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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-Q**

(Mark One)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended September 30, 2017

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 000-27816

**REDWOOD MORTGAGE INVESTORS VIII,  
a California Limited Partnership**

(Exact name of registrant as specified in its charter)

**California**  
(State or other jurisdiction of  
incorporation or organization)

**94-3158788**  
(I.R.S. Employer  
Identification No.)

**177 Bovet Road, Suite 520, San Mateo, CA**  
(Address of principal executive offices)

**94402-3144**  
(Zip Code)

**(650) 365-5341**

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.  YES  NO

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).  YES  NO

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company)

Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  YES  NO

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**Part I –FINANCIAL INFORMATION**  
**Item 1. FINANCIAL STATEMENTS**  
**REDWOOD MORTGAGE INVESTORS VIII,**  
**A California Limited Partnership**  
**Consolidated Balance Sheets**  
**September 30, 2017 (unaudited) and December 31, 2016 (audited)**  
**(\$ in thousands)**

	September 30, 2017	December 31, 2016
<b>ASSETS</b>		
Cash, in banks	\$ 3,135	\$ 45,323
Loans		
Secured by deeds of trust		
Principal	132,067	94,851
Advances	441	63
Accrued interest	1,174	641
Loan balance, secured	133,682	95,555
Unsecured		
Allowance for loan losses	—	—
Loans, net	133,712	95,601
Real estate owned (REO)	9,173	19,782
Other assets, net	150	444
Total assets	<u>\$ 146,170</u>	<u>\$ 161,150</u>
<b>LIABILITIES AND PARTNERS' CAPITAL</b>		
Liabilities		
Accounts payable and other liabilities	\$ 121	\$ 387
Total liabilities	121	387
Partners' capital		
Limited partners' capital, subject to liquidation, net	152,914	167,879
General partners' capital (deficit)	(796)	(832)
Total partners' capital, net	152,118	167,047
Receivable from manager (formation loan)	(6,069)	(6,284)
Partners' capital subject to liquidation, net of formation loan	146,049	160,763
Total liabilities and partners' capital	<u>\$ 146,170</u>	<u>\$ 161,150</u>

The accompanying notes are an integral part of these consolidated financial statements.

**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Consolidated Income Statements  
For the Three and Nine months ended September 30, 2017 and 2016 (\$ in thousands) (unaudited)**

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
<b>Revenues, net</b>				
Loans				
Interest income	\$ 2,618	\$ 2,235	\$ 6,806	\$ 5,322
Late fees	12	34	27	41
Revenue, loans	2,630	2,269	6,833	5,363
Provision for (recovery of) loan losses	—	—	(25)	(25)
Loans, net	2,630	2,269	6,858	5,388
REO				
Rental operations, net	(179)	518	(503)	1,783
Interest on mortgages	—	(235)	—	(737)
Rental operations, net of mortgage interest	(179)	283	(503)	1,046
Realized gains/(losses) on sales	441	375	1,302	1,159
Holding costs, net of other income	(8)	(18)	(23)	533
REO, net	254	640	776	2,738
<b>Total revenues, net</b>	<b>2,884</b>	<b>2,909</b>	<b>7,634</b>	<b>8,126</b>
<b>Operations Expense</b>				
Mortgage servicing fees	483	348	1,230	875
Asset management fees	148	167	459	515
Costs from Redwood Mortgage Corp.	516	468	1,518	1,443
Professional services	198	227	838	985
Other	(6)	(12)	15	—
<b>Total operations expense</b>	<b>1,339</b>	<b>1,198</b>	<b>4,060</b>	<b>3,818</b>
<b>Net income</b>	<b>\$ 1,545</b>	<b>\$ 1,711</b>	<b>\$ 3,574</b>	<b>\$ 4,308</b>
<b>Net income</b>				
Limited partners (99%)	1,530	1,694	3,538	4,265
General partners (1%)	15	17	36	43
	<b>\$ 1,545</b>	<b>\$ 1,711</b>	<b>\$ 3,574</b>	<b>\$ 4,308</b>

The accompanying notes are an integral part of these consolidated financial statements.

**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Consolidated Statements of Changes in Partners' Capital**

**For the Nine Months Ended September 30, 2017  
(\$ in thousands) (unaudited)**

	Limited Partners' Capital Subject to Liquidation, net	General Partners' Capital (Deficit)	Total Partners' Capital
Balance, December 31, 2016	\$ 167,879	\$ (832)	\$ 167,047
Net income	3,538	36	3,574
Distributions	(2,104)	—	(2,104)
Liquidations	(16,399)	—	(16,399)
Balance, September 30, 2017	<u>\$ 152,914</u>	<u>\$ (796)</u>	<u>\$ 152,118</u>

**For the Three Months Ended September 30, 2017  
(\$ in thousands) (unaudited)**

	Limited Partners' Capital Subject to Liquidation, net	General Partners' Capital (Deficit)	Total Partners' Capital
Balance, June 30, 2017	\$ 157,865	\$ (811)	\$ 157,054
Net income	1,530	15	1,545
Distributions	(699)	—	(699)
Liquidations	(5,782)	—	(5,782)
Balance, September 30, 2017	<u>\$ 152,914</u>	<u>\$ (796)</u>	<u>\$ 152,118</u>

The accompanying notes are an integral part of these consolidated financial statements.

