

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

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June 28, 2022

Ms. Maria Salas  
Salas Financial  
9320 Chesapeake Drive, Suite 119  
San Diego, CA 92123

RE: Property:  
Owner: Carmelita Olachea

Ms. Salas,

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

**Lot 218 of Lincoln Acres No. 2, Map No. 1748, Ex Northerly 140' feet.**

This appraisal provides an opinion of the Market Value of the Subject Property in the "As Is" condition, as of June 27, 2022, 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, Inc. and their assigns pursuant to the creation of a security interest in the real estate for purposes of 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.

An inspection of the **unmoved RS-2 Residential Zoned parcel of land**, 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 **June 27, 2022**, is:

**... Two Hundred Fifty Five Thousand Dollars ...**  
**\$255,000**

Respectfully submitted,

Armando J. Ortiz  
Certified General Real Estate Appraiser

**The Appraisal Problem**

The subject is an "in-fill" parcel of land in the RS-2 Zone with no entitlements or utilities in place. The City of National City General Plan designates the subject and all of the surrounding land for "small lot residential uses at medium-high suburban densities." The subject is flanked by suburban residential development to the North and South, and within walking distance to Palmer Way Elementary school, and Paradise Hills Elementry, considered suburban amenities for purposes of valuation. It is overall a favorable location for medium-high density residential development as per the RS-2 zoning designation.

The subject site is in more-or-less level rough grade, above street level and has no improved access. The site abuts similar undeveloped lots. The subject's total size of 10,167 square feet, or 0.233 acres was confirmed by rough on-site measurement.

The following appraisal will lay out the most similar and current comparable sales, and will apply our adjustments for the entitlements.

**Final Reconciliation of Value**

The comparable sales found are those closest in size, proximity and overall character to the subject. All are unimproved vacant "in-fill" lots which are similar in character to the subject. Adjustments for time of sale, or market conditions were given at 3.0% per annum for sales over 6 months old. Adjustments for topography, utilities off-site improvements and entitlements are given as warranted. Selected comparables are within the unadjusted range of \$25.52 and \$46.23 per square ft.

The comparable sales found are those closest in size, proximity and overall character to the subject. All are unimproved vacant "in-fill" lots which are similar in character to the subject. Adjustments for time of sale, or market conditions were given at 6.0% per annum for sales over 6 months old. Adjustments for topography, utilities and entitlements given as warranted. Selected comparables are within the unadjusted range of \$25.52 and \$46.23 per square ft. Most weight given to comp numbers 1 and 2 due to proximity, overall similarity, entitlements and size/scale. The appraiser reconciles to a value within the adjusted range of Comp Sales 1 & 2 between \$26.09 and \$42.50 per square ft. This is the range within which the subject value should logically be found. By extension, this is a range from \$265,257 and \$432,097, The appraiser reconciles to a value of \$255,000, or \$25.08psf. The value of \$255,000 per lot reflects the imperfect / unfinished state of entitlements and lack of improved access, off-sites and utilities.

The estimated value of the subject property, as of the effective date of the appraisal is therefore estimated to be :

**Two Hundred Fifty Five Thousand Dollars**  
**\$255,000**

# LAND APPRAISAL REPORT

File No.: 0622/A22/27.1-L

SUBJECT	Property Address: 218 W 17th St	City: National City	State: CA	Zip Code: 91950	
	County: San Diego	Legal Description: Lot 218 of Lincoln Acres No. 2 in the City of National City, County of San Diego, State of California, according to the Map thereof No. 1748 filed on the office of the Recorder of San Diego County February 7, 1923, excepting therefrom the Northerly 140' feet thereof.			
	Assessor's Parcel #: 558-220-33-00	Tax Year: 2020-21	R.E. Taxes: \$ 285.04	Special Assessments: \$ 0.00	
	Market Area Name: National City	Map Reference: 1310/C1	Census Tract: 0219.00		
	Current Owner of Record: Olachea, Carmelita	Borrower (if applicable): Adolfo Flores B & Silvia P. Aquino P.			
	Project Type (if applicable): <input type="checkbox"/> PUD <input type="checkbox"/> De Minimis PUD <input type="checkbox"/> Other (describe) <b>Unimproved Land</b>	HOA: \$	<input type="checkbox"/> per year	<input type="checkbox"/> per month	
	Are there any existing improvements to the property? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes	If Yes, indicate current occupancy: <input type="checkbox"/> Owner <input type="checkbox"/> Tenant <input type="checkbox"/> Vacant <input checked="" type="checkbox"/> Not habitable			
	If Yes, give a brief description: <b>RS-2 Zoned, Residential Land, SFR, 5,000 SF minimum lot. Undeveloped vacant land in rough grade with no entitlements or utilities.</b>				

ASSIGNMENT	The purpose of this appraisal is to develop an opinion of: <input checked="" type="checkbox"/> Market Value (as defined), or <input type="checkbox"/> other type of value (describe)
	This report reflects the following value (if not Current, see comments): <input checked="" type="checkbox"/> Current (the Inspection Date is the Effective Date) <input type="checkbox"/> Retrospective <input type="checkbox"/> Prospective
	Property Rights Appraised: <input checked="" type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold <input type="checkbox"/> Leased Fee <input type="checkbox"/> Other (describe)
	Intended Use: <b>Market Value estimate for creation of a security interest in the real estate for purposes of financing.</b>
Intended User(s) (by name or type): <b>Salas Financial</b>	
Client: <b>Salas Financial</b> Address: <b>9320 Chesapeake Dr, Suite 116, San Diego, CA 92123</b>	
Appraiser: <b>Armando J. Ortiz, CGREA#AG027708</b> Address: <b>1502 Apache Dr. Suite F, Suite F, Chula Vista, CA 91910</b>	

