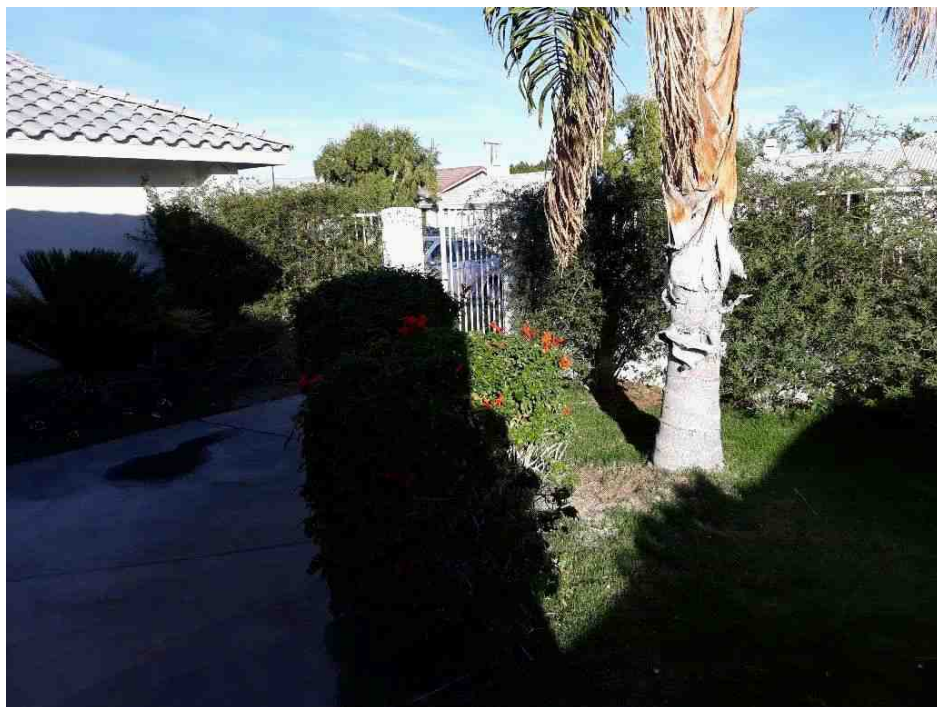
Subject Exterior / South Elevation

### Photograph Addendum

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				



Subject Exterior / View of back Yard



Subject Exterior / View of front courtyard



Subject Exterior / 2 Car Garage