**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Consolidated Statements of Cash Flows  
For the Three and Nine Months Ended September 30, 2017 and 2016  
(\$ in thousands) (unaudited)**

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
<b>Cash from Operations</b>				
Interest received	\$ 2,338	\$ 2,413	\$ 6,273	\$ 5,049
Other loan income	13	36	27	53
Operations expense	(1,186)	(1,134)	(4,060)	(3,678)
Rental operations, net	(148)	733	(520)	1,947
Holding costs	(9)	(18)	(24)	533
Mortgage interest and borrowing related fees	—	(218)	—	(684)
Other assets	—	—	—	3,411
Total cash provided (used) by operations	<u>1,008</u>	<u>1,812</u>	<u>1,696</u>	<u>6,631</u>
<b>Cash from Investing Activities</b>				
<b>Loans</b>				
Principal collected on loans - secured	1,460	21,621	14,402	38,255
Unsecured loan payments received	5	8	16	17
Loans originated	(7,750)	(14,975)	(50,618)	(61,745)
Loans sold to affiliates	—	500	—	2,500
Loans acquired from affiliates	—	—	(1,000)	—
Advances on loans	(375)	(38)	(377)	(49)
Total - Loans	<u>(6,660)</u>	<u>7,116</u>	<u>(37,577)</u>	<u>(21,022)</u>
<b>REO</b>				
Sales	3,998	5,315	12,222	10,515
Development and acquisition	(108)	(974)	(241)	(1,219)
Total - REO	<u>3,890</u>	<u>4,341</u>	<u>11,981</u>	<u>9,296</u>
Total cash provided (used) by investing activities	<u>(2,770)</u>	<u>11,457</u>	<u>(25,596)</u>	<u>(11,726)</u>
<b>Cash from Financing Activities</b>				
<b>Debt activities</b>				
Principal payments	—	(139)	—	(1,346)
Cash provided (used) by debt activities	<u>—</u>	<u>(139)</u>	<u>—</u>	<u>(1,346)</u>
<b>Distributions to partners</b>				
Cash – partner liquidations	(5,782)	(5,638)	(16,399)	(16,359)
Formation loan payment, net of early withdrawal fees	87	111	215	315
Cash – partner distributions	(699)	(632)	(2,104)	(1,954)
Cash Distributions to partners, net	<u>(6,394)</u>	<u>(6,159)</u>	<u>(18,288)</u>	<u>(17,998)</u>
Total cash provided (used) by financing activities	<u>(6,394)</u>	<u>(6,298)</u>	<u>(18,288)</u>	<u>(19,344)</u>
Net increase/(decrease) in cash	<u>(8,156)</u>	<u>6,971</u>	<u>(42,188)</u>	<u>(24,439)</u>
Cash and cash equivalents, beginning of period	<u>11,291</u>	<u>25,263</u>	<u>45,323</u>	<u>56,673</u>
Cash and cash equivalents, end of period	<u>\$ 3,135</u>	<u>\$ 32,234</u>	<u>\$ 3,135</u>	<u>\$ 32,234</u>

The accompanying notes are an integral part of these consolidated financial statements.

**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Consolidated Statements of Cash Flows  
For the Three and Nine Months Ended September 30, 2017 and 2016  
(\$ in thousands) (unaudited)**

Reconciliation of net income to net cash provided by (used in) operations:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
<b>Cash flows from operations</b>				
Net income	\$ 1,545	\$ 1,711	\$ 3,574	\$ 4,308
Adjustments to reconcile net income to net cash provided by (used in) operating activities				
Amortization of borrowings-related origination fees	—	15	—	45
Provision for (recovery of) loan losses	—	—	(25)	(25)
REO – loss/(gain) on disposal	(441)	(375)	(1,302)	(1,159)
<b>Change in operation assets and liabilities</b>				
Accrued interest	(281)	178	(534)	(274)
Allowance for loan losses-recoveries	—	—	25	25
Other assets	154	185	209	3,599
Accounts payable and other liabilities	31	102	(251)	125
Payable to affiliate	—	(4)	—	(13)
<b>Net cash provided by (used in) operations</b>	<b><u>\$ 1,008</u></b>	<b><u>\$ 1,812</u></b>	<b><u>\$ 1,696</u></b>	<b><u>\$ 6,631</u></b>
<b>Supplemental disclosures of cash flow information</b>				
Non-cash investing activities				
Real estate acquired through foreclosure/settlement on loans, net of liabilities assumed	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 416</u>
Cash paid for interest	<u>\$ —</u>	<u>\$ 233</u>	<u>\$ —</u>	<u>\$ 728</u>

The accompanying notes are an integral part of these consolidated financial statements.

**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Notes to Consolidated Financial Statements  
September 30, 2017 (unaudited)**

**NOTE 1 – ORGANIZATION AND GENERAL**

In the opinion of the general partners, the accompanying unaudited consolidated financial statements contain all adjustments, consisting of normal, recurring adjustments, necessary to present fairly the consolidated financial information included therein. These consolidated financial statements should be read in conjunction with the audited consolidated financial statements included in the partnership's Form 10-K for the fiscal year ended December 31, 2016 filed with the U.S. Securities and Exchange Commission (SEC). The results of operations for the three and nine month periods ended September 30, 2017 are not necessarily indicative of the operations results to be expected for the full year.