Characteristics	Predominant Occupancy	One-Unit Housing	Present Land Use	Change in Land Use
Location: <input type="checkbox"/> Urban <input checked="" type="checkbox"/> Suburban <input type="checkbox"/> Rural	<input checked="" type="checkbox"/> Owner 70 <input type="checkbox"/> Tenant <input checked="" type="checkbox"/> Vacant (0-5%) <input type="checkbox"/> Vacant (>5%)	PRICE AGE	One-Unit 60%	<input checked="" type="checkbox"/> Not Likely
Built up: <input checked="" type="checkbox"/> Over 75% <input type="checkbox"/> 25-75% <input type="checkbox"/> Under 25%		\$ (000) (yrs)	2-4 Unit 1%	<input type="checkbox"/> Likely * <input type="checkbox"/> In Process *
Growth rate: <input type="checkbox"/> Rapid <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Slow		373 Low 15	Multi-Unit 13%	* To: _____
Property values: <input checked="" type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining		1,650 High 110	Comm'l 6%	
Demand/supply: <input checked="" type="checkbox"/> Shortage <input type="checkbox"/> In Balance <input type="checkbox"/> Over Supply	665 Pred 60	Open Space 10%		
Marketing time: <input checked="" type="checkbox"/> Under 3 Mos. <input type="checkbox"/> 3-6 Mos. <input type="checkbox"/> Over 6 Mos.		Public Use 10%		

Factors Affecting Marketability											
Item	Good	Average	Fair	Poor	N/A	Item	Good	Average	Fair	Poor	N/A
Employment Stability	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Adequacy of Utilities	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience to Employment	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Property Compatibility	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience to Shopping	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Protection from Detrimental Conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience to Schools	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Police and Fire Protection	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Adequacy of Public Transportation	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	General Appearance of Properties	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recreational Facilities	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Appeal to Market	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Market Area Comments: **The subject is located in the City of National City in the Lincoln Acres neighborhood. The subject is a 10,167 sf parcel of unimproved land in 1 parcel, with acceptably favorable topography above street grade, located in an in-fill location within a developed suburban residential zone. The subject zoning is RS-2, a medium-high density, residential designation allowing for single-family development on roughly 5,000 to 10,000 sf lots. The subject property is located close to the I-805 freeway. The neighborhood is characterized by average-to-good construction quality and a wide mix of single-family residential styles. All utilities are developed up to/adjacent to the site. No clear trend in sales prices for undeveloped "in fill" or partially entitled parcels in existing neighborhoods was discovered. Overall price trends should roughly mirror inflation. The subject location lies outside of the general traffic circulation and traffic support. Proximity to all suburban amenities and conditions are overall favorable for residential development, pending major economic changes and the interest rate environment.**

Dimensions: <b>Roughly Rectangular</b>	Site Area: <b>10,167 Sq.Ft.</b>
Zoning Classification: <b>RS-2</b>	Description: <b>Single Family Residential, 5,000 sf Minimum</b>
Do present improvements comply with existing zoning requirements? <input type="checkbox"/> Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> No Improvements	
Uses allowed under current zoning: <b>Single Family Residential</b>	

Are CC&Rs applicable? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> Unknown	Have the documents been reviewed? <input type="checkbox"/> Yes <input type="checkbox"/> No	Ground Rent (if applicable) \$ _____ /
Comments:		
Highest & Best Use as improved: <input type="checkbox"/> Present use, or <input checked="" type="checkbox"/> Other use (explain) <b>development of single-family residential per RS-2 zone.</b>		
Actual Use as of Effective Date: <b>Unimproved Land</b>	Use as appraised in this report: <b>Raw Land</b>	
Summary of Highest & Best Use: <b>The subject is an in-fill residential parcel in a Single Family Zone, surrounded by similar vacant land, single-family uses and suburban amenities. Highest and Best Use is for development of single-family residences per the current zoning. 5,000 square foot minimum lot, R-1 equivalent, 1 dwelling per lot.</b>		

Utilities	Public	Other	Provider/Description	Off-site Improvements		Type	Public	Private	Frontage	APX 159' feet
				Street	Unimproved					
Electricity	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SDGE	Width	20-40' feet		<input checked="" type="checkbox"/>	<input type="checkbox"/>	Topography	Level to Downslope
Gas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SDG&E	Surface	unimproved		<input type="checkbox"/>	<input type="checkbox"/>	Size	Typical for area
Water	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Sweetwater Auth.	Curb/Gutter	None		<input type="checkbox"/>	<input type="checkbox"/>	Shape	Roughly Rectangular
Sanitary Sewer	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Municipal/Adjacent	Sidewalk	None		<input type="checkbox"/>	<input type="checkbox"/>	Drainage	Appears adequate
Storm Sewer	<input checked="" type="checkbox"/>	<input type="checkbox"/>	None	Street Lights	None		<input type="checkbox"/>	<input type="checkbox"/>	View	Canyon View to the West
Telephone	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Utility	Alley	None		<input type="checkbox"/>	<input type="checkbox"/>		
Multimedia	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Utility				<input type="checkbox"/>	<input type="checkbox"/>		

Other site elements: <input checked="" type="checkbox"/> Inside Lot <input type="checkbox"/> Corner Lot <input type="checkbox"/> Cul de Sac <input type="checkbox"/> Underground Utilities <input type="checkbox"/> Other (describe)
FEMA Spec'l Flood Hazard Area <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No FEMA Flood Zone <b>X</b> FEMA Map # <b>06073C1911H</b> FEMA Map Date <b>12/20/2019</b>
Site Comments: <b>The subject is 10,167 sq ft. of unimproved land. The subject is moderate slope in rough grade and is adjacent to suburban residential uses. Adjacent residential parcels are likewise zoned RS-2 or compatible single-family zoning. The adjacent site to the West is vacant downslope Proposed Future Land use per the General Plan is for Single Family Development.</b>