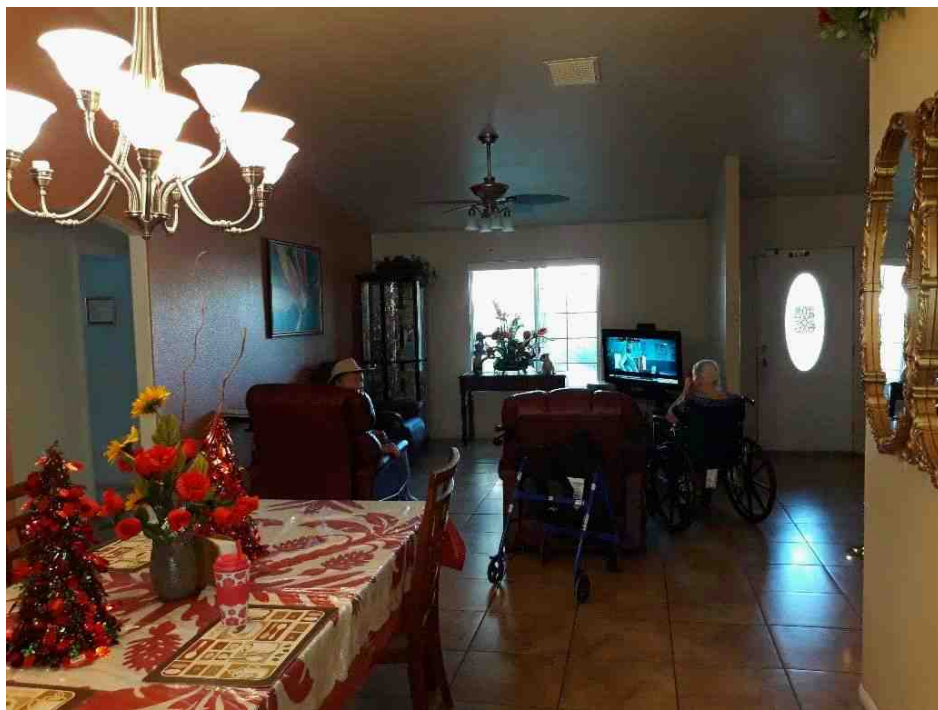


### Photograph Addendum

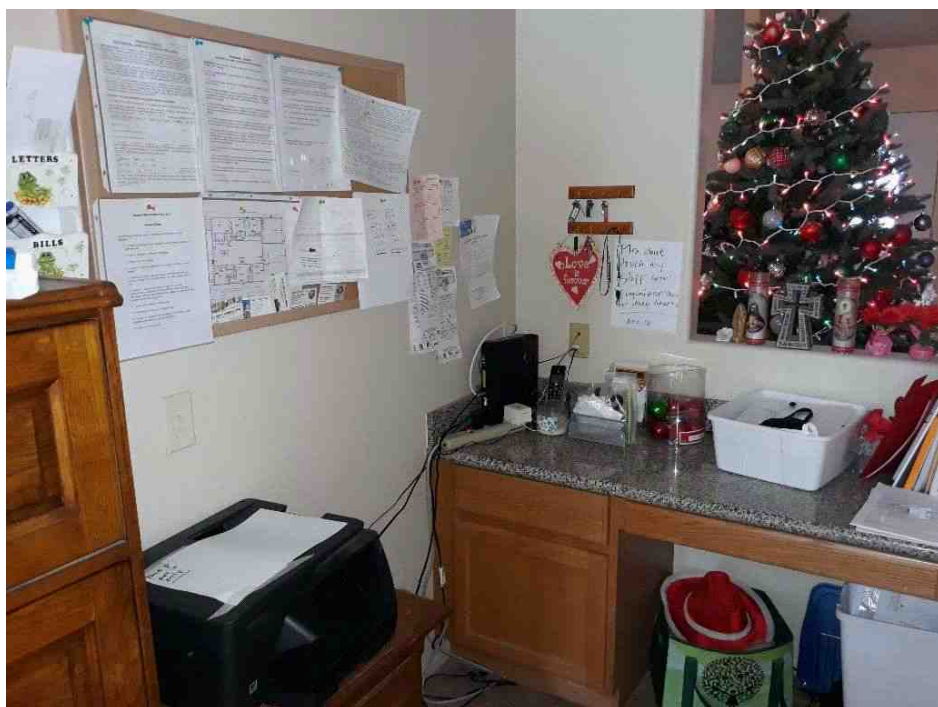
Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				



Subject Interior / Kitchen



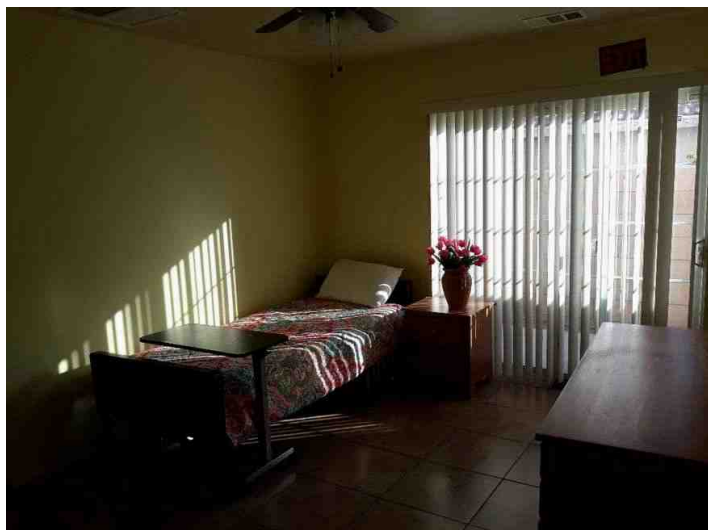
Subject Interior / Detail of Living Room