Redwood Mortgage Investors VIII, a California Limited Partnership (we, RMI VIII or the partnership), was formed in 1993 to engage in business as a mortgage lender and investor by making and holding-for-investment mortgage loans secured by California real estate, primarily by first and second deeds of trust.

The ongoing sources of funds for loans are the proceeds (net of withdrawals from partner capital accounts) from

- loan payoffs,
- borrowers' monthly principal and interest payments,
- earnings retained (i.e. not distributed) in partners' capital accounts,
- REO sales, and,
- to a lesser degree and, if obtained, a line of credit.

The partnership is externally managed by Redwood Mortgage Corp., a general partner (or RMC or the manager). The manager is solely responsible for managing the business and affairs of the partnership, subject to the voting rights of the partners on specified matters. The manager acting alone has the power and authority to act for and bind the partnership. RMC provides the personnel and services necessary to conduct our business as we have no employees of our own.

The mortgage loans the partnership funds and/or invests in are arranged and generally are serviced by RMC. The general partner is required to contribute to capital one tenth of one percent (0.1%) of the aggregate capital accounts of the members.

Limited partners representing a majority of the outstanding units may, without the consent of the general partners, vote to: (i) dissolve the partnership, (ii) amend the partnership agreement subject to certain limitations, (iii) approve or disapprove the sale of all or substantially all of the assets of the partnership and (iv) remove or replace one or all of the general partners. A majority in interest of partnership units is required to elect a new general partner to continue the partnership business after a general partner ceases to be a general partner due to its withdrawal.

Profits and losses are allocated among the limited partners according to their respective capital accounts after one percent (1%) of profits and losses are allocated to the general partners. The monthly results are subject to subsequent adjustment as a result of quarterly and year-end accounting and reporting. Investors should not expect the partnership to provide tax benefits of the type commonly associated with limited liability partnership tax shelter investments. Federal and state income taxes are the obligation of the partners, other than the annual California franchise tax and any California LLC cash receipts taxes paid by the partnership's subsidiaries.

*Distribution policy*

At the time of their subscription for units, partners elect to have distributed to them their monthly, quarterly or annual allocation of profits, or to have profits allocated to their capital accounts be retained by the partnership to compound. Subject to certain limitations, those electing compounding may subsequently change their election. A partner's election to receive cash distributions is irrevocable.

**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Notes to Consolidated Financial Statements  
September 30, 2017 (unaudited)**

*Liquidity, capital withdrawals and early withdrawals*

There is no established public trading and/or secondary market for the units, and none is expected to develop. There are substantial restrictions on transferability of units. To provide liquidity to limited partners, the partnership agreement provides that limited partners, after the minimum five-year period, may withdraw all or a portion of their capital accounts in 20 quarterly installments or longer, as determined by the general partners in light of partnership cash flow, beginning the last day of the calendar quarter following the quarter in which the notice of withdrawal is given. A limited partner may liquidate all or a part of the limited partner's capital account in four quarterly installments beginning on the last day of the calendar quarter following the quarter in which the notice of withdrawal is given, subject to a 10% early withdrawal penalty applicable to any sums withdrawn prior to the time when such sums could have been withdrawn without penalty. There is also a limited right of liquidation for an investor's heirs upon an investor's death.

The partnership has not established a cash reserve from which to fund withdrawals and, accordingly, the partnership's capacity to return a limited partner's capital is subject to the availability of partnership cash. No more than 20% of the total limited partners' capital account balances at the beginning of any year may be liquidated during any calendar year.

*Investment objectives and lending guidelines*

Our primary investment objectives are to

- Yield a high rate of return from mortgage lending, after the payment of certain fees and expenses to the general partners and their affiliates, and
- Preserve and protect the partnership's capital

The partnership generally funds loans

- Having monthly payments of interest only or of principal and interest at fixed rates, calculated on a 30-year amortization basis, and
- Having maturities of 5 years or less.

The partnership's loans generally have shorter maturity than typical mortgages. In the event that a loan is performing, and collection is deemed probable at maturity, we may elect to extend the loan's maturity. In the event a borrower is unable to repay in full the principal owing on the loan maturity, we may elect to modify the loan payment terms and designate the loan as impaired, or may foreclose and take back the property for sale.

Generally, interest rates on the partnership's mortgage loans are not affected by market movements in interest rates. If, as expected, we continue to make and invest in fixed rate loans primarily, and interest rates were to rise, a possible result would be lower prepayments of the partnership's loans. This increase in the duration of the time loans are on the books may reduce overall liquidity, which itself may reduce the partnership's investment into new loans at higher interest rates. Conversely, if interest rates were to decline, we could see a significant increase in borrower prepayments. If we then invest in new loans at lower rates of interest, a lower yield to partners may possibly result.