# LAND APPRAISAL REPORT

File No.: 0622/A22/27.1-L

My research  did  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): MLS / CRS Tax / Parcel Quest / Equity Title Public Records Data

1st Prior Subject Sale/Transfer	Analysis of sale/transfer history and/or any current agreement of sale/listing: <u>The subject property last transferred on</u>
Date: <u>10/14/1996</u>	<u>October 14, 1996 on undisclosed terms via Grant Deed, Doc No. 1996-0520139 from Mendoza Angela</u>
Price: <u>Undisclosed</u>	<u>E, to Olachea Carmelita. No previous market transfers are noted.</u>
Source(s): <u>Doc No. 1996-0520139</u>	
2nd Prior Subject Sale/Transfer	
Date:	
Price:	
Source(s):	

FEATURE	SUBJECT PROPERTY	COMPARABLE NO. 1		COMPARABLE NO. 2		COMPARABLE NO. 3	
Address	<u>218 W 17th St National City, CA 91950</u>	<u>3417 Willow St Bonita, CA 91902</u>		<u>1835 A Ave Lot 3 National City, CA 91950</u>		<u>2730 D Ave National City, CA 91950</u>	
Proximity to Subject		<u>3.53 miles E</u>		<u>0.24 miles E</u>		<u>0.75 miles SE</u>	
Sale Price	\$ <u>N/A</u>	\$ <u>250,000</u>		\$ <u>230,000</u>		\$ <u>265,000</u>	
Price/ Sq.Ft.	\$ <u>N/A</u>	\$ <u>25.52</u>		\$ <u>37.53</u>		\$ <u>46.23</u>	
Data Source(s)	<u>APN: 558-220-33-00</u>	<u>APN: 591-130-74</u>		<u>APN:560-210-18</u>		<u>APN: 562-122-31</u>	
Verification Source(s)	<u>Inspection</u>	<u>Doc No. 2022-0038818</u>		<u>Doc No: 2020-0743671</u>		<u>Doc No. 2020-</u>	
VALUE ADJUSTMENT	DESCRIPTION	DESCRIPTION	+(-) \$ Adjust	DESCRIPTION	+(-) \$ Adjust	DESCRIPTION	+(-) \$ Adjust
Sales or Financing	<u>N/A</u>	<u>All Cash</u>		<u>All Cash</u>		<u>All Cash</u>	
Concessions	<u>None</u>	<u>None</u>		<u>None</u>		<u>Plans Approved</u>	<u>-35,000</u>
Date of Sale/Time	<u>N/A</u>	<u>01/26/2022</u>	<u>+3,750</u>	<u>11/23/2020</u>	<u>+10,350</u>	<u>07/01/2020</u>	<u>+15,900</u>
Rights Appraised	<u>Fee Simple</u>	<u>Fee Simple</u>		<u>Fee Simple</u>		<u>Fee Simple</u>	
Location	<u>National City</u>	<u>Bonita</u>		<u>National City</u>		<u>National City</u>	
Site Area (in Sq.Ft.)	<u>10,167</u>	<u>9,795</u>	<u>+1,860</u>	<u>6,129</u>	<u>+20,190</u>	<u>5,732</u>	<u>+22,175</u>
View Amenity	<u>None</u>	<u>None</u>		<u>None</u>		<u>None</u>	
Utilities / Improvements	<u>Partially adjacent</u>	<u>Partial Adjacent</u>		<u>Dev To Site. Adj</u>		<u>Partial Adjacent</u>	
Density / Zoning	<u>RS-2 / 1 Lot</u>	<u>RS-2 / 2 Lots</u>		<u>RM-1 / 1 Lot</u>		<u>R4-Multi</u>	
Access / Frontage	<u>No Off Sites</u>	<u>No off-sites</u>		<u>Partial Off-Sites</u>		<u>Partial Off-Sites</u>	
Topography	<u>SlopeRough Grade</u>	<u>SlopeRough Grade</u>		<u>Level at Street Gra</u>		<u>Level @ St Grade</u>	
Net Adjustment (Total, in \$)		<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$ <u>5,610</u>		<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$ <u>30,540</u>		<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$ <u>3,075</u>	
Adjusted Sale Price (in \$)		\$ <u>255,610</u>		\$ <u>260,540</u>		\$ <u>268,075</u>	

Summary of Sales Comparison Approach The comparable sales found are those closest in size, proximity and overall character to the subject. All are unimproved vacant "in-fill" lots which are similar in character to the subject. Adjustments for time of sale, or market conditions were given at 6.0% per annum for sales over 6 months old. Adjustments for topography, utilities and entitlements given as warranted. Selected comparables are within the unadjusted range of \$25.52 and \$46.23 per square ft. Most weight given to comp numbers 1 and 2 due to proximity, overall similarity, entitlements and size/scale. The appraiser reconciles to a value within the adjusted range of Comp Sales 1 & 2 between \$26.09 and \$42.50 per square ft. This is the range within which the subject value should logically be found. By extension, this is a range from \$265,257 and \$432,097, The appraiser reconciles to a value of \$255,000, or \$25.08psf. The value of \$255,000 per lot reflects the imperfect / unfinished state of entitlements and lack of improved access, off-sites and utilities.

**PROJECT INFORMATION FOR PUDs (if applicable)**  The Subject is part of a Planned Unit Development.

Legal Name of Project: \_\_\_\_\_

Describe common elements and recreational facilities: \_\_\_\_\_

**Indicated Value by: Sales Comparison Approach \$** 255,000 **or \$** 25.08 **per Sq.Ft.**

Final Reconciliation The Sales Comparison Approach is the main approach to value, the estimated value is within both the adjusted and unadjusted ranges of value.