Subject Interior / Detail of Admin cubicle

### Photograph Addendum

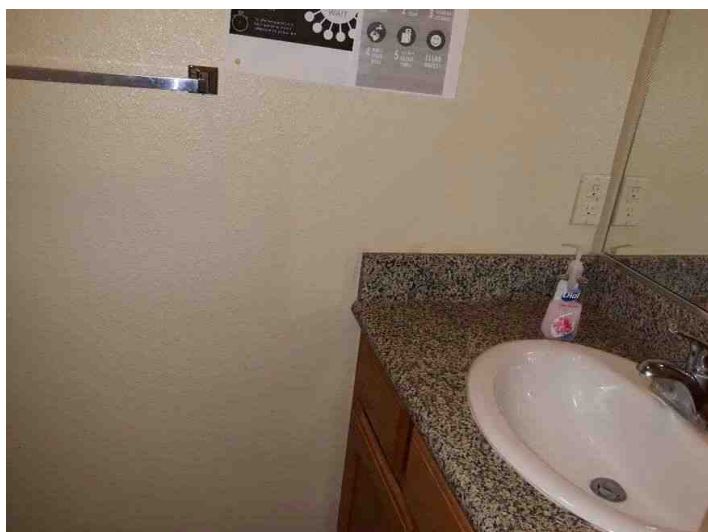
Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				



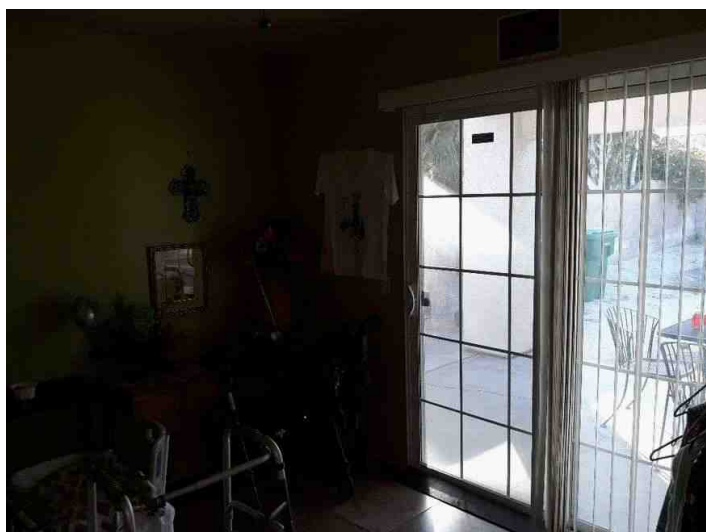
**Bedroom 1**



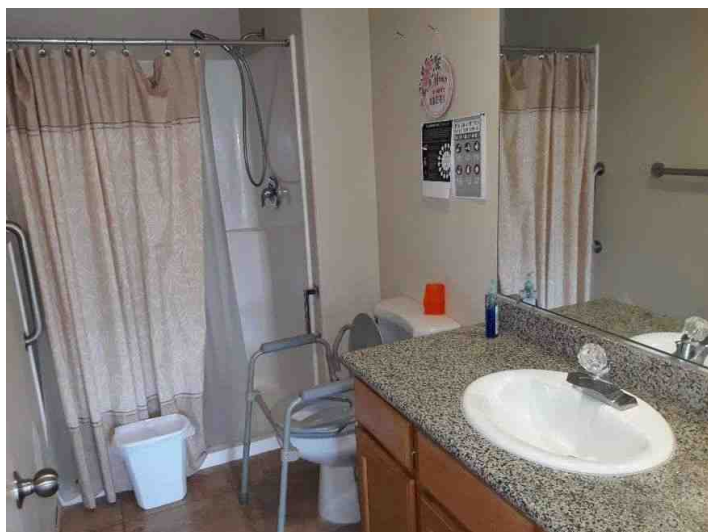
**En Suite Bath**



**Detail of 1/2 Bath**



**Bedroom 2**



**En Suite Bath**



**Bedroom 3**

### Photograph Addendum

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				



**En Suite Bath**



**Bedroom 4**



**En Suite Bath**



**Bedroom 5**



**Detail of Bedroom 6**



**Shared Bath**

## Comparable Photo Page

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				



### Comparable 1

68760 Los Gatos Rd	
Prox. to Subject	1.17 miles N
Sale Price	440,000
Gross Living Area	2,641
Total Rooms	7
Total Bedrooms	4
Total Bathrooms	3
Location	Cathedral City
View	None
Site	7,841 SF
Quality	Good/Tract
Age	31