The cash flow and the income generated by the real property securing the loan factor into the credit decisions, as does the general creditworthiness, experience and reputation of the borrower. However, for loans secured by real property, other than owner-occupied personal residences, such considerations are subordinate to a determination that the value of the real property is sufficient, in and of itself, as a source of repayment. The amount of the loan combined with the outstanding debt and claims secured by a senior deed of trust on the real property generally will not exceed a specified percentage of the appraised value of the property (the loan-to-value ratio, or LTV) as determined by an independent written appraisal at the time the loan is made. The LTV generally will not exceed 80% for residential properties (including multi-family), 75% for commercial properties, and 50% for land. As used herein, "protective equity" is the arithmetic difference between the fair value of the collateral, net of any senior liens, and the loan balance, where "loan balance" is the sum of the unpaid principal, advances and the recorded interest thereon.



**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Notes to Consolidated Financial Statements  
September 30, 2017 (unaudited)**

We believe our LTV policy gives us more potential protective equity than competing lenders who fund loans with a higher LTV. However, we may be viewed as an “asset” lender based on our emphasis on LTV in our underwriting process. Being an “asset” lender may increase the likelihood of payment defaults by borrowers. Accordingly, the partnership may have a higher level of payment delinquency and loans designated as impaired for financial reporting purposes than that of lenders, such as banks and other financial institutions subject to federal and state banking regulations, which are typically viewed as “credit” lenders.

*Term of the partnership*

The partnership will continue until 2032, unless sooner terminated as provided in the partnership agreement.

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

*Basis of presentation*

The financial statements are prepared in conformity with accounting principles generally accepted in the United States of America (“GAAP”).

The partnership’s consolidated financial statements include the accounts of the partnership, its wholly-owned subsidiaries (consisting of single member limited liability companies owning a single real property asset). All significant intercompany transactions and balances have been eliminated in consolidation.

*Management estimates*

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions about the reported amounts of assets and liabilities, and disclosures of contingent assets and liabilities, at the dates of the financial statements and the reported amounts of revenues and expenses during the reported periods. Such estimates relate principally to the determination of the allowance for loan losses, including, when applicable, the valuation of impaired loans, (which itself requires determining the fair value of the collateral), and the valuation of real estate held for sale and held as investment, at acquisition and subsequently. Actual results could differ significantly from these estimates.

*Fair value estimates*

GAAP defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. An orderly transaction is a transaction that assumes exposure to the market for a period prior to the measurement date to allow for marketing activities that are usual and customary for transactions involving such assets and liabilities; it is not a forced transaction. Market participants are buyers and sellers in the principal market that are (i) independent, (ii) knowledgeable, (iii) able to transact and (iv) willing to transact.

Fair values of assets and liabilities are determined based on the fair value hierarchy established in GAAP. The hierarchy is comprised of three levels of inputs to be used.

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the partnership has the ability to access at the measurement date. An active market is a market in which transactions occur with sufficient frequency and volume to provide pricing information on an ongoing basis.
- Level 2 inputs are inputs other than quoted prices that are observable for the asset or liability, either directly or indirectly in active markets and quoted prices for identical assets or liabilities that are not active, and inputs other than quoted prices that are observable or inputs derived from or corroborated by market data.
- Level 3 inputs are unobservable inputs for the asset or liability. Unobservable inputs reflect the partnership’s own assumptions about the assumptions market participants would use in pricing the asset or liability (including assumptions about risk). Unobservable inputs are developed based on the best information available in the circumstances and may include the partnership’s own data.

**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Notes to Consolidated Financial Statements  
September 30, 2017 (unaudited)**

The fair value of the collateral is determined by exercise of judgment based on management's experience informed by appraisals (by licensed appraisers), brokers' opinion of values, and publicly available information on in-market transactions. Appraisals of commercial real property generally present three approaches to estimating value: 1) market comparables or sales approach; 2) cost to replace and 3) capitalized cash flows or investment approach. These approaches may or may not result in a common, single value. The market-comparables approach may yield several different values depending on certain basic assumptions, such as, determining highest and best use (which may or may not be the current use); determining the condition (e.g. as-is, when-completed, or for land when-entitled); and determining the unit of value (e.g. as a series of individual unit sales or as a bulk disposition).

Management has the requisite familiarity with the markets it lends in generally and of the properties lent on specifically to analyze sales-comparables and assess their suitability/applicability. Management is acquainted with market participants – investors, developers, brokers, lenders – that are useful, relevant secondary sources of data and information regarding valuation and valuation variability. These secondary sources may have familiarity with and perspectives on pending transactions, successful strategies to optimize value, and the history and details of specific properties – on and off the market – that enhance the process and analysis that is particularly and principally germane to establishing value in distressed markets and/or property types.

*Cash and cash equivalents*

The partnership considers all highly liquid financial instruments with maturities of three months or less at the time of purchase to be cash equivalents. At September 30, 2017, certain partnership cash balances in banks exceed federally insured limits.

*Loans and interest income*

Loans generally are stated at the unpaid principal balance (principal). Management has discretion to pay amounts (advances) to third parties on behalf of borrowers to protect the partnership's interest in the loan. Advances include, but are not limited to, the payment of interest and principal on a senior lien to prevent foreclosure by the senior lien holder, property taxes, insurance premiums, and attorney fees. Advances generally are stated at the unpaid principal balance and accrue interest until repaid by the borrower.