This appraisal is made  "as is", or  subject to the following conditions: \_\_\_\_\_


This report is also subject to other Hypothetical Conditions and/or Extraordinary Assumptions as specified in the attached addenda.

**Based upon an inspection of the subject property, 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:**  
**\$** 255,000 **, as of:** 06/27/2022 **, 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 17 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, which contains the following attached exhibits:

Limiting cond./Certifications  Narrative Addendum  Location Map(s)  Flood Addendum  Additional Sales

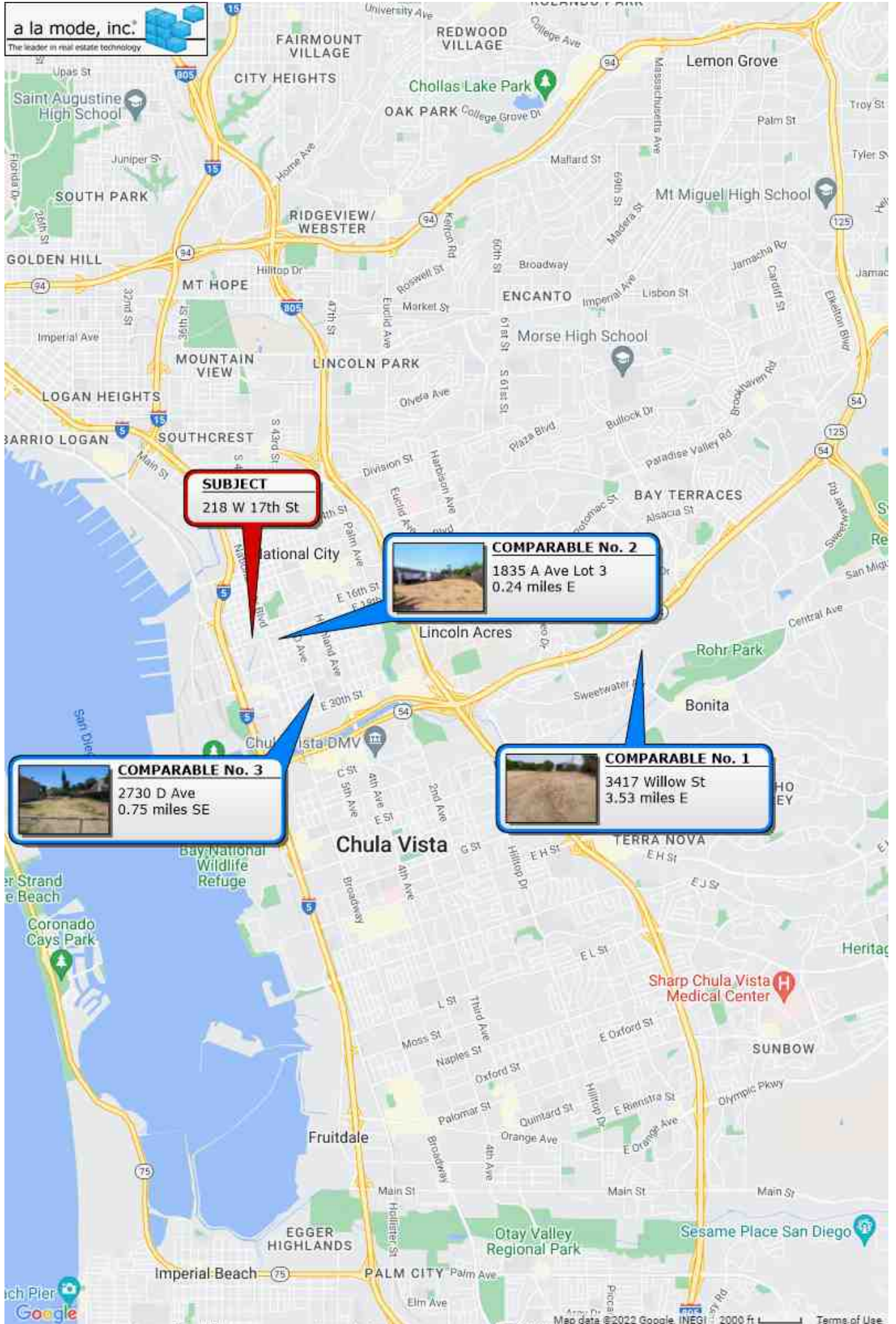
Photo Addenda  Parcel Map  Hypothetical Conditions  Extraordinary Assumptions

Client Contact: <u>Diane</u>	Client Name: <u>Salas Financial</u>
E-Mail: <u>Diane @ Salas Financial</u>	Address: <u>9320 Chesapeake Dr, Suite 116, San Diego, CA 92123</u>
<b>APPRAISER</b>	
 Appraiser Name: <u>Armando J. Ortiz, CGREA# 6027708</u> Company: <u>A.J. Ortiz &amp; Associates</u> Phone: <u>619-862-8752</u> Fax: <u>619-812-7400</u> E-Mail: <u>ajortiz365@gmail.com</u> Date of Report (Signature): <u>06/28/2022</u> License or Certification #: <u>AG027708</u> State: <u>CA</u> Designation: <u>Certified General Appraiser</u> Expiration Date of License or Certification: <u>11/23/2022</u> Inspection of Subject: <input checked="" type="checkbox"/> Did Inspect <input type="checkbox"/> Did Not Inspect (Desktop) Date of Inspection: <u>06/27/2022</u>	
<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"/> Did Inspect <input type="checkbox"/> Did Not Inspect Date of Inspection: _____	