### Comparable 2

68790 Hermosillo Rd	
Prox. to Subject	0.67 miles N
Sale Price	379,000
Gross Living Area	2,228
Total Rooms	8
Total Bedrooms	5
Total Bathrooms	2
Location	Cathedral City
View	None
Site	7,841 SF
Quality	Good/Tract
Age	19



### Comparable 3

69457 Serenity Rd	
Prox. to Subject	2.48 miles SE
Sale Price	585,000
Gross Living Area	2,113
Total Rooms	6
Total Bedrooms	3
Total Bathrooms	2.1
Location	CDS / Gated
View	None
Site	8,276 SF
Quality	Good/Tract
Age	21

### Comparable Photo Page

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				



#### Comparable 4

67474 Rio Madre Dr  
 Prox. to Subject 2.39 miles NW  
 Sale Price 436,890  
 Gross Living Area 2,835  
 Total Rooms 8  
 Total Bedrooms 5  
 Total Bathrooms 3  
 Location Cathedral City  
 View None  
 Site 7,000 SF  
 Quality Good/Tract  
 Age 1

#### Comparable 5

Prox. to Subject  
 Sale Price  
 Gross Living Area  
 Total Rooms  
 Total Bedrooms  
 Total Bathrooms  
 Location  
 View  
 Site  
 Quality  
 Age

