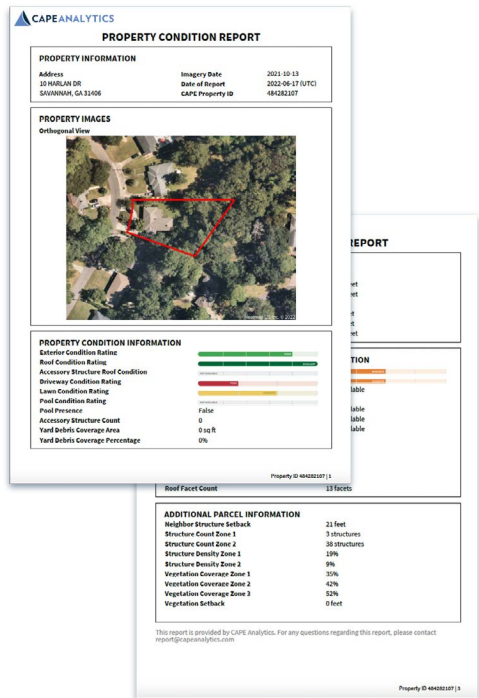


# CAPE for HELOC Origination and Marketing

Instant, objective collateral risk insights from geospatial vision

## The CAPE Automated Property Condition Report (aPCR)



The first AI-powered, automated PCR with objective insights derived from aerial imagery and other data sources.

- Instantly available
- Lower cost than alternatives
- Accurate and objective with consistent definitions
- Up to date insights from the latest geospatial imagery

- ✓ Property Type
- ✓ Occupancy
- ✓ Property Conformity
- ✓ Neighborhood Condition
- ✓ Property Condition + Reasons
- ✓ Positive Externalities
- ✓ Negative Externalities
- ✓ Current Use
- ✓ Solar Panels
- ✓ Zoning Type
- ✓ Other Structures
- ✓ Consistent Segmentation
- ✓ Geolocated Property

### Accelerate Origination and Underwriting

- **Support underwriting and streamline valuation workflows:** The CAPE instant, automated PCR is a viable option to replace slow & costly human-driven inspection reports.
- **Reduce turn-time:** Arm your LOs with instant access to property condition to assess properties at the top of the funnel.
- **Reduce risk:** Improve LTV certainty by flagging properties with qualitative defects like roof, siding, driveway, yard debris, and much more.

### Unique Insights for Improved Lead Generation

- **Fund more loans:** target higher quality leads for higher conversion rates.
- **Identify leads:** properties where an owner holds equity, and a yard, roof, or siding needs improvement.
- **Personalized outreach:** Reach out to qualified borrowers, armed with knowledge of property conditions, conformity, and additional risk characteristics.