## Comparable Sales Map

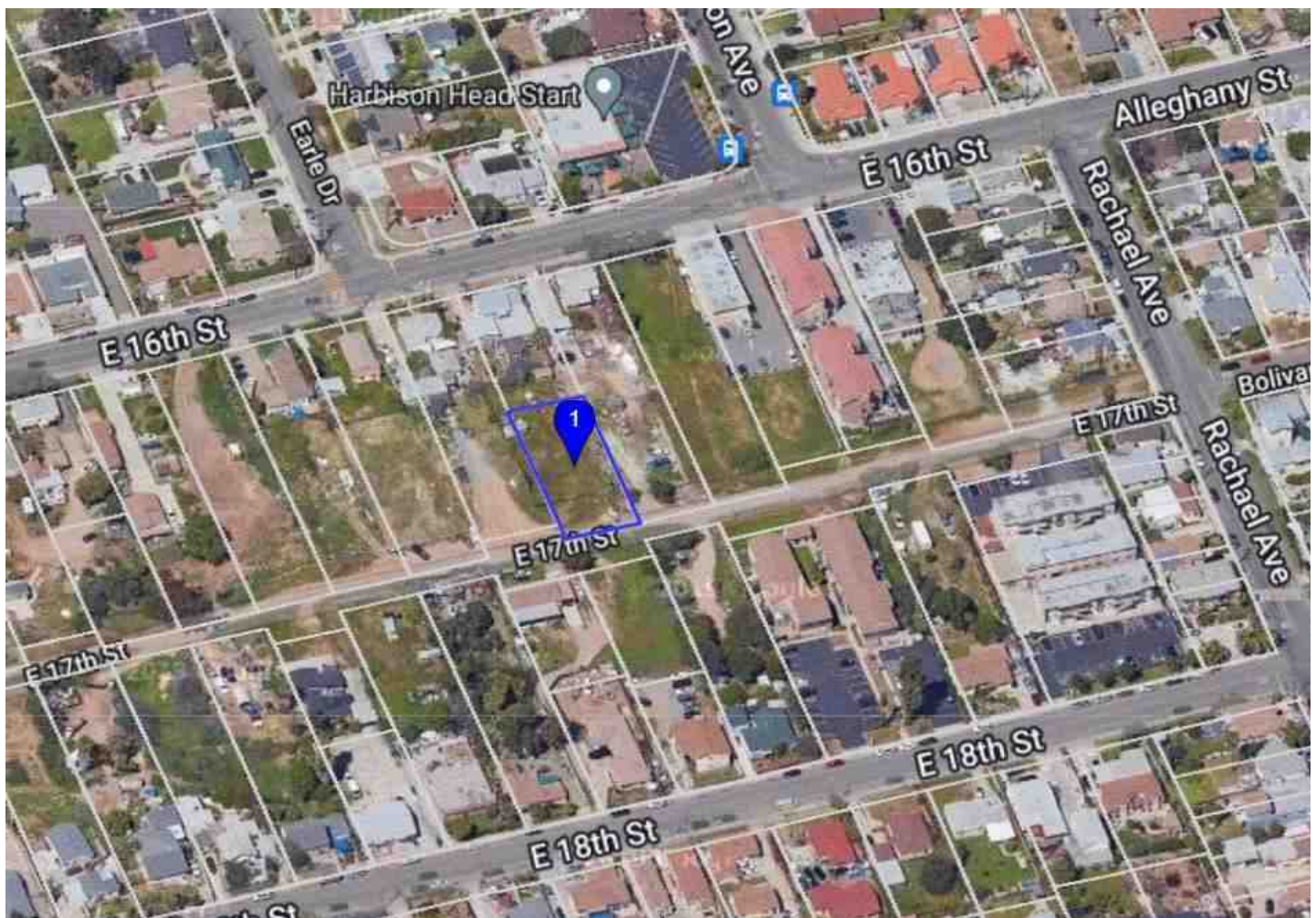
Borrower	Adolfo Flores B & Silvia P. Aquino P.				
Property Address	218 W 17th St				
City	National City	County	San Diego	State	CA
Lender/Client				Zip Code	91950