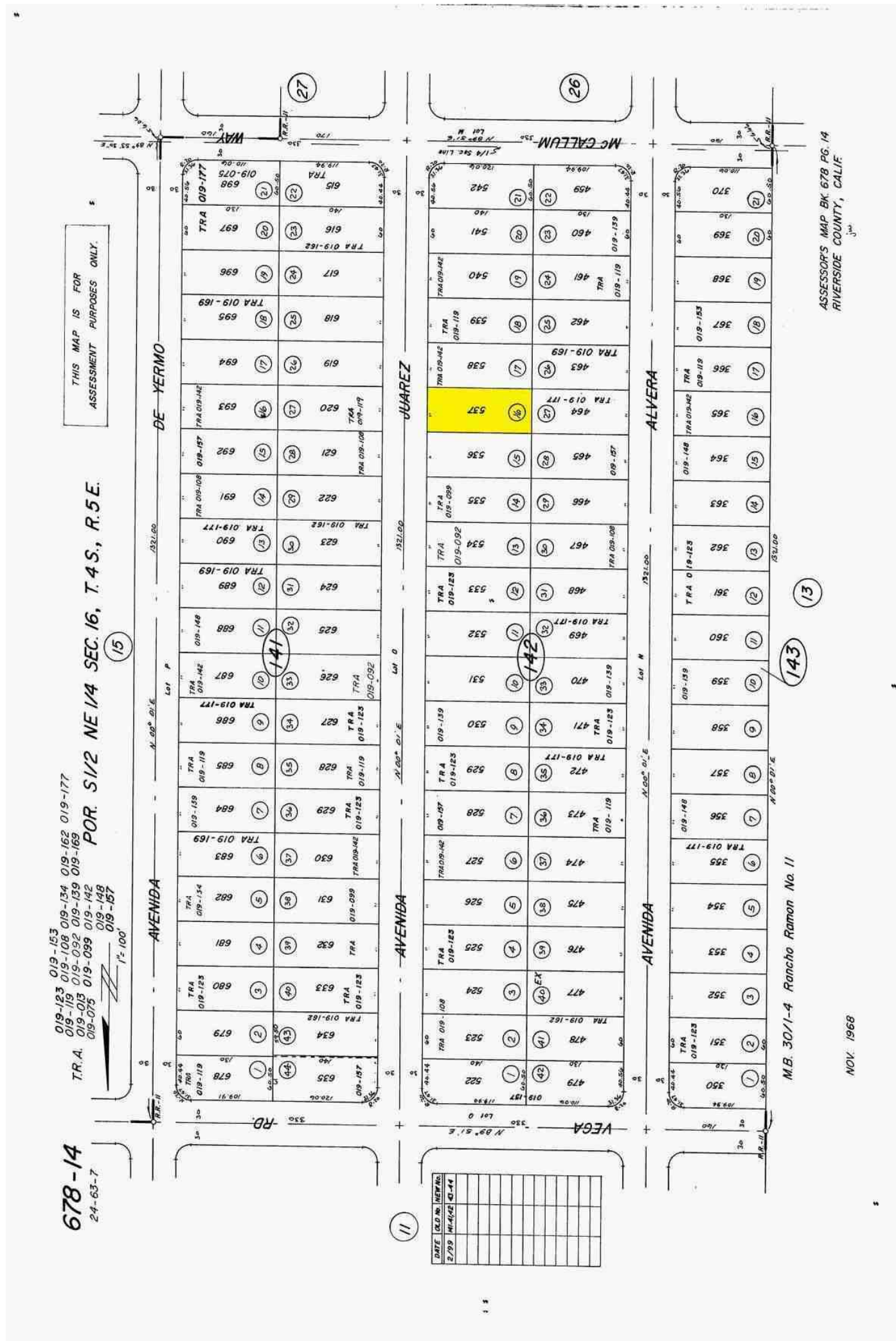


#### Comparable 6

Prox. to Subject  
 Sale Price  
 Gross Living Area  
 Total Rooms  
 Total Bedrooms  
 Total Bathrooms  
 Location  
 View  
 Site  
 Quality  
 Age  
 Comp 3. 69457  
 Serenity Rd  
 MLS photo

### Plat Map

Borrower	Acacio & Callorina		
Property Address	30875 Avenida Juarez		
City	Cathedral City	County	Riverside State CA Zip Code 92234
Lender/Client	Salas Financial		



### Grant Deed

Borrower	Acacio & Callorina				
Property Address	30875 Avenida Juarez				
City	Cathedral City	County	Riverside	State	CA Zip Code 92234
Lender/Client	Salas Financial				

ORANGE COAST TITLE CO.

RECORDING REQUESTED BY  
 Orange Coast Title  
 AND WHEN RECORDED MAIL TO:  
 Rosemarie P. Callorina  
 30875 Avenida Juarez  
 Cathedral City, Ca. 92234

DOC # 2008-0041681  
 01/28/2008 DB:00R Fee:10.00  
 Page 1 of 2  
 Recorded in Official Records  
 County of Riverside  
 Larry U. Ward  
 Assessor, County Clerk & Recorder



S	R	U	PAGE	SIZE	DA	MISC	LONG	RFD	COPY
1			2						
M	A	E	405	426	PCOR	NCOR	SMF	NCHG	ESAM
					T		CTY	UNI	DIO

A.P.N.: 678-142-016-7 TRA#: 019-013

City

### QUITCLAIM DEED

THE UNDERSIGNED GRANTOR(S) DECLARE(S) DOCUMENTARY TRANSFER TAX \$NONE *No consideration*  
 computed on full value of property conveyed, or  
 computed on full value less value of liens or encumbrances existing at time of sale,  
 unincorporated area:  City of Cathedral City, and

10  
**T**  
 056

FOR A VALUABLE CONSIDERATION, Receipt of which is hereby acknowledged,  
**Marino B. Callorina, husband of Rosemarie P. Callorina**

hereby remise, release and forever quitclaim to  
**Rosemarie P. Callorina, a married woman as her sole and separate property**

the following described property in the City of Cathedral City County of Riverside State of California;

**Lot 537 of Rancho Ramon No. #1, in the City of Cathedral City, County of Riverside, State of California, as shown by map on file in Book 30, Pages 1-4 of Maps, in the office of the County Recorder of said County.**

"This conveyance establishes sole and separate property of a spouse, R&T 11911."