The partnership may fund a specific loan origination net of an interest reserve (one to two years) to insure timely interest payments at the inception of the loan. As monthly interest payments become due, the partnership funds the payments into the affiliated trust account. In the event of an early loan payoff, any unapplied interest reserves would be first applied to any accrued but unpaid interest and then as a reduction of principal.

If based upon current information and events, it is probable the partnership will be unable to collect all amounts due according to the contractual terms of the loan agreement, then a loan may be designated as impaired. Impaired loans are included in management's periodic analysis of recoverability. If a valuation allowance had been established on an impaired loan, any subsequent payments on impaired loans are applied to late fees and then to reduce first the accrued interest, then advances, and then unpaid principal.

From time to time, the partnership negotiates and enters into loan modifications with borrowers whose loans are delinquent. If the loan modification results in a significant reduction in the cash flow compared to the original note, the modification is deemed a troubled debt restructuring and a loss is recognized. In the normal course of the partnership's operations, loans that mature may be renewed at then current market rates and terms for new loans. Such renewals are not designated as impaired, unless the matured loan was previously designated as impaired.

Interest is accrued daily based on the unpaid principal balance of the loans. An impaired loan continues to accrue as long as the loan is in the process of collection and is considered to be well-secured. Loans are placed on non-accrual status at the earlier of management's determination that the primary source of repayment will come from the foreclosure and subsequent sale of the collateral securing the loan (which usually occurs when a notice of sale is filed) or when the loan is no longer considered well-secured. When a loan is placed on non-accrual status, the accrual of interest is discontinued; however, previously recorded interest is not reversed. A loan may return to accrual status when all delinquent interest and principal payments become current in accordance with the terms of the loan agreement.

**REDWOOD MORTGAGE INVESTORS VIII,  
A California Limited Partnership  
Notes to Consolidated Financial Statements  
September 30, 2017 (unaudited)**

*Allowance for loan losses*

Loans and the related accrued interest and advances (i.e. the loan balance) are analyzed on a periodic basis for ultimate recoverability. Delinquencies are identified and followed as part of the loan system. Collateral fair values are reviewed quarterly and the protective equity for each loan is computed. This computation is done for each loan (whether impaired or performing), and while loans secured by collateral of similar property type are grouped, there is enough distinction and variation in the collateral that a loan-by-loan, collateral-by-collateral analysis is appropriate.

For loans designated impaired, a provision is made for loan losses to adjust the allowance for loan losses to an amount such that the net carrying amount (unpaid principal less the specific allowance) is reduced to the lower of the loan balance or the estimated fair value of the related collateral, net of any senior loans and net of any costs to sell in arriving at net realizable value.

Loans determined not to be individually impaired are grouped by the property type of the underlying collateral, and for each loan and for the total by property type, the amount of protective equity or amount of exposure to loss (i.e., the dollar amount of the deficiency of the fair value of the underlying collateral to the loan balance) is computed.

The partnership charges off uncollectible loans and related receivables directly to the allowance account once it is determined the full amount is not collectible.

At foreclosure, any excess of the recorded investment in the loan (accounting basis) over the net realizable value is charged against the allowance for loan losses.

*Real estate owned (REO)*

Real estate owned (REO) is property acquired in full or partial settlement of loan obligations generally through foreclosure, and is recorded at acquisition at the lower of the amount owed on the loan (legal basis), plus any senior indebtedness, or at the property's net realizable value, which is the fair value less estimated costs to sell, as applicable. The fair value estimates are derived from information available in the real estate markets including similar property, and often require the experience and judgment of third parties such as commercial real estate appraisers and brokers. The estimates figure materially in calculating the value of the property at acquisition, the level of charge to the allowance for loan losses and any subsequent valuation reserves. After acquisition, costs incurred relating to the development and improvement of property are capitalized to the extent they do not cause the recorded value to exceed the net realizable value, whereas costs relating to holding and disposition of the property are expensed as incurred. After acquisition, REO is analyzed periodically for changes in fair values and any subsequent write down is charged to operations expense. Any recovery in the fair value subsequent to such a write down is recorded, not to exceed the value recorded at acquisition. Recognition of gains on the sale of real estate is dependent upon the transaction meeting certain criteria related to the nature of the property and the terms of the sale including potential seller financing.

*Rental income/depreciation*

Rental income is recognized when earned in accordance with the lease agreement. For commercial leases, the costs associated with originating the lease are amortized over the lease term. Residential lease terms generally range from month-to-month to one-year, and the expenses of originating the lease are expensed as incurred. Real estate owned that is designated held for sale is not depreciated. Real estate that was designated held for investment, and rented was depreciated on a straight-line basis over the estimated useful life of the property.

*Recently issued accounting pronouncements*

*-Accounting and Financial Reporting for Expected Credit Losses*

The Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU) that significantly changes how entities will account for credit losses for most financial assets that are not measured at fair value through net income. The new standard will supersede currently in effect guidance and applies to all entities. Entities will be required to use a current expected credit loss (CECL) model to estimate credit impairment. This estimate will be forward-looking, meaning management will be required to use forecasts about future economic conditions to determine the expected credit loss over the remaining life of an instrument. This will be a significant change from today's incurred credit loss model and generally may result in allowances being recognized in earlier periods than under the current credit loss model.