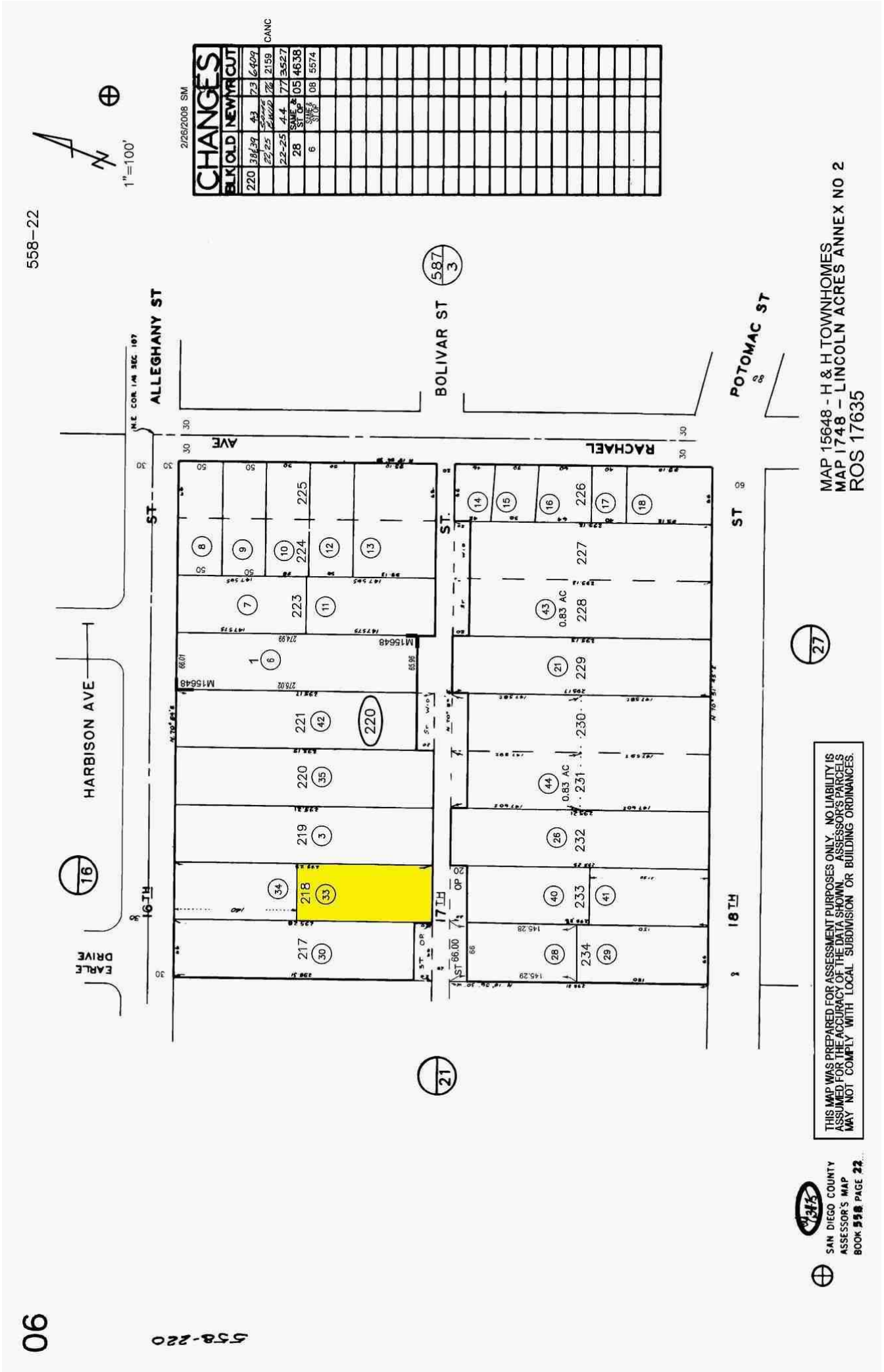
### Subject Aerial Photo

Borrower	Adolfo Flores B & Silvia P. Aquino P.				
Property Address	218 W 17th St				
City	National City	County	San Diego	State	CA Zip Code 91950
Lender/Client					



# Plat Map

Borrower	Adolfo Flores B & Silvia P. Aquino P.		
Property Address	218 W 17th St		
City	National City	County San Diego	State CA Zip Code 91950
Lender/Client			



## Supplemental Addendum

File No. 0622/A22/27.1-L

Borrower	Adolfo Flores B & Silvia P. Aquino P.						
Property Address	218 W 17th St						
City	National City	County	San Diego	State	CA	Zip Code	91950
Lender/Client							

### 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 the 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 real estate for purposes of 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 land 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, Inc. and their assigns. 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 real estate for purposes of financing.

#### Valuation Date

The valuation date (also known as the effective date of value) is June 27, 2022.



## Supplemental Addendum

File No. 0622/A22/27.1-L

Borrower	Adolfo Flores B & Silvia P. Aquino P.						
Property Address	218 W 17th St						
City	National City	County	San Diego	State	CA	Zip Code	91950
Lender/Client							

### Report Date

The date of the report is June 28, 2022.

### Ownership and History of the Property

The subject property last transferred on October 14, 1996 on undisclosed terms via Grant Deed, Doc No. 1996-0520139 from Mendoza Angela E, to Olachea Carmelita. No previous market transfers are 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 3 to 6 months.

## Supplemental Addendum

File No. 0622/A22/27.1-L

Borrower	Adolfo Flores B & Silvia P. Aquino P.						
Property Address	218 W 17th St						
City	National City	County	San Diego	State	CA	Zip Code	91950
Lender/Client							

### 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 and that the soils are suitable for eventual development. as evidenced by adjacent buildings.
- 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) 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.
- 14) 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. 0622/A22/27.1-L

Borrower	Adolfo Flores B & Silvia P. Aquino P.				
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Lender/Client					

- 15) 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.



Supplemental Addendum

File No. 0622/A22/27.1-L

Table with 4 columns: Borrower, Property Address, City, Lender/Client. Values include Adolfo Flores B & Silvia P. Aquino P., 218 W 17th St, National City, San Diego, CA, 91950.

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...
3. I have no (or the specified) present or prospective interest in the property...
4. I have no bias with respect to the property...
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...
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 not made a personal inspection of the property...
9. I certify that the use of this report is subject to the requirements of the Appraisal Institute...
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...
12. This report is an Appraisal Report in compliance with the Uniform Standards of Professional Appraisal Practice...
13. The "As-Is" Market Value of the subject property in Fee Simple Estate as of the effective date of value, June 27, 2022, a Current Date of Value, is estimated to be \$255,000

Signature [Handwritten Signature]
Name Armando J. Ortiz, CGREA#AG027708
Date Signed 06/28/2022
State Certification # AG027708
Or State License #
[Professional Seal]

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

## Subject Land Photo Page

Borrower	Adolfo Flores B & Silvia P. Aquino P.			
Property Address	218 W 17th St			
City	National City	County	San Diego	State CA      Zip Code 91950
Lender/Client				