"It is the express intent of the Grantor, being the spouse of the Grantee to convey all right, title and interest of the Grantor, community or otherwise, in and to the herein described property to the Grantee as his/her sole and separate property."

QUITCLAIM DEED CONTINUED ON NEXT PAGE

Mail Tax Statements to: SAME AS ABOVE or Address Noted Below

## Appraiser's Qualifications

File No. 1120A2123-SF

Borrower	Acacio & Callorina			
Property Address	30875 Avenida Juarez			
City	Cathedral City	County Riverside	State CA	Zip Code 92234
Lender/Client	Salas Financial			

### Qualifications of Armando J. Ortiz, Certified General Appraiser# 027708

**Experience:** Working since 1984 in various advanced-level disciplines within the field of Professional Real Estate Practice, including: General Real Estate Appraisal at the Certified General level, including; multi-family, commercial, office, industrial, residential estate, public use and resource conservation properties, eminent domain / condemnation, right-of-way and acquisition appraisals for both public agencies and private organizations and individuals; residential and estate appraisals and appraisal review for financing and litigation. Commercial and residential appraisal for divorce, estates and litigation; Experienced and Qualified § 730 Expert Witness. Property Portfolio and Asset Management including detailed marketing and budget analysis of large caseloads of foreclosed real estate assets and onsite executive management of large real estate assets; REO Portfolio Administration including statistically based and individual asset based portfolio valuation; active Real Estate Broker, Registered Property Tax Appeal Agent with over 100 appeals argued before the various County Assessor's Boards of Appeal.

**Affiliations:** Appraisal Institute, General Associate Member  
 National Apartment Association, CAM Designate;  
 Member Pacific Southwest Association of Realtors  
 Sandicor, and Combined Los Angeles Westside CLAW /MLS; Appraisal member  
 National Association of Realtors, Member Realtor ©, GAA

**Education:** Webster University / Marymount College, Course work in Management;  
 National University, San Diego California, Course work in Banking & Finance, Economics, Real Estate Law; National University Extension Real Estate General Appraiser State Test Preparatory;  
 Appraisal Institute; USPAP / Continuing Education; National Apartment Association; C.A.M. Designate Member; Concorde Career Institute; Certificate of Paralegalism, Real Estate Law & Practice; American Institute of Mortgage Banking; Certificates in FNMA Mortgage Loan Underwriting; FHA 4000.1 Certification; California Association of Realtors - Continuing Education

**Additional Real Estate and Real Estate Appraisal Courses:** FHA 4150 and 4000.1 Certification Review  
 Advanced Multi-Unit Residential Property and Portfolio Management (CAM) Advanced Real Estate Appraisal Techniques and Practice  
 Advanced Real Estate Finance; Advanced Market Analysis  
 Uniform Standards of Professional Appraisal Practice (USPAP);  
 Advanced Income Capitalization Techniques  
 Commercial Real Estate Loan Underwriting  
 Principles of Real Estate Appraisal  
 Real Estate Law  
 Real Estate Practice  
 Survey of Eminent Domain and Condemnation Practice  
 Uniform Standards for Federal Land Acquisitions (USFLA)  
 Ethics and Agency  
 Survey of Appraisal Practice in Tax Appeal  
 Survey of Real Estate Practice in Probate, Conservatorship, Trusts and Estates

