

**APPRAISAL OF**



**A SINGLE FAMILY RESIDENCE**

**LOCATED AT:**

294 N 22nd Street  
El Centro, CA 92243

**CLIENT:**

Salas Financial  
9320 Chesapeake Dr Ste 116  
San Diego, CA 92123

**AS OF:**

May 26, 2021

**BY:**

Francisco J. Gutierrez  
AR034946

**APPRAISAL REPORT  
Residential Appraisal Report**

File No. 20210324

<b>PURPOSE</b>	The purpose of this appraisal report is to provide the client with a credible opinion of the defined value of the subject property, given the intended use of the appraisal.			
	Client Name/Intended User	<b>Salas Financial</b>	E-mail	
	Client Address	<b>9320 Chesapeake Dr Ste 116</b>	City	<b>San Diego</b> State <b>CA</b> Zip <b>92123</b>
	Additional Intended User(s)	<b>None</b>		
Intended Use <b>Determine fair market value.</b>				

<b>SUBJECT</b>	Property Address	<b>294 N 22nd Street</b>	City	<b>El Centro</b>	State	<b>CA</b>	Zip	<b>92243</b>
	Owner of Public Record	<b>Mckay, Susan Ann</b>			County	<b>Imperial</b>		
	Legal Description	<b>LOT 10 BLK 3 RANCHOS DEL SOL SUB CITY OF EL CENTRO</b>						
	Assessor's Parcel #	<b>052-773-010-000</b>	Tax Year	<b>2020</b>	R.E. Taxes \$	<b>1,706.35</b>		
	Neighborhood Name	<b>El Centro</b>	Map Reference	<b>431 D2</b>	Census Tract	<b>0112.01</b>		
Property Rights Appraised <input checked="" type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold <input type="checkbox"/> Other (describe)								

<b>SALES 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.			
	Prior Sale/Transfer:	Date <b>N/A</b>	Price <b>N/A</b>	Source(s) <b>NDC Data</b>
	Analysis of prior sale or transfer history of the subject property (and comparable sales, if applicable) <b>N/A</b>			
	Offerings, options and contracts as of the effective date of the appraisal			

<b>NEIGHBORHOOD</b>	Neighborhood Characteristics			One-Unit Housing Trends			One-Unit Housing		Present Land Use %		
	Location	<input type="checkbox"/> Urban	<input checked="" type="checkbox"/> Suburban	<input type="checkbox"/> Rural	Property Values	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining	PRICE	AGE	One-Unit
Built-Up	<input checked="" type="checkbox"/> Over 75%	<input type="checkbox"/> 25-75%	<input type="checkbox"/> Under 25%	Demand/Supply	<input type="checkbox"/> Shortage	<input checked="" type="checkbox"/> In Balance	<input type="checkbox"/> Over Supply	\$(000)	(yrs)	2-4 Unit	<b>5%</b>
Growth	<input type="checkbox"/> Rapid	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Slow	Marketing Time	<input checked="" type="checkbox"/> Under 3 mths	<input type="checkbox"/> 3-6 mths	<input type="checkbox"/> Over 6 mths	<b>175</b> Low	<b>0</b>	Multi-Family	<b>5%</b>
Neighborhood Boundaries	<b>Approximate neighborhood boundaries are: City of Imperial to the North, 4th Street to the East, Highway 8 to the South &amp; Forrester Rd to the West.</b>						<b>675</b> High	<b>100</b>	Commercial	<b>5%</b>	
Neighborhood Description	<b>See Attached Addendum</b>										
Market Conditions (including support for the above conclusions) <b>Market appears to have stabilized. Available inventory has decreased &amp; demand is steady. Realtors report multiple offers. Conventional and all cash financing is prevalent in this area. Buydowns, concessions and other discounts are common. Typical marketing time is 1 to 3 months when priced right. NOTE: The subject is below the predominant value due to its size &amp; condition. Its value is within the neighborhood range &amp; is not considered an under improvement for the area.</b>											

<b>SITE</b>	Dimensions	<b>68 x 104</b>	Area	<b>7072 Sq.Ft.</b>	Shape	<b>Rectangular</b>	View N;Res;	
	Specific Zoning Classification	<b>R-1</b>	Zoning Description	<b>Single Family Residence</b>				
	Zoning Compliance	<input checked="" type="checkbox"/> Legal	<input type="checkbox"/> Legal Nonconforming (Grandfathered Use)	<input type="checkbox"/> No Zoning	<input type="checkbox"/> Illegal (describe)			
	Is the highest and best use of the subject property as improved (or as proposed per plans and specifications) the present use?							<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe. <b>See Attached</b>
	<b>Addendum</b>							

<b>IMPROVEMENTS</b>	Utilities	Public	Other (describe)	Public	Other (describe)	Off-site Improvements—Type	Public	Private
	Electricity	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Water	<input checked="" type="checkbox"/>	Street <b>Asphalt</b>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	Gas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Sanitary Sewer	<input checked="" type="checkbox"/>	Alley <b>None</b>	<input type="checkbox"/>	<input type="checkbox"/>
Site Comments <b>There were no adverse easements, encroachments, or other conditions noted by the appraiser that would affect the marketability of the subject. Because no title report was made available to the appraiser, no responsibility for such items of record not disclosed by normal investigation is assumed.</b>								