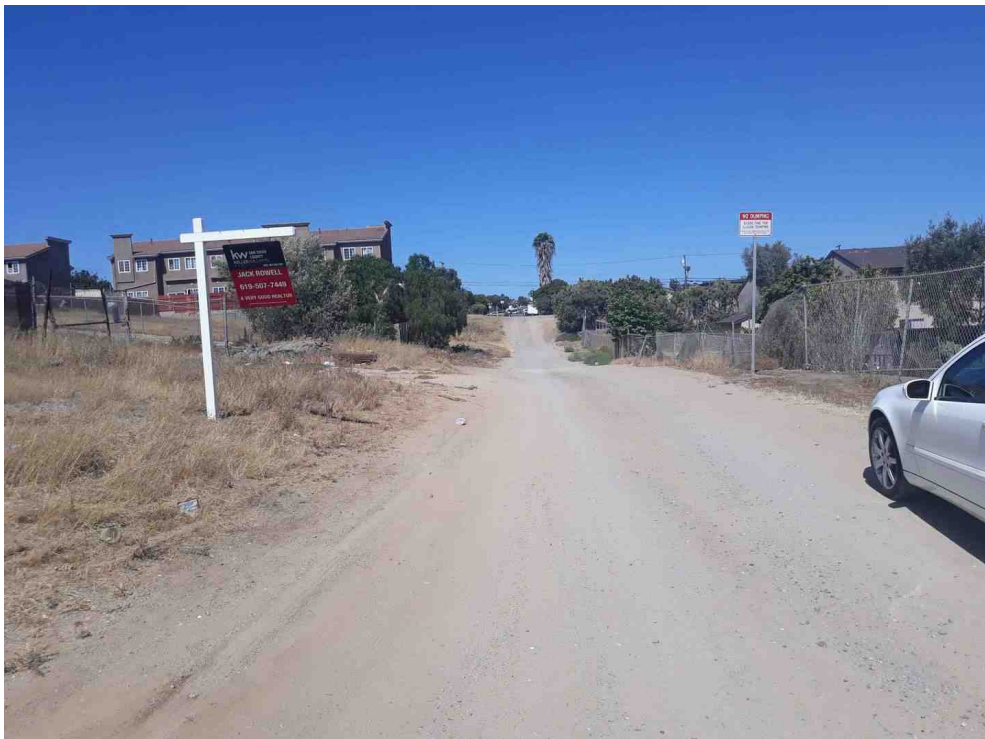
### Subject Front

218 W 17th St  
 Sales Price N/A  
 Date of Sale N/A  
 Location National City  
 Site/View  
 View Amenity None  
 Utilities / Improvement Partially adjacent  
 Density / Zoning RS-2 / 1 Lot  
 Access / Frontage No Off Sites



### Subject Rear

Rear/West Lot Line  
 Approximate



### Subject Street

Looking South  
 down Briarwood Rd



## Comparable Photo Page

Borrower	Adolfo Flores B & Silvia P. Aquino P.			
Property Address	218 W 17th St			
City	National City	County	San Diego	State CA      Zip Code 91950
Lender/Client				



### Comparable 1

3417 Willow St  
 Prox. to Subject      3.53 miles E  
 Sale Price              250,000  
 Gross Living Area  
 Total Rooms  
 Total Bedrooms  
 Total Bathrooms  
 Location                Bonita  
 View  
 Site                        9,795  
 Quality  
 Age



### Comparable 2

1835 A Ave Lot 3  
 Prox. to Subject      0.24 miles E  
 Sale Price              230,000  
 Gross Living Area  
 Total Rooms  
 Total Bedrooms  
 Total Bathrooms  
 Location                National City  
 View  
 Site                        6,129  
 Quality  
 Age



### Comparable 3

2730 D Ave  
 Prox. to Subject      0.75 miles SE  
 Sale Price              265,000  
 Gross Living Area  
 Total Rooms  
 Total Bedrooms  
 Total Bathrooms  
 Location                National City  
 View  
 Site                        5,732  
 Quality  
 Age  
  