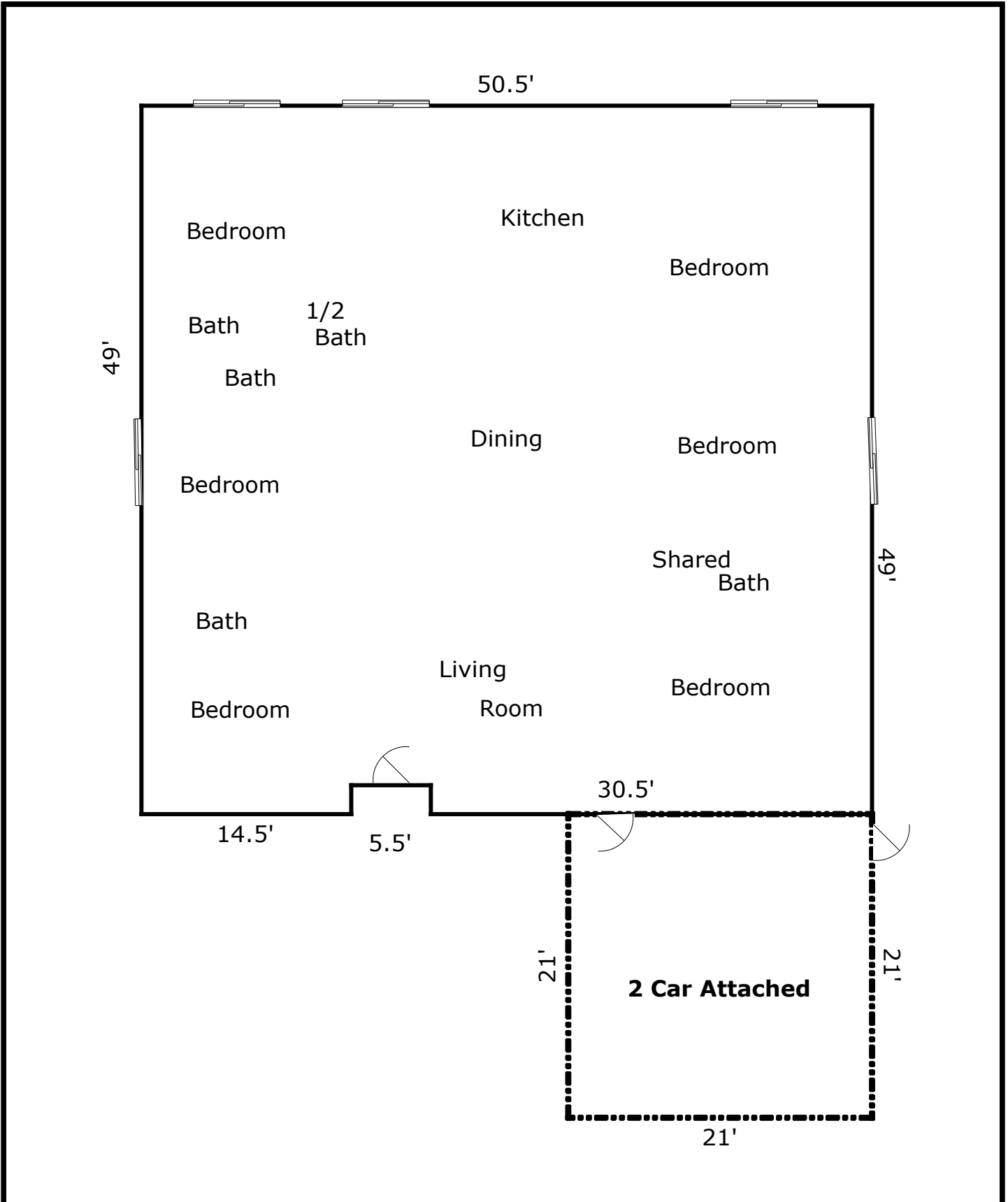
**Licenses:** California Certified General Appraiser No. AG027708  
 California Real Estate Broker No. 00962402

**Other:** Qualified Section 730 Expert Witness, Bilingual in Spanish.



### Building Sketch

Borrower	Acacio & Callorina		
Property Address	30875 Avenida Juarez		
City	Cathedral City	County	Riverside
		State	CA
		Zip Code	92234
Lender/Client	Salas Financial		



TOTAL Sketch by a la mode, inc.

**Area Calculations Summary**

Living Area		Calculation Details
Undefined Area	2463.5 Sq ft	$50.5 \times 47 = 2373.5$ $2 \times 30.5 = 61$ $2 \times 14.5 = 29$
<b>Total Living Area (Rounded):</b>	<b>2464 Sq ft</b>	
<b>Non-living Area</b>		
2 Car Attached	441 Sq ft	$21 \times 21 = 441$