<b>IMPROVEMENTS</b>	GENERAL DESCRIPTION		FOUNDATION		EXTERIOR DESCRIPTION materials		INTERIOR materials	
	Units	<input checked="" type="checkbox"/> One <input type="checkbox"/> One w/Acc. unit <input type="checkbox"/>	<input checked="" type="checkbox"/> Concrete Slab <input type="checkbox"/> Crawl Space	Foundation Walls	<b>Concrete/Average</b>		Floors	<b>Cpt/Tile/Average</b>
# of Stories	<b>1</b>	<input type="checkbox"/> Full Basement <input type="checkbox"/> Partial Basement	Exterior Walls	<b>Stucco/Average</b>		Walls	<b>Drywall/Average</b>	
Type	<input checked="" type="checkbox"/> Det. <input type="checkbox"/> Att. <input type="checkbox"/> S-Det./End Unit	Basement Area <b>0</b> sq. ft.	Roof Surface	<b>CompSh/Average</b>		Trim/Finish	<b>Wood/Average</b>	
	<input checked="" type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Under Const.	Basement Finish <b>0</b> %	Gutters & Downspouts	<b>Adq.Over/Average</b>		Bath Floor	<b>Tile/Average</b>	
Design (Style)	<b>Ranch</b>	<input type="checkbox"/> Outside Entry/Exit <input type="checkbox"/> Sump Pump	Window Type	<b>Dual Pane/Avg</b>		Bath Wainscot	<b>Fiber/Average</b>	
Year Built	<b>1990</b>		Storm Sash/Insulated	<b>None</b>		Car Storage	<input type="checkbox"/> None	
Effective Age (Yrs)	<b>14</b>		Screens	<b>Metal/Average</b>		<input checked="" type="checkbox"/> Driveway # of Cars	<b>2</b>	
Attic	<input type="checkbox"/> None	Heating <input checked="" type="checkbox"/> FWA <input type="checkbox"/> HW <input type="checkbox"/> Radiant	Amenities	<input type="checkbox"/> WoodStove(s) #0		Driveway Surface	<b>Concrete</b>	
<input type="checkbox"/> Drop Stair	<input type="checkbox"/> Stairs	<input type="checkbox"/> Other Fuel <b>Gas</b>	<input type="checkbox"/> Fireplace(s) # <b>0</b>	<input checked="" type="checkbox"/> Fence <b>Wood</b>	<input checked="" type="checkbox"/> Garage # of Cars	<b>2</b>		
<input type="checkbox"/> Floor	<input checked="" type="checkbox"/> Scuttle	Cooling <input checked="" type="checkbox"/> Central Air Conditioning	<input checked="" type="checkbox"/> Patio/Deck <b>Cov</b>	<input type="checkbox"/> Porch <b>None</b>	<input type="checkbox"/> Carport # of Cars	<b>0</b>		
<input type="checkbox"/> Finished	<input type="checkbox"/> Heated	<input type="checkbox"/> Individual <input type="checkbox"/> Other	<input type="checkbox"/> Pool <b>None</b>	<input type="checkbox"/> Other <b>None</b>	<input checked="" type="checkbox"/> Att. <input type="checkbox"/> Det. <input type="checkbox"/> Built-in			
Appliances <input type="checkbox"/> Refrigerator <input checked="" type="checkbox"/> Range/Oven <input type="checkbox"/> Dishwasher <input checked="" type="checkbox"/> Disposal <input type="checkbox"/> Microwave <input type="checkbox"/> Washer/Dryer <input type="checkbox"/> Other (describe)								
Finished area above grade contains: <b>6 Rooms 4 Bedrooms 2.0 Bath(s) 1,265 Square Feet of Gross Living Area Above Grade</b>								
Additional Features <b>The subject has features typical of its age and the neighborhood.</b>								

<b>COMMENTS</b>	Comments on the Improvements	<b>The subject is in overall average condition and was assessed physical depreciation typical for its age and condition. No items of deferred maintenance were noted on the date of the inspection. Some external obsolescence noted. The subject is located across commercial zoning. This does not appear to have a negative effect on value and or marketability. Comparable 3 is also affected by this same external obsolescence incurable.</b>

**APPRAISAL REPORT  
Residential Appraisal Report**

File No. 20210324

FEATURE	SUBJECT	COMPARABLE SALE NO. 1		COMPARABLE SALE NO. 2		COMPARABLE SALE NO. 3	
294 N 22nd Street Address El Centro, CA 92243		149 N 23rd St El Centro, CA 92243		2370 W Brighton Ave El Centro, CA 92243		295 N 22nd St El Centro, CA 92243	
Proximity to Subject							
Sale Price	\$		\$ 265,000		\$ 285,000		\$ 270,000
Sale Price/Gross Liv. Area	\$ 0.00 sq. ft.	\$ 198.65 sq. ft.		\$ 224.59 sq. ft.		\$ 200.74 sq. ft.	
Data Source(s)		ICAOR #21685632IC;DOM 37		ICAOR #20643144IC;DOM 5		NDC Data	
Verification Source(s)		MLS/Agent/Doc #21-8545		MLS/Agent/Doc #20-24731		Sales Contract/Doc#21-7116	
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+( ) \$ Adjustment	DESCRIPTION	+( ) \$ Adjustment	DESCRIPTION	+( ) \$ Adjustment
Sale or Financing Concessions		ArmLth Conv;0		ArmLth FHA;0		ArmLth Conv;0	
Date of Sale/Time		04/01/2021		12/01/2020		03/26/2021	
Location	N;Res;	N;Res;		N;Res;Sup	-10,000	N;Res;	
Leasehold/Fee Simple	Fee Simple	Fee Simple		Fee Simple		Fee Simple	
Site	7072 Sq.Ft.	6083 sf	0	6924 sf	0	7125 sf	0
View	N;Res;	N;Res;		N;Res;		N;Res;	
Design (Style)	Ranch	DT1;Ranch		DT1;Ranch		DT1;Ranch	
Quality of Construction	Q5	Q5		Q5		Q5	
Actual Age	31	31		31		31	
Condition	C3	C3		C3	-10,000	C3	-10,000
Above Grade	Total Bdrms Baths	Total Bdrms Baths		Total Bdrms Baths		Total Bdrms Baths	
Room Count	6 4 2.0	6 4 2.0		5 3 2.0	5,000	5 3 2.0	5,000
Gross Living Area	1,265 sq. ft.	1,334 sq. ft.	0	1,269 sq. ft.		1,345 sq. ft.	
Basement & Finished Rooms Below Grade	0sf	0sf		0sf		0sf	
Functional Utility	Typical	Typical		Typical		Typical	
Heating/Cooling	FAU/Central	FAU/Central		FAU/Central		FAU/Central	
Energy Efficient Items	None	None		None		None	
Garage/Carport	2ga2dw	2ga2dw		2ga2dw		2ga2dw	
Porch/Patio/Deck	Covered Patio	Covered Patio		Cov Patio/Porch	-1,000	Covered Patio	
Fireplace	No Fireplace	No Fireplace		No Fireplace		No Fireplace	
Pool	No Pool or Spa	No Pool or Spa		No Pool or Spa		No Pool or Spa	
Net Adjustment (Total)		<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ 0	<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$ 16,000	<input type="checkbox"/> + <input checked="" type="checkbox"/> -	\$ 5,000
Adjusted Sale Price of Comparables		Net Adj. 0.0%	\$ 265,000	Net Adj. -5.6%	\$ 269,000	Net Adj. -1.9%	\$ 265,000
		Gross Adj. 0.0%		Gross Adj. 9.1%		Gross Adj. 5.6%	

Summary of Sales Comparison Approach **See Attached Addendum**

COST APPROACH TO VALUE	
Site Value Comments	Land value used is typical of the area & often exceeds 30%. This does not seem to have a negative effect on the subjects value and or marketability. In the absence of land sales data, value is derived through the abstraction method.
ESTIMATED <input type="checkbox"/> REPRODUCTION OR <input checked="" type="checkbox"/> REPLACEMENT COST NEW	OPINION OF SITE VALUE <b>Abstracted</b> ..... = \$ 60,000
Source of cost data <b>Building-Cost.net &amp; National Building Cost Manual</b>	Dwelling 1,265 Sq. Ft. @ \$ 135.00 ..... = \$ 170,775
Quality rating from cost service <b>Average</b> Effective date of cost data <b>05/2021</b>	Sq. Ft. @ \$ ..... = \$
Comments on Cost Approach (gross living area calculations, depreciation, etc.)	<b>Cov Patio</b> ..... = 20,000
Replacement costs figures are based upon appraiser's experience and the National Building Cost Manual. The age/life method is used for physical depreciation.	Garage/Carport 441 Sq. Ft. @ \$ 50.00 ..... = \$ 22,050
	Total Estimate of Cost-New ..... = \$ 212,825
	Less 90 Physical Functional External
	Depreciation <b>\$33,106</b> ..... = \$ ( 33,106)
	Depreciated Cost of Improvements ..... = \$ 179,719
	"As-is" Value of Site Improvements ..... = \$ 25,000
	INDICATED VALUE BY COST APPROACH ..... = \$ 264,700

INCOME APPROACH TO VALUE	
Estimated Monthly Market Rent \$	X Gross Rent Multiplier = \$ 0 Indicated Value by Income Approach
Summary of Income Approach (including support for market rent and GRM)	

Indicated Value by: Sales Comparison Approach \$265,000 Cost Approach (if developed) \$ 264,700 Income Approach (if developed) \$ 0  
**See Attached Addendum**

This appraisal is made  "as is,"  subject to completion per plans and specifications on the basis of a hypothetical condition that the improvements have been completed,  subject to the following repairs or alterations on the basis of a hypothetical condition that the repairs or alterations have been completed  subject to the following:

Based on the scope of work, assumptions, limiting conditions and appraiser's certification, my (our) opinion of the defined value of the real property that is the subject of this report is \$ 265,000 as of 05/26/2021, which is the effective date of this appraisal.

### Scope of Work, Assumptions and Limiting Conditions

Scope of work is defined in the Uniform Standards of Professional Appraisal Practice as " the type and extent of research and analyses in an assignment." In short, scope of work is simply what the appraiser did and did not do during the course of the assignment. It includes, but is not limited to: the extent to which the property is identified and inspected, the type and extent of data researched, the type and extent of analyses applied to arrive at opinions or conclusions.

The scope of this appraisal and ensuing discussion in this report are specific to the needs of the client, other identified intended users and to the intended use of the report. This report was prepared for the sole and exclusive use of the client and other identified intended users for the identified intended use and its use by any other parties is prohibited. The appraiser is not responsible for unauthorized use of the report.

The appraiser's certification appearing in this appraisal report is subject to the following conditions and to such other specific conditions as are set forth by the appraiser in the report. All extraordinary assumptions and hypothetical conditions are stated in the report and might have affected the assignment results.

1. The appraiser assumes no responsibility for matters of a legal nature affecting the property appraised or title thereto, nor does the appraiser render any opinion as to the title, which is assumed to be good and marketable. The property is appraised as though under responsible ownership.
2. Any sketch in this report may show approximate dimensions and is included only to assist the reader in visualizing the property. The appraiser has made no survey of the property.
3. The appraiser is not required to give testimony or appear in court because of having made the appraisal with reference to the property in question, unless arrangements have been previously made thereto.
4. Neither all, nor any part of the content of this report, copy or other media thereof (including conclusions as to the property value, the identity of the appraiser, professional designations, or the firm with which the appraiser is connected), shall be used for any purposes by anyone but the client and other intended users as identified in this report, nor shall it be conveyed by anyone to the public through advertising, public relations, news, sales, or other media, without the written consent of the appraiser.
5. The appraiser will not disclose the contents of this appraisal report unless required by applicable law or as specified in the Uniform Standards of Professional Appraisal Practice.
6. Information, estimates, and opinions furnished to the appraiser, and contained in the report, were obtained from sources considered reliable and believed to be true and correct. However, no responsibility for accuracy of such items furnished to the appraiser is assumed by the appraiser.
7. The appraiser assumes that there are no hidden or unapparent conditions of the property, subsoil, or structures, which would render it more or less valuable. The appraiser assumes no responsibility for such conditions, or for engineering or testing, which might be required to discover such factors. This appraisal is not an environmental assessment of the property and should not be considered as such.
8. The appraiser specializes in the valuation of real property and is not a home inspector, building contractor, structural engineer, or similar expert, unless otherwise noted. The appraiser did not conduct the intensive type of field observations of the kind intended to seek and discover property defects. The viewing of the property and any improvements is for purposes of developing an opinion of the defined value of the property, given the intended use of this assignment. Statements regarding condition are based on surface observations only. The appraiser claims no special expertise regarding issues including, but not limited to: foundation settlement, basement moisture problems, wood destroying (or other) insects, pest infestation, radon gas, lead based paint, mold or environmental issues. Unless otherwise indicated, mechanical systems were not activated or tested.

This appraisal report should not be used to disclose the condition of the property as it relates to the presence/absence of defects. The client is invited and encouraged to employ qualified experts to inspect and address areas of concern. If negative conditions are discovered, the opinion of value may be affected.

**Unless otherwise noted, the appraiser assumes the components that constitute the subject property improvement(s) are fundamentally sound and in working order.**

Any viewing of the property by the appraiser was limited to readily observable areas. Unless otherwise noted, attics and crawl space areas were not accessed. The appraiser did not move furniture, floor coverings or other items that may restrict the viewing of the property.

9. Appraisals involving hypothetical conditions related to completion of new construction, repairs or alteration are based on the assumption that such completion, alteration or repairs will be competently performed.
10. Unless the intended use of this appraisal specifically includes issues of property insurance coverage, this appraisal should not be used for such purposes. Reproduction or Replacement cost figures used in the cost approach are for valuation purposes only, given the intended use of the assignment. The Definition of Value used in this assignment is unlikely to be consistent with the definition of Insurable Value for property insurance coverage/use.
11. The ACI General Purpose Appraisal Report (GPAR™) is not intended for use in transactions that require a Fannie Mae 1004/Freddie Mac 70 form, also known as the Uniform Residential Appraisal Report (URAR).

### Additional Comments Related To Scope Of Work, Assumptions and Limiting Conditions

APPRAISAL REPORT  
Residential Appraisal Report

File No. 20210324

Appraiser's Certification

The appraiser(s) certifies that, to the best of the appraiser's knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are the appraiser's personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. Unless otherwise stated, the appraiser has no present or prospective interest in the property that is the subject of this report and has no personal interest with respect to the parties involved.
4. The appraiser has no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
5. The appraiser's engagement in this assignment was not contingent upon developing or reporting predetermined results.
6. The appraiser's 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. The appraiser's analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
8. Unless otherwise noted, the appraiser has made a personal inspection of the property that is the subject of this report.
9. Unless noted below, no one provided significant real property appraisal assistance to the appraiser signing this certification. Significant real property appraisal assistance provided by:

Additional Certifications:

NOTE: I have no current or prospective interest in the subject.

NOTE: I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three year period immediately preceding acceptance of this assignment.

Definition of Value:  Market Value  Other Value: \_\_\_\_\_

Source of Definition: FNMA

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus.

ADDRESS OF THE PROPERTY APPRAISED:

294 N 22nd Street  
El Centro, CA 92243

EFFECTIVE DATE OF THE APPRAISAL: 05/26/2021

APPRAISED VALUE OF THE SUBJECT PROPERTY \$ 265,000

APPRAISER

Signature: \_\_\_\_\_

Name: Francisco J. Gutierrez

State Certification # AR034946

or License # \_\_\_\_\_

or Other (describe): \_\_\_\_\_ State #: \_\_\_\_\_

State: CA

Expiration Date of Certification or License: 08/24/2022

Date of Signature and Report: 05/31/2021

Date of Property Viewing: \_\_\_\_\_

Degree of property viewing:

Interior and Exterior  Exterior Only  Did not personally view

SUPERVISORY APPRAISER

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

State Certification # \_\_\_\_\_

or License # \_\_\_\_\_

State: \_\_\_\_\_

Expiration Date of Certification or License: \_\_\_\_\_

Date of Signature: \_\_\_\_\_

Date of Property Viewing: \_\_\_\_\_

Degree of property viewing:

Interior and Exterior  Exterior Only  Did not personally view

## ADDENDUM

Client: Salas Financial

File No.: 20210324

Property Address: 294 N 22nd Street

Case No.:

City: El Centro

State: CA

Zip: 92243

### Neighborhood Description

The subject is located in the City of El Centro; in the central portion of the County of Imperial. The overall neighborhood consists primarily of newer detached tract, some custom homes and condominiums. The Imperial Valley is an agriculture based community with large parcels interspersed. Commercial properties are typically located on main streets and generally have no adverse effect upon values in the area. Demand is steady and all services are nearby. Access to freeways and major employment centers are nearby. Imperial is approximately 5 miles north.

### Highest and Best Use

The present use is the most reasonable, physically possible, legal & financially feasible. The existing use as a single family residence contributes to the value of the site. Conversion to any other use would not be legal.

### Comments on Sales Comparison

Date of sale is close of escrow as provided by the County Recorder. All are closed sales unless otherwise indicated. Active listings and pending listing sales were analyzed and are consistent with the estimated value contained in the report.

Comp 1 is a house similar in age, size & condition.

Comp 2 is a house similar in age, size & condition, located in a superior area.

Comp 3 is a house similar in age & size, in overall superior condition.

All comps are considered good market alternatives with most weight given to comp 1 as it required the least amount of adjustments.

The Indicated Value by Sales Comparison Approach, \$266,000, is calculated using the following weights:

50.0% - 149 N 23rd St; Sale Price \$265,000; Adjusted Value \$265,000; Gross Adj: 0.0%

19.0% - 2370 W Brighton Ave; Sale Price \$285,000; Adjusted Value \$269,000; Gross Adj: 9.1%

31.0% - 295 N 22Nd St; Sale Price \$270,000; Adjusted Value \$265,000; Gross Adj: 5.6%

NOTE : Adjustments for location, age, bedroom, bathroom, garage, quality of construction & condition, on grid are based on analyzing the market reaction to this difference between sales on report and cross checking for consistency with other comparable sales found but not utilized on grid.

### Final Reconciliation

The sales comparison approach is believed to be the best indicator of the subject's value. The cost approach was analyzed and supports the market data. The income approach is not used due to insufficient rental data. In some instances, the data collected from various sources conflict. The data used in this report was selected based upon the reliability of the source. When sales prices, dates of sale, and lot sizes were obtained from DataQuick, they were generally weighted. Public Records were used when considering square footage, room count, and factual data. In the case of additional amenities such as spas, pools, description views, etc. MLS is often weighted. Agents were used when possible to confirm data and to provide financing information. Exposure time for the subject is estimated at 1-3 months.

### Extra Comments

## ADDENDUM

Client: Salas Financial

File No.: 20210324

Property Address: 294 N 22nd Street

Case No.:

City: El Centro

State: CA

Zip: 92243

### SUPPLEMENTAL ADDENDUM

It is intended that this report meet or exceed the minimum requirements of the Federal Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA) as stipulated in Title XI, 12 CFR Part 34, which are the minimum Standards of the Office of the Comptroller of the Currency, the minimum appraisal regulatory laws administered by the California State Office of Real Estate Appraisers (OREA), as well as the Client's requested guidelines. Any additional requests by third parties must be requested in writing and may be subject to additional billing to recover the costs associated with such requests.

The Purpose of the Appraisal is to estimate the market value of the Fee Simple Interest of the Subject Property as identified in the report. The Intended Use is to assist the above named Client or any other mortgage lender in underwriting a loan transaction secured by real property. Use of this report by other types of users or for other uses is not intended by the Appraiser. Any potential buyers reading this report are also advised to seek a second opinion by a licensed or certified appraiser.

No departure from the Uniform Standards of Professional Practice (USPAP) is intended. This report constitutes an Appraisal Report as defined in USPAP Standards Rules 1 and 2-2b. The full extent of the research, data collection, analyses and other appraisal processes may not be included in this report as presented. The remainder of any such data is either retained in the workfile or should be readily available to the reader.

The Scope of Work includes consideration of all 3 approaches to value as they pertain to the subject property. The depth of investigation reflects the nature of the subject property and the intended use of the appraisal and appraisal report:

-The subject property is currently used as a single family residence. This appraisal is based on the current use as well as the conclusion of the Highest and Best Use Analysis, which is also as a single family residence.

-The property was last inspected on the effective date of the appraisal; this is also the date of the report, unless otherwise noted.

-Information about the subject property and the comparable sales was obtained from inspection of the subject property, public records sources, public agencies, other subscription data sources, the local Multiple Listing Service, as well as local brokers and other principles in the various transactions.

-The area researched for relevant comparable data is limited to the subject's market segment, particularly with regard for the geographic, economic, social and political boundaries, and the property use and type. Adequate data was available within the subject's market area, unless otherwise noted in the report.

-Each of the 3 approaches to value were developed to the extent that adequate data for that approach exists based on the available data within the subject's market segment. If there is insufficient data for an approach, it is deemed unreliable and irrelevant, and not developed.

-After assembling and analyzing the data, the report was completed and subsequently submitted to the Client.

Supplemental Certification (As required by the 1999 edition of USPAP)  
I hereby Certify that, to the best of my knowledge and belief:

-I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.

-My engagement in this assignment was not contingent upon developing or reporting predetermined results.

-My compensation for completing this assignment is not contingent upon the development or reporting of 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 report.

Francisco J. Gutierrez  
Licensed Appraiser  
AR034946

Dated  
05/26/2021

APPRAISAL REPORT

Market Conditions Addendum to the Appraisal Report

File No. 20210324

The purpose of this addendum is to provide the lender/client with a clear and accurate understanding of the market trends and conditions prevalent in the subject neighborhood. This is a required addendum for all appraisal reports with an effective date on or after April 1, 2009.

Property Address **294 N 22nd Street** City **El Centro** State **CA** Zip Code **92243**

Borrower **Susan McKay**

**Instructions:** The appraiser must use the information required on this form as the basis for his/her conclusions, and must provide support for those conclusions, regarding housing trends and overall market conditions as reported in the Neighborhood section of the appraisal report form. The appraiser must fill in all the information to the extent it is available and reliable and must provide analysis as indicated below. If any required data is unavailable or is considered unreliable, the appraiser must provide an explanation. It is recognized that not all data sources will be able to provide data for the shaded areas below; if it is available, however, the appraiser must include the data in the analysis. If data sources provide the required information as an average instead of the median, the appraiser should report the available figure and identify it as an average. Sales and listings must be properties that compete with the subject property, determined by applying the criteria that would be used by a prospective buyer of the subject property. The appraiser must explain any anomalies in the data, such as seasonal markets, new construction, foreclosures, etc.

Inventory Analysis	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Total # of Comparable Sales (Settled)	15	6	6	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Absorption Rate (Total Sales/Months)	2.50	2.00	2.00	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Total # of Comparable Active Listings	0	1	1	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Months of Housing Supply (Total Listings/Ab.Rate)	0.00	0.50	0.50	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Sale & List Price, DOM, Sale/List %	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Median Comparable Sale Price	260,000	266,500	259,375	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Median Comparable Sales Days on Market	11	5	6	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Comparable List Price	262,500	265,000	299,250	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Median Comparable Listings Days on Market	10	4	9	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Sale Price as % of List Price	106.00%	102.00%	103.00%	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Seller-(developer, builder, etc.)paid financial assistance prevalent?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing

Explain in detail the seller concessions trends for the past 12 months (e.g., seller contributions increased from 3% to 5%, increasing use of buydowns, closing costs, condo fees, options, etc.).  
**Seller concessions are common & typically range from 3% to 6% towards buyers closing costs.**

Are foreclosure sales (REO sales) a factor in the market?  Yes  No If yes, explain (including the trends in listings and sales of foreclosed properties).  
**REO Foreclosure & short sales are present but are not an important source of sales & listings at this time.**

Cite data sources for above information. Imperial Valley Board Of Realtors

Summarize the above information as support for your conclusions in the Neighborhood section of the appraisal report form. If you used any additional information, such as an analysis of pending sales and/or expired and withdrawn listings, to formulate your conclusions, provide both an explanation and support for your conclusions.  
**REO Foreclosure & short sales are present but are not an important source of sales & listings at this time. The amount of active listings has declined, thus helping to stabilize the values & lower marketing times.**


**If the subject is a unit in a condominium or cooperative project, complete the following:** Project Name: \_\_\_\_\_

Subject Project Data	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months	Overall Trend		
Total # of Comparable Sales (Settled)				<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Absorption Rate (Total Sales/Months)				<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Total # of Active Comparable Listings				<input type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Months of Unit Supply (Total Listings/Ab. Rate)				<input type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing

Are foreclosure sales (REO sales) a factor in the project?  Yes  No If yes, indicate the number of REO listings and explain the trends in listings and sales of foreclosed properties.

Summarize the above trends and address the impact on the subject unit and project.

**APPRAISER**

Signature   
 Name Francisco J. Gutierrez  
 Company Name Fast Appraisals  
 Company Address 2950 Sandalwood Court  
El Centro, CA 92243  
 State License/Certification # AR034946 State CA  
 Email Address fjg74@sbcglobal.net

**SUPERVISORY APPRAISER (ONLY IF REQUIRED)**

Signature \_\_\_\_\_  
 Name \_\_\_\_\_  
 Company Name \_\_\_\_\_  
 Company Address \_\_\_\_\_  
 State License/Certification # \_\_\_\_\_ State \_\_\_\_\_  
 Email Address \_\_\_\_\_

MARKET RESEARCH & ANALYSIS

CONDO/CO-OP PROJECTS

APPRAISER



SUBJECT PROPERTY PHOTO ADDENDUM

Client: Salas Financial	File No.: 20210324
Property Address: 294 N 22nd Street	Case No.:
City: El Centro	State: CA Zip: 92243



**FRONT VIEW OF  
SUBJECT PROPERTY**

Appraised Date: May 26, 2021  
Appraised Value: \$ 265,000



**REAR VIEW OF  
SUBJECT PROPERTY**



**STREET SCENE**

FLOORPLAN SKETCH

Client: Salas Financial  
 Property Address: 294 N 22nd Street  
 City: El Centro

File No.: 20210324  
 Case No.:  
 State: CA Zip: 92243



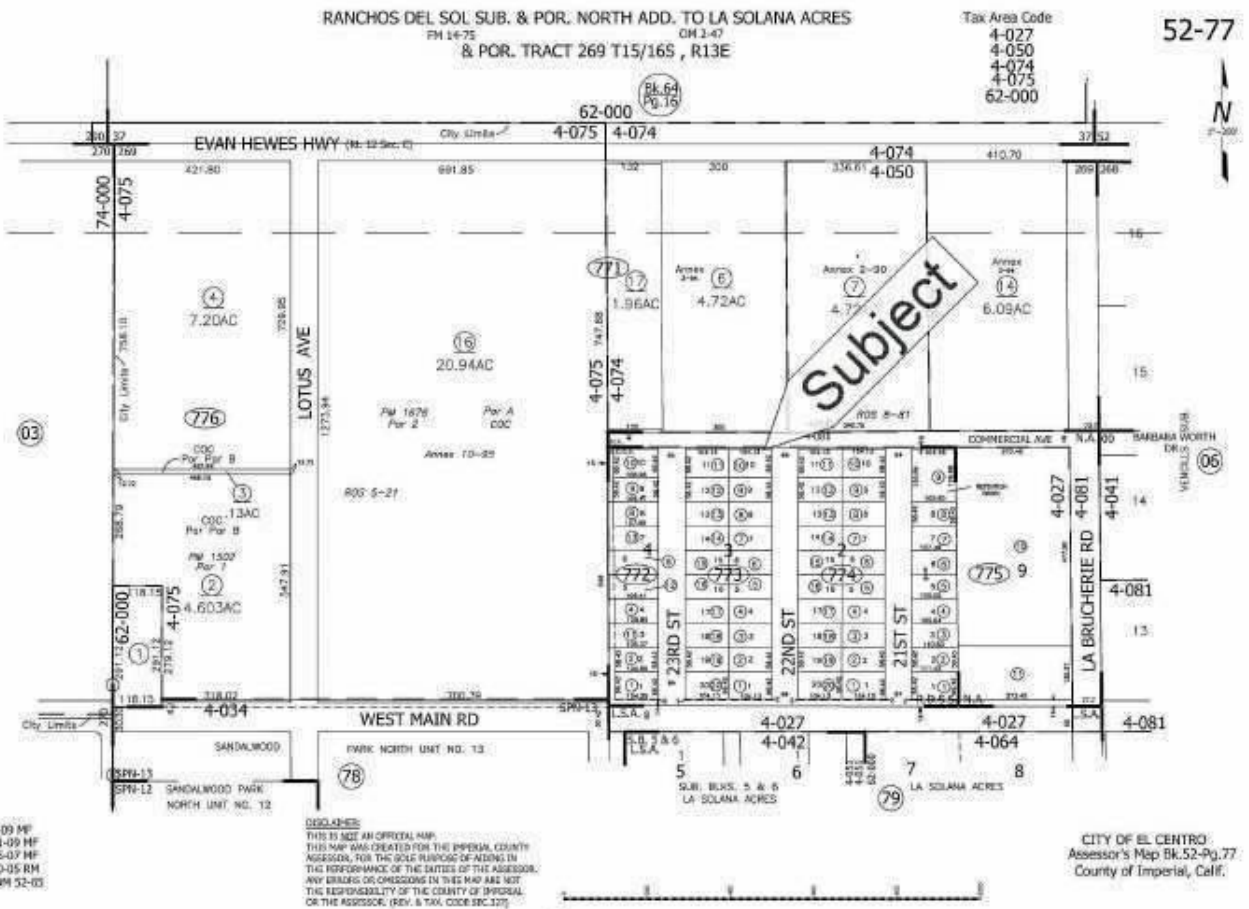
Sketch by Apex Sketch

AREA CALCULATIONS SUMMARY					AREA CALCULATIONS BREAKDOWN					
Code	Description	Factor	Net Size	Perimeter	Net Totals	Name	Base x	Height x	Width =	Area
GLA1	First Floor	1	1265	172	1265	First Floor	38 x	13 =		494
GAR	Garage	1	441	84	441		29 x	10 =		290
P/P	Patio	1	448	102	448		37 x	13 =		481
Net LIVABLE			(rounded)		1,265	3 total items			(rounded)	1,265

Plat Map

Client: Salas Financial  
 Property Address: 294 N 22nd Street  
 City: El Centro

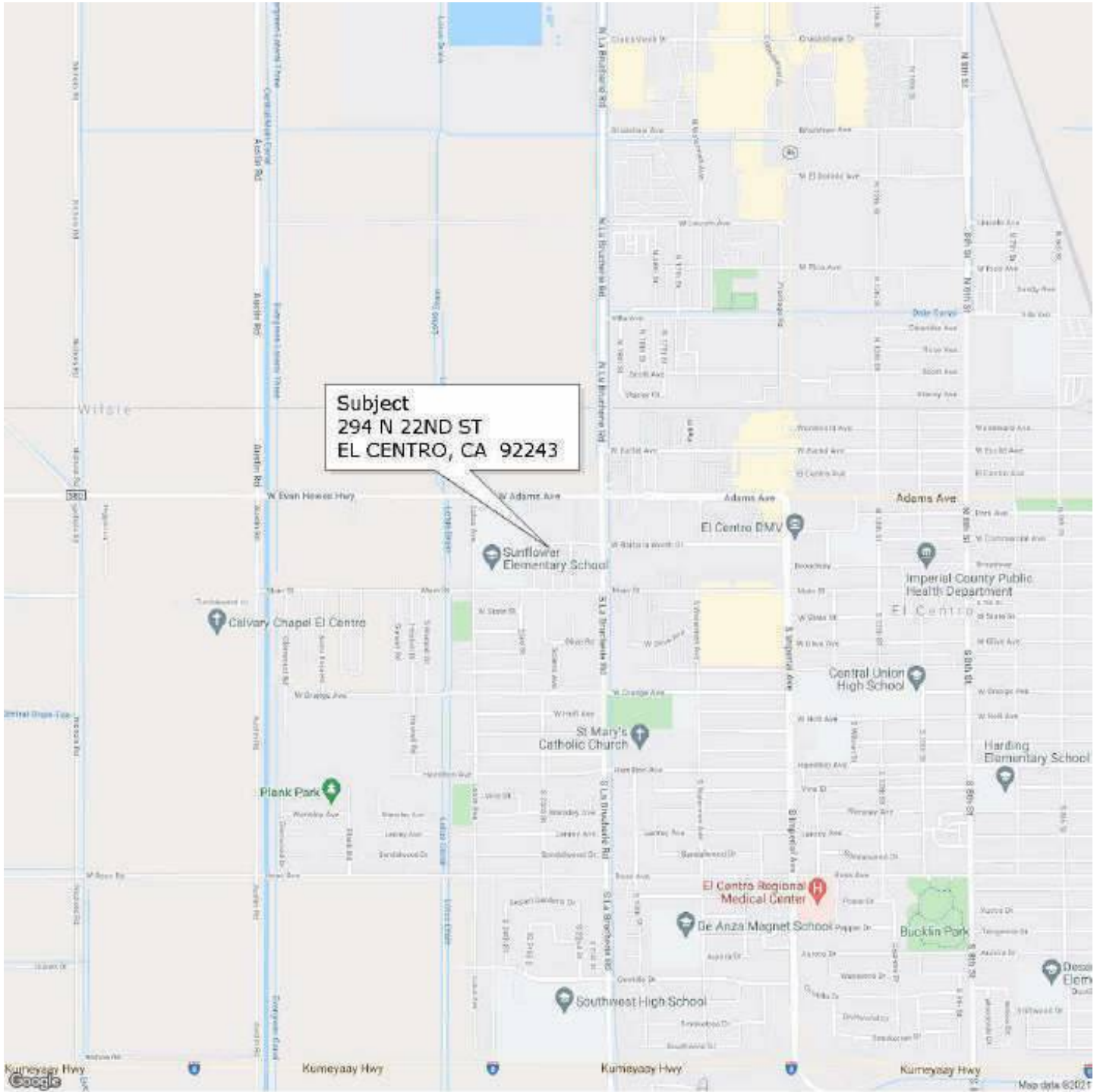
File No.: 20210324  
 Case No.:  
 State: CA  
 Zip: 92243