 Vacant In-Fill Site

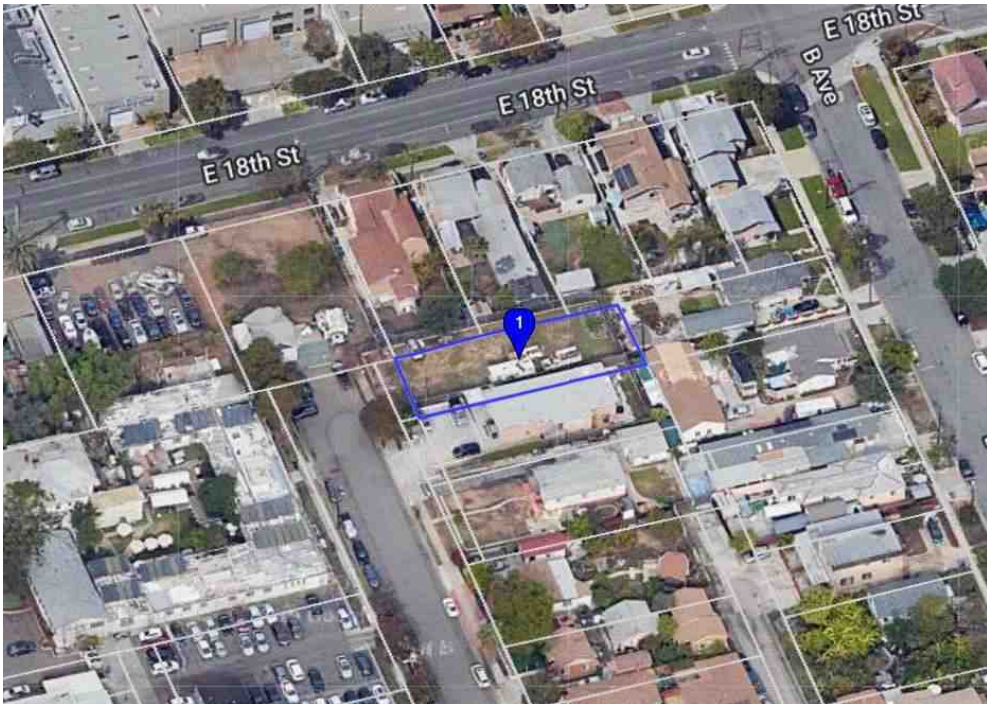


# Photograph Addendum

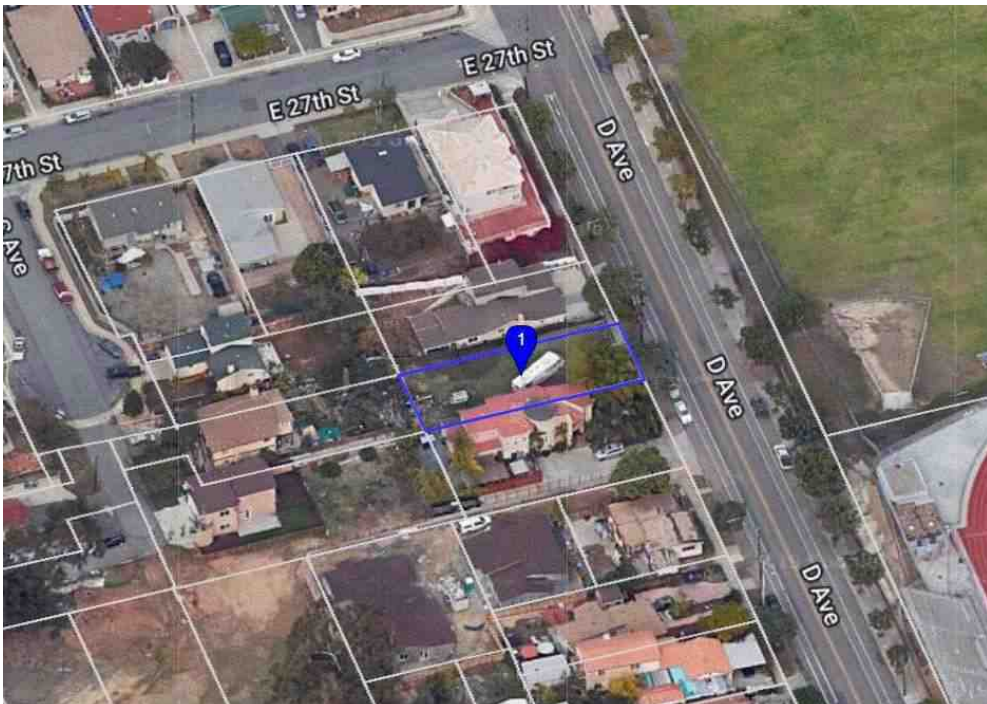
Borrower	Adolfo Flores B & Silvia P. Aquino P.				
Property Address	218 W 17th St				
City	National City	County	San Diego	State	CA Zip Code 91950
Lender/Client					



Comparable Sale 1  
3417 Willow St, Bonita



Comparable Sale 2  
1835 A Ave, National City



Comparable Sale 3  
2730 D Ave, National City

Grant Deed

RECORDING REQUESTED BY  
CARMELITA OLACHEA  
AND WHEN RECORDED MAIL THIS DEED  
CARMELITA OLACHEA  
3794 SUNSET LANE  
SAN YSIDRO, CA 92173

1563

DOC # 1996-0520139  
14-OCT-1996 01:28 PM

OFFICIAL RECORDS  
SAN DIEGO COUNTY RECORDER'S OFFICE  
GREGORY SMITH, COUNTY RECORDER  
RF: 5.00 FEES: 17.00  
AF: 1.00 DC  
MF: 1.00  
UF: 10.00

558-220-33

GRANT DEED

DOCUMENTARY TRANSFER TAX \$ 0 *No consideration*  
FOR A VALUABLE CONSIDERATION, receipt of which is hereby acknowledged,

ANGELA E. MENDOZA, a widow.

Hereby GRANTS to CARMELITA OLACHEA, an unmarried woman.

The real property in the City of NATIONAL CITY, State of CALIFORNIA described as  
County of San Diego.

WITNESSETH, That the said first party, for good consideration and for the sum of family transfer (\$ 0.00) paid by the said second party, the receipt whereof is hereby acknowledged, does hereby remise, release and quitclaim unto the said second party forever, all the right, title, interest and claim which the said first party has in and to the following described parcel of land, and improvements and appurtenances thereto in the County of San Diego, State of California, to wit:

LOT 218 OF LINCOLN ACRES NO. 2, IN THE CITY OF NATIONAL CITY, COUNTY OF SAN DIEGO, STATE OF CALIFORNIA, ACCORDING TO MAP THEREOF NO. 1748 FILED IN THE OFFICE OF THE COUNTY RECORDER OF SAN DIEGO COUNTY, FEBRUARY 7, 1923. EXCEPTING THEREFROM THE NORTHERLY 140 FEET THEREOF.

which has the address of 0000 17TH STREET  
NATIONAL CITY, CA 91950

IN WITNESS WHEREOF, this instrument has been executed this 14TH day October 1996.

*Angela E. Mendoza*  
ANGELA E. MENDOZA

State of California )  
County of San Diego ) S.S.

On OCTOBER 14, 1996 Before me Marcos N. Ramos Notary Public appeared ANGELA E. MENDOZA personally known to me (or proved to me on the basis of satisfactory evidence) to be the person(s) whose name(s) (is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

WITNESS my hand and official seal.  
*Marcos N. Ramos*  
Marcos N. Ramos Notary Public

MAIL STATEMENTS AS DIRECTED ABOVE





## Supplemental Addendum

File No. 0622/A22/27.1-L

Borrower	Adolfo Flores B & Silvia P. Aquino P.						
Property Address	218 W 17th St						
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Lender/Client							

**Armando J. Ortiz,**  
**California Certified General Appraiser #AG027708**  
**California Real Estate Broker #00962402**

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

**Experience:** I have worked 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 public agencies, 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. Mortgage Loan Origination at all levels, from residential 1-4 to major multi-family, commercial and industrial properties with over 1,000 successful transactions.

**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  
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.