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RMI VIII invests in real estate secured loans made with the expectation of zero credit losses as a result of substantial protective equity provided by the underlying collateral. For a loss to be recognized under the CECL or incurred loss model, if the lending/loan-to-value guidelines are followed effectively, an intervening, subsequent-to-loan-funding, event must negatively impact the value of the underlying collateral of the loan in an amount greater than the amount of protective equity provided by the collateral. Such an event would be either (or both) of:

- 1) An uninsured event(s) specifically impacting the collateral or
- 2) A non-temporary decline in values in the applicable real estate market.

In both of these instances the treatment would be the same in the incurred loss and CECL models of approximately the same amount. Other than in these events, the probable of occurrence criteria of the incurred loss model is not triggered and a loss is not recognized. Further, if the zero-expected-loss lending guideline is preserved and the protective equity provided by the collateral is not expected to be impaired over the life of the loans, then a loss is not required to be recognized under the CECL model.

This convergence between the CECL and incurred loss models as to loss recognition – as an event driven occurrence – in low LTV, real estate secured programs caused RMC to conclude that the CECL model will not materially impact the reported results of operations or financial position as compared to that which would be reported in the incurred loss model. The manager expects to adopt the ASU for interim and annual reporting in 2020.

#### -Accounting and Financial Reporting for Revenue Recognition

On May 28, 2014, FASB issued a final standard on revenue from contracts with customers. The standard issued as ASU 2014-09 outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance, including industry-specific guidance. The standard is effective January 2018.

The goals of the revenue recognition project are to clarify and converge the revenue recognition principles under U.S. GAAP and to develop guidance that would streamline and enhance revenue recognition requirements. A core principle of the standard is to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which an entity expects to be entitled in exchange for those goods or services. Revenue is recognized when a performance obligation is satisfied by transferring goods or services to a customer. The FASB intentionally used the wording “be entitled” rather than “receive” or “collect” to distinguish collectability risk from other uncertainties that may exist under a contract.

RMC management’s preliminary evaluation is that the new revenue standard will not have an impact on the partnership’s current revenue recognition policies. The scope of guidance is not applicable to financial instruments including loans and therefore will not have an impact on interest income. The partnership also does not expect that there will be changes to revenue recognition from the sale of REOs, however, there may be an impact to the gain on sale of real estate when the sale is financed by the partnership.

#### **NOTE 3 – GENERAL PARTNERS AND OTHER RELATED PARTIES**

The general partners are entitled to one percent (1%) of the profits and losses, which amounted to approximately \$15,000 and \$17,000 for the three months ended and \$36,000 and \$43,000 for the nine months ended September 30, 2017 and 2016, respectively. Beginning with calendar year 2010, and continuing until January 1, 2020, RMC assigned its right to two-thirds of one percent (0.66%) of profits and losses to Michael R. Burwell (Burwell), President of RMC and himself a general partner of RMI VIII, in exchange for Burwell assuming one hundred percent (100%) of the general partners’ equity deficit.

- *Mortgage servicing fees*

RMC earns mortgage servicing fees of up to 1.5% annually of the unpaid principal balance of the loan portfolio. The mortgage servicing fees are accrued monthly on all loans. Remittance to RMC is made monthly unless the loan has been assigned a specific loss reserve, at which point remittance is deferred until the specific loss reserve is no longer required, or the property has been acquired by the partnership.

Mortgage servicing fees paid to RMC were approximately \$483,000 and \$348,000 for the three months ended and \$1,230,000 and \$875,000 for the nine months ended September 30, 2017 and 2016, respectively. No mortgage servicing fees were waived during any period reported.

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- *Asset management fees*

Asset management fees paid to the general partners were approximately \$148,000 and \$167,000, for the three months ended, and \$459,000 and \$515,000 for the nine months ended September 30, 2017 and 2016, respectively. The general partners receive monthly fees for managing the partnership's loan portfolio and operations of up to 1/32 of 1% of the "net asset value" (3/8 of 1% annually). No asset management fees were waived in any period presented.

- *Costs from Redwood Mortgage Corp.*

RMC is reimbursed by the partnership for operating expenses incurred on behalf of the partnership, including without limitation, accounting and audit fees, legal fees and expenses, postage and preparation of reports to limited partners, and out-of-pocket general and administration expenses. Other costs are allocated pro-rata based on the percentage of total capital of all mortgage funds managed by RMC. Payroll and consulting fees are broken out first based on activity, and then allocated to the partnership on a pro-rata basis based on percentage of capital to the total capital of all mortgage funds. The decision to request reimbursement of any qualifying charges is made by RMC at its sole discretion. Operating expenses reimbursed to RMC totaled approximately \$516,000 and \$468,000, for the three months ended, and \$1,518,000 and \$1,443,000 for the nine months ended September 30, 2017 and 2016, respectively.

- *Professional Services*

Professional services, totaled approximately \$198,000 and \$227,000 for the three months ended and \$838,000 and \$985,000 for the nine months ended September 30, 2017 and 2016, respectively. Professional services include primarily audit, tax, and accounting fees relating to real estate transactions, tax compliance, LLC California tax returns and entity dissolutions, and financial reporting.

*Commissions and fees are paid by the borrowers to RMC*

- *Brokerage commissions, loan originations*

For fees in connection with the review, selection, evaluation, negotiation and extension of loans, the general partners may collect loan brokerage commissions (points) limited to an amount not to exceed 4% of the total partnership assets per year. The loan brokerage commissions are paid by the borrowers and thus, are not an expense of the partnership. The proceeds from loan brokerage commissions and other fees earned are the source of funds for the repayment of the formation loan by RMC.

- *Other fees*

RMC receives fees for processing, notary, document preparation, credit investigation, reconveyance and other mortgage related fees. The amounts received are customary for comparable services in the geographical area where the property securing the loan is located, payable solely by the borrower and not by the partnership.

In the ordinary course of business, performing loans may be assigned, in-part or in-full, between the affiliated mortgage funds at par.

*Formation loan/Commissions paid to broker-dealers*

Commissions for sales of limited partnership units paid to broker-dealers (B/D sales commissions) were paid by RMC and were not paid directly by the partnership out of offering proceeds. Instead, the partnership advanced to RMC amounts sufficient to pay the B/D sales commissions and premiums paid to partners in connection with unsolicited orders up to 7% of offering proceeds. The receivable arising from the advances is unsecured, and non-interest bearing and is referred to as the "formation loan." As of September 30, 2017, the partnership had made such advances of \$22,567,000, of which \$6,069,000 remains outstanding on the formation loan. If the general partners are removed and RMC is no longer receiving payments for services rendered, the formation loan is forgiven, per the terms of the partnership agreement.

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The formation loan activity is summarized in the following table at September 30, 2017 (\$ in thousands).

	2017
Balance, January 1	\$ 6,284
Early withdrawal penalties	(215)
Repayments	—
Balance, September 30	<u>\$ 6,069</u>

The future minimum payments on the formation loan as of September 30, 2017 are presented in the following table (\$ in thousands).

2017	\$ 435
2018	650
2019	650
2020	650
2021	650
Thereafter	3,034
Total	<u>\$ 6,069</u>

**NOTE 4 – LOANS**

Loans generally are funded at a fixed interest rate with a loan term of up to five years. As of September 30, 2017, 62 of the partnership's 76 loans (representing 97% of the aggregate principal of the partnership's loan portfolio) have a term of five years or less from loan inception. The remaining loans have terms longer than five years. Substantially all loans are written without a prepayment penalty clause. As of September 30, 2017, 32 of the loans outstanding (representing 66% of the aggregate principal balance of the partnership's loan portfolio) provide for monthly payments of interest only, with the principal due in full at maturity. The remaining loans require monthly payments of principal and interest, typically calculated on a 30-year amortization, with the remaining principal balance due at maturity.

*Loans unpaid principal balance (principal)*

Secured loan transactions are summarized in the following table for the three and nine months ended September 30, 2017 (\$ in thousands).

	Three Months Ended	Nine Months Ended
Principal, beginning of period	\$ 125,777	\$ 94,851
Loans funded	7,750	50,618
Loans acquired from affiliates	—	1,000
Principal payments received	(1,460)	(14,402)
Principal, end of period	<u>\$ 132,067</u>	<u>\$ 132,067</u>

Three loans with an aggregate principal balance of approximately \$1,113,000 were renewed during the three months ended September 30, 2017, and seven loans with an aggregate principal balance of approximately \$12,730,000 were renewed during the nine months ended September 30, 2017.

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*Loan characteristics*

Secured loans had the characteristics presented in the following table as of September 30, 2017 and December 31, 2016 (\$ in thousands).

	September 30, 2017	December 31, 2016
Number of secured loans	76	75
Secured loans – principal	\$ 132,067	\$ 94,851
Secured loans – lowest interest rate (fixed)	5.0%	5.0%
Secured loans – highest interest rate (fixed)	10.5%	10.5%
Average secured loan – principal	\$ 1,738	\$ 1,265
Average principal as percent of total principal	1.3%	1.3%
Average principal as percent of partners’ capital, net of formation loan	1.2%	0.8%
Average principal as percent of total assets	1.2%	0.8%
Largest secured loan – principal	\$	\$ 14,000
Largest principal as percent of total principal	10.6%	14.8%
Largest principal as percent of partners’ capital, net of formation loan	9.6%	8.7%
Largest principal as percent of total assets	9.6%	8.7%
Smallest secured loan – principal	\$ 45	\$ 48
Smallest principal as percent of total principal	0.1%	0.1%
Smallest principal as percent of partners’ capital, net of formation loan	0.1%	0.1%
Smallest principal as percent of total assets	0.1%	0.1%
Number of counties where security is located (all California)	20	24
Largest percentage of principal in one county	20.5%	23.1%
Number of secured loans with a filed notice of default	2	1
Secured loans in foreclosure – principal	\$ 7,607	\$ 405
Number of secured loans with an interest reserve	—	—
Interest reserves	\$ —	\$ —

As of September 30, 2017, the partnership’s largest loan, in the unpaid principal balance of approximately \$14,000,000 (representing 10.6% of outstanding secured loans and 9.6% of partnership total assets), had an interest rate of 7.25%, was secured by a commercial building in Contra Costa county, and has a maturity of January 1, 2019.

As of September 30, 2017, the partnership had no outstanding construction or rehabilitation loans and no commitments to fund construction, rehabilitation or other loans.

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*Lien position*

At funding, secured loans had the following lien positions and are presented in the following table as of September 30, 2017 and December 31, 2016 (\$ in thousands).

	September 30, 2017			December 31, 2016		
	Loans	Principal	Percent	Loans	Principal	Percent
First trust deeds	49	\$ 106,168	80%	48	\$ 73,712	78%
Second trust deeds	26	22,899	17	26	18,139	19
Third trust deeds	1	3,000	3	1	3,000	3
Total secured loans	76	\$ 132,067	100%	75	\$ 94,851	100%
Liens due other lenders at loan closing		52,107			35,054	
<b>Total debt</b>		<b>\$ 184,174</b>			<b>\$ 129,905</b>	
Appraised property value at loan closing		\$ 345,348			\$ 245,329	
Percent of total debt to appraised values (LTV) at loan closing <sup>(1)</sup>		55.7%			54.0%	

(1) Based on appraised values and liens due other lenders at loan closing. The weighted-average loan-to-value (LTV) computation above does not take into account subsequent increases or decreases in property values following the loan closing, nor does it include decreases or increases of the amount owing on senior liens to other lenders.

*Property type*

Secured loans summarized by property type are presented in the following table as of September 30, 2017 and December 31, 2016 (\$ in thousands).

	September 30, 2017			December 31, 2016		
	Loans	Principal	Percent	Loans	Principal	Percent
Single family <sup>(2)</sup>	45	\$ 49,695	38%	48	\$ 31,773	34%
Multi-family	4	4,589	3	3	1,723	2
Commercial	25	75,808	57	22	59,380	61
Land	2	1,975	2	2	1,975	3
Total secured loans	76	\$ 132,067	100%	75	\$ 94,851	100%

(2) Single family properties include owner-occupied and non-owner occupied 1-4 unit residential buildings, condominium units, townhouses, and condominium complexes. The single family property type as of September 30, 2017 consists of 20 loans with principal of approximately \$13,387,000 that are owner occupied and 25 loans with principal of approximately \$36,308,000 that are non-owner occupied. Single family property type as of December 31, 2016 consists of 21 loans with principal of approximately \$11,177,000 that are owner occupied and 27 loans with principal of approximately \$20,596,000 that are non-owner occupied.



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*Distribution by California counties*

The distribution of secured loans outstanding by the California county in which the primary collateral is located is presented in the following table as of September 30, 2017 and December 31, 2016 (\$ in thousands).

	September 30, 2017		December 31, 2016	
	Unpaid Principal Balance	Percent	Unpaid Principal Balance	Percent
<b>San Francisco Bay Area<sup>(3)</sup></b>				
San Francisco	\$ 25,863	19.6%	\$ 7,204	7.6%
Contra Costa	16,857	12.6	16,863	17.7
San Mateo	15,687	11.9	11,267	11.9
Alameda	11,875	9.0	6,626	7.0
Santa Clara	8,550	6.5	9,938	10.5
Solano	2,875	2.2	1,875	2.0
Marin	1,599	1.2	849	0.9
Napa	949	0.7	956	1.0
	84,255	63.7	55,578	58.6
<b>Other Northern California</b>				
Sacramento	3,300	2.4	2,118	2.2
El Dorado	2,044	1.6	2,044	2.2
Santa Cruz	790	0.6	852	0.9
Amador	758	0.6	770	0.8
Monterey	659	0.5	4,007	4.2
Lake	297	0.2	298	0.3
Mariposa	45	0.1	48	0.1
Calaveras	—	—	151	0.2
San Benito	—	—	94	0.1
	7,893	6.0	10,382	11.0
Total Northern California	92,148	69.7	65,960	69.6
<b>Los Angeles &amp; Coastal</b>				
Los Angeles	27,002	20.5	21,876	23.0
Orange	6,660	5.0	3,765	4.0
San Diego	164	0.1	2,464	2.6
Ventura	—	—	271	0.3
	33,826	25.6	28,376	29.9
<b>Other Southern California</b>				
San Bernardino	5,900	4.5	124	0.1
Riverside	193	0.2	289	0.3
Kern	—	—	102	0.1
	6,093	4.7	515	0.5
Total Southern California	39,919	30.3	28,891	30.4
Total Secured Loans Balance	\$ 132,067	100.0%	\$ 94,851	100.0%

(3) Includes the Silicon Valley

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*Delinquency*

Secured loans summarized by payment delinquency are presented in the following table as of September 30, 2017 and December 31, 2016 (\$ in thousands).

	September 30, 2017		December 31, 2016	
	Loans	Amount	Loans	Amount
Past Due				
30-89 days	—	\$ —	1	\$ 164
90-179 days	2	7,607	1	405
180 or more days	1	378	—	—
Total past due	3	\$ 7,985	2	569
Current	73	124,082	73	94,282
Total secured loan balance	76