FLOOD MAP

Client: Salas Financial  
Property Address: 294 N 22nd Street  
City: El Centro

File No.: 20210324  
Case No.:  
State: CA Zip: 92243



**FLOOD INFORMATION**

**Community:** CITY OF EL CENTRO  
**Property is NOT in a FEMA Special Flood Hazard Area**  
**Map Number:** 06025C1725C  
**Panel:** 06025C1725  
**Zone:** X  
**Map Date:** 09-26-2008  
**FIPS:** 06025  
**Source:** FEMA DFIRM

**LEGEND**

-  = FEMA Special Flood Hazard Area – High Risk
-  = Moderate and Minimal Risk Areas
- Road View:**
-  = Forest
-  = Water

**Sky Flood™**

No representations or warranties to any party concerning the content, accuracy or completeness of this flood report, including any warranty of merchantability or fitness for a particular purpose is implied or provided. Visual scaling factors differ between map layers and are separate from flood zone information at marker location. No liability is accepted to any third party for any use or misuse of this flood map or its data.

Subject Photos

Client: Salas Financial	File No.: 20210324
Property Address: 294 N 22nd Street	Case No.:
City: El Centro	State: CA Zip: 92243



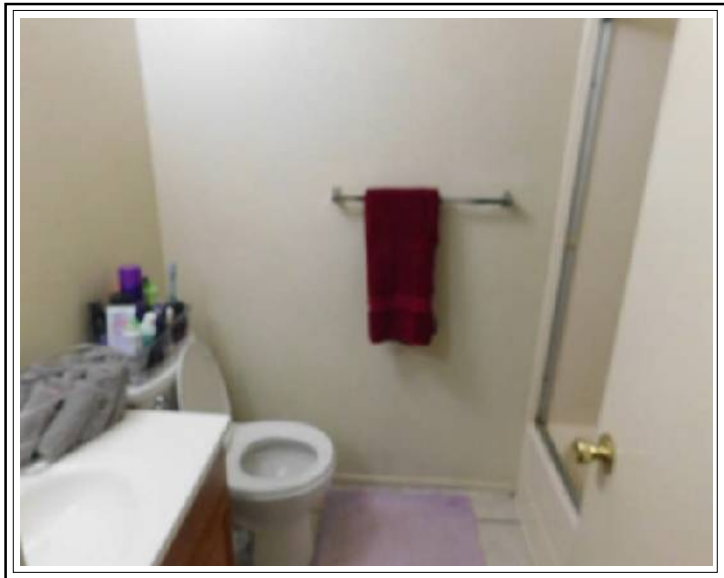
Kitchen:



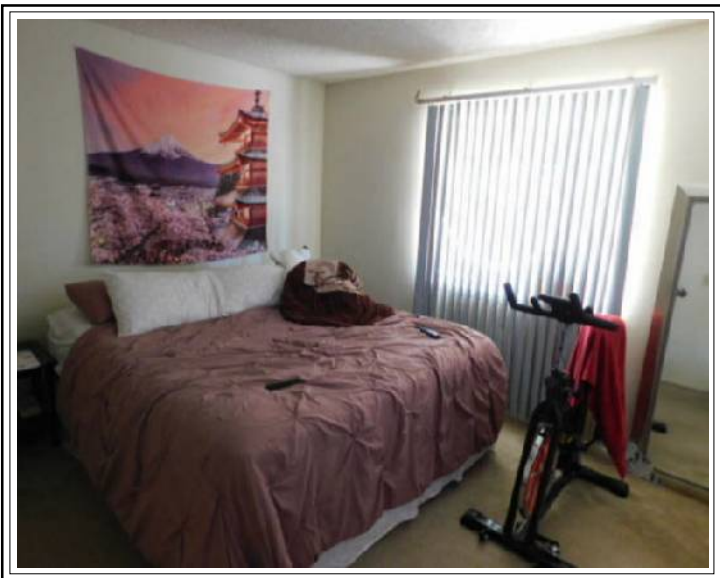
Living Room:



Bathroom:



Bathroom:



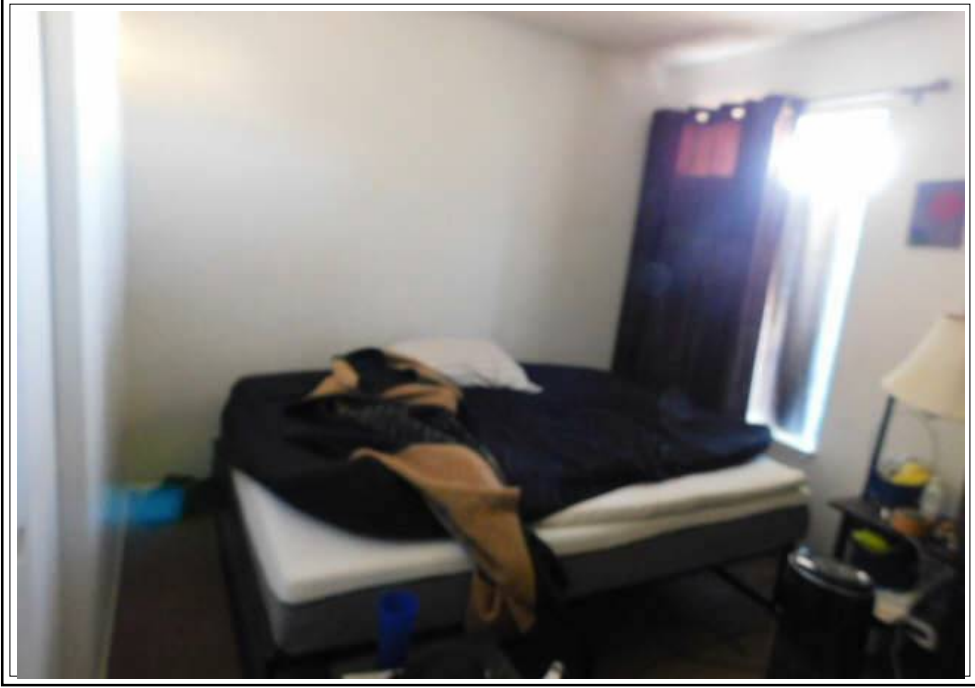
Bedroom:



Bedroom:

Subject Photos

Client: Salas Financial	File No.: 20210324
Property Address: 294 N 22nd Street	Case No.:
City: El Centro	State: CA Zip: 92243



Bedroom:



Water Heater:

COMPARABLE PROPERTY PHOTO ADDENDUM

Client: Salas Financial	File No.: 20210324
Property Address: 294 N 22nd Street	Case No.:
City: El Centro	State: CA Zip: 92243



COMPARABLE SALE #1

149 N 23rd St  
El Centro, CA 92243  
Sale Date: 04/01/2021  
Sale Price: \$ 265,000



COMPARABLE SALE #2

2370 W Brighton Ave  
El Centro, CA 92243  
Sale Date: 12/01/2020  
Sale Price: \$ 285,000



COMPARABLE SALE #3

295 N 22nd St  
El Centro, CA 92243  
Sale Date: 03/26/2021  
Sale Price: \$ 270,000

Client: Salas Financial  
Property Address: 294 N 22nd Street  
City: El Centro

File No.: 20210324  
Case No.:  
State: CA Zip: 92243



Business, Consumer Services & Housing Agency  
**BUREAU OF REAL ESTATE APPRAISERS**  
**REAL ESTATE APPRAISER LICENSE**

**Francisco J. Gutierrez**

has successfully met the requirements for a license as a residential real estate appraiser in the State of California and is, therefore, entitled to use the title:

"Certified Residential Real Estate Appraiser"

This license has been issued in accordance with the provisions of the Real Estate Appraisers' Licensing and Certification Law.

BREA APPRAISER IDENTIFICATION NUMBER: AR 034946

Effective Date: August 25, 2020  
Date Expires: August 24, 2022

A handwritten signature in black ink that reads "Loretta Dillon".

Loretta Dillon, Deputy Bureau Chief, BREA

3053346

THIS DOCUMENT CONTAINS A TRUE WATERMARK - HOLD UP TO LIGHT TO SEE "CHAIN LINK"



**NAVIGATORS INSURANCE COMPANY**

**THIS IS A CLAIMS MADE INSURANCE POLICY.**

**THIS POLICY APPLIES ONLY TO THOSE CLAIMS THAT ARE FIRST MADE AGAINST THE INSURED DURING THE POLICY PERIOD. ALL CLAIMS MUST BE REPORTED IN WRITING TO THE COMPANY DURING THE POLICY PERIOD OR WITHIN 60 DAYS AFTER THE END OF THE POLICY PERIOD.**

**PLEASE READ THIS POLICY CAREFULLY.**

**REAL ESTATE PROFESSIONAL ERRORS AND OMISSIONS INSURANCE POLICY  
CALIFORNIA CEIL DECLARATIONS**

**POLICY NUMBER:** PH20RELR10469IV **RENEWAL OF:** PH19RELR10469IV

1. **NAMED INSURED:** Fast Realty Enterprises, Inc DBA Fast Appraisals
  
  2. **ADDRESS:** 2950 Sandalwood Ct  
EL CENTRO, CA 92243
  
  3. **POLICY PERIOD: FROM:** 07/24/2020 **TO:** 07/24/2021  
12:01 A.M. Standard Time at the address of the **Named Insured** as stated in Number 2 above.
  
  4. **LIMITS OF LIABILITY:**  
A. \$ 1,000,000 Limit of Liability – Each **Claim**  
B. \$ 1,000,000 Limit of Liability – Policy Aggregate
  
  5. **DEDUCTIBLE (Inclusive of claim expenses):** \$ 2,500 Each **Claim**
  
  6. **PREMIUM:** \$ 2,416.00
  
  7. **RETROACTIVE DATE:** 07/24/2018
  
  8. **FORMS ATTACHED:**  
RiskMgmt\_CA, RiskMgmt\_CA, NAV ML-002, CA Notice, NAV REL DEC CA CEIL, NAV REL NIC PF CA, NAV REL 003, NAV REL 016, NAV REL 018, NAV REL 025 CA, NAV REL 027, NAV REL 035, NAV REL 041 CA, NAV REL 047, NAV REL 048 CA, NAV REL 300 CA, NAV G3418
- PROGRAM ADMINISTRATOR:** RealCare Insurance Marketing, Inc.

\*\*\*\*\* INVOICE \*\*\*\*\*

File Number: 20210324

05/28/2021

Salas Financial

Invoice # : 20210324  
Order Date :  
Reference/Case # :  
PO Number :

294 N 22nd Street  
El Centro, CA 92243

Residential Appraisal	\$	500.00
	\$	-----
Invoice Total	\$	500.00
State Sales Tax @	\$	0.00
Deposit	(\$	500.00 )
Deposit	(\$	)
	-----	
Amount Due	\$	0.00

Terms: Due upon receipt

Please Make Check Payable To:

Fast Appraisals  
2950 Sandalwood Court  
El Centro, CA 92243

Fed. I.D. #: 83-0637235

This invoice is due at time appraisal is delivered and is not contingent upon escrow closing,  
estimated value of subject, loan funding or broker pay off.