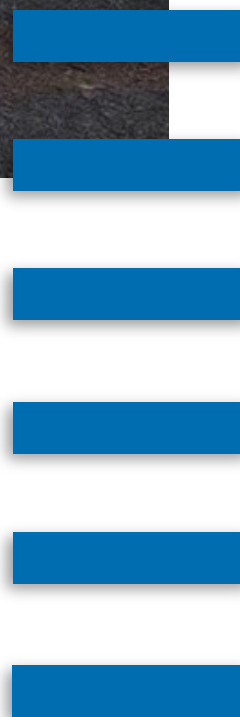


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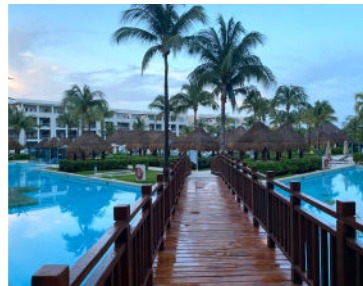
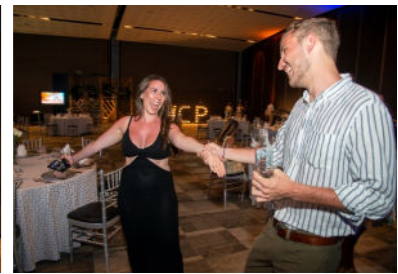
Q2 INVESTOR NEWSLETTER





WCP'S 10-YEAR ANNIVERSARY IN MEXICO

April 2022 marked WCP's 10th anniversary since its first loan closing - a monumental accomplishment for any small business. The official celebration took place during our company-wide trip to Playa Del Carmen, Mexico where the team gathered for a banquet including incredible food, drinks, music, awards, and some impactful words from our senior leadership. The trip itself was a long-awaited chance for many team members to meet in person for the first time as well as long-time coworkers to reconnect after COVID pushed many interactions to virtual-only. To commemorate the occasion, here are a few of the snapshots of our 10th-anniversary celebration in Mexico.



OUR FAVORITE Q2 PROJECTS



From the 80's to Modern Day

Square Footage: 2,275

After Repair: 5 bedrooms, 3 bathrooms

Loan Amount: \$592,000

After Repair Value: \$1,056,000

Description: This standard 1980s split level was in decent shape but had hardly any updates since it was built. With a prime location near Fairfax Station, our borrower maximized the value by opening up the floorplan and modernizing the finishes throughout.



Richmond, VA Row House Revival

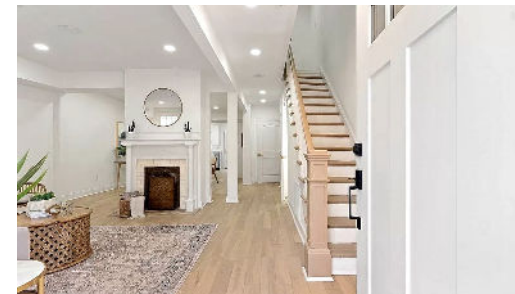
Square Footage: 1,430

After-Repair: 3 bedrooms, 3 bathrooms

Loan Amount: \$187,000

After Repair Value: \$381,500

Description: This classic row house in Richmond, VA was filled with trash and clutter that made it hard to see its potential. Our borrower completed a heavy renovation to turn this property into a bright home that pairs modern features with classic charm.





2022 WOMEN WORTH WATCHING

Our President, Giselle Bonzi, received the Profiles in Diversity Journal 2022 Women Worth Watching in Leadership award. Honorees for this award are chosen for their success in business leadership, industry trailblazing, and advancement of women's causes. The nationwide winners embody the values and drive that are leveling the playing field and shaping our future.

2022 LATINO LEADERS WORTH WATCHING

Our CEO, Daniel Huertas, received the Profiles in Diversity Journal 2022 Latino Leaders Worth Watching award for his innovative thinking and leadership within the Latin business community. This award places Daniel among 31 nationwide honorees chosen based on their achievements in the categories of excellence in business, mentoring, and advancement of diversity and inclusion.

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INSIDE THE PROJECT: CONTEMPORARY ESCAPE



KEEP READING FOR THE FULL STORY >>>

WCP

CONTEMPORARY ESCAPE

When our borrower purchased this fix and flip project in Falls Church, VA it had not been updated since the 1980s. Despite its outdated state, the property is located in the quiet Lake Barcroft Shores neighborhood, just a few minutes' drive from commercial centers of both Seven Corners and Bailey's Crossroad. Our borrower secured a Fix and Flip Loan to finance both the purchase and renovation of this property, and based on their investing experience, they only needed to bring 15% of the total project cost. Let's dive deeper into this project to see how our borrower executed it effectively.

Quick Project Stats:

Built: 1955

Home Type: Single-Family Detached

As-Is: As-Repaired:

3 bedrooms 4 bedrooms

3 bathrooms 3 bathrooms

3,000 sqft 3,021 sqft

As-Is Value: \$800,000

Purchased: \$765,000

Construction: \$250,000

ARV: \$1,300,000

Sold For: \$1,695,500

Quick Neighborhood Stats:

Zip Code Median Sales Price: \$899,000

Zip Code Median Days on Market: 38

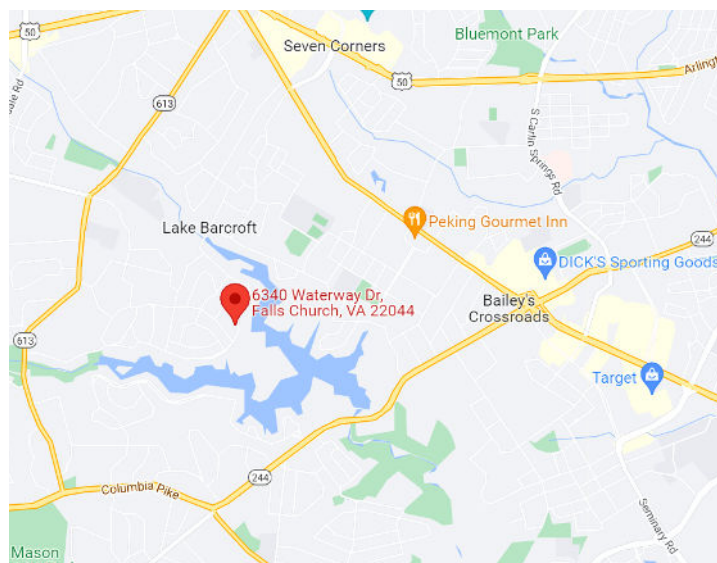
Walk Score: 15/100 (Car Dependent)

School District:

Sleepy Hollow Elementary, 3/10

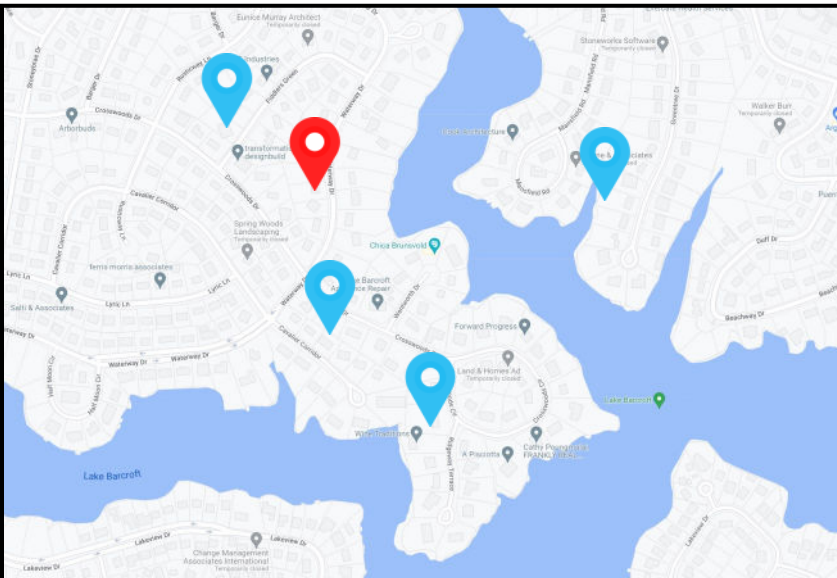
Glasgow Middle School, 5/10

Justice High School, 2/10



CONTEMPORARY ESCAPE

Property	Price	Beds	Baths	SQFT
Subject	\$1,695,500	6	4.5	3,021
Comp 1	\$1,221,000	3	3	2,805
Comp 2	\$1,350,000	4	3	2,232
Comp 3	\$1,550,000	4	3	3,255
Comp 4	\$1,760,000	4	3	3,285



The Neighborhood

This property is located in Lake Barcroft Shores, a quiet residential neighborhood just south of the well-known Seven Corners commercial center and just west of Bailey's Crossroads in Falls Church, Virginia. While the drive to dining and entertainment is less than 10 minutes, this neighborhood boasts no commercial or retail locations within walking distance, giving it a very low walkability score of 15 out of 100. While this area in Falls Church has no shortage of houses selling for above \$1 Million, the Lake Barcroft Shores neighborhood is a lake-based community boasting large secluded lots. Residents consider Lake Barcroft Shores to be a very quiet, established neighborhood with single-family detached homes, 0.5+ acre lots, and plenty of mature trees. While the nearest public schools have less than desirable ratings, there are plenty of local private schools which cater to buyers at this price point. The secluded lake community offers buyers a "close but not too close" feel in regards to retail and entertainment. For investors, this neighborhood has a solid stock of well-maintained but out-dated homes that are ripe for renovations.

CONTEMPORARY ESCAPE



The Property

This 1955 ranch home is very common in the area and a prime candidate for our borrower's modern renovation of a mid-century home. The original footprint of the property provided a good amount of square footage, but our borrower knew they needed to add a bedroom to meet the higher-priced comparables in the area. Between the property location and already high resale prices and the outdated but undamaged condition of the home, a partial-gut renovation was the perfect choice to turn this ranch home into a contemporary escape.

The appraisal for this property As-Is came back at \$800,000, but our borrower was able to purchase the property for \$765,000 allowing even more room for profits.

The As-Repaired comparables in the area are generally higher-end with a median sales price of \$1,470,000 and the buyer demographics trending heavily toward well-paid professionals and retirees. After our borrower pulled comps, they set a strategy to land at the mid-to-lower end of the comparables at \$1,300,000.

CONTEMPORARY ESCAPE



The Rehab

The rehab strategy for this property was a partial-gut renovation, meaning our borrower kept the existing footprint of the house while demolishing many of the existing walls in the kitchen/dining/living room area. This type of renovation allowed the borrower to create a new floorplan that meets the needs of most modern \$1 Million+ buyers. The total renovation budget was \$250,000 which was included in their loan.

Some of the notable renovations include an open floorplan on the first floor, updates to the bedrooms and bathrooms, 1 additional bedroom and bathroom in the basement, a brand new rear patio with a modern firepit, and a sleek paint and trim update to the exterior.

The Resale

When the property was listed in mid-March it had a pending offer within 5 days and sold for \$1,695,00 (\$395,500 above the original ARV) 16 days later. After the Fix and Flip Loan was paid off and accounting for the interest payments, closings costs, and agent fees, we estimate that our borrower walked away from this project with an excellent 45 - 50% profit.



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Your success is our motivation, so let's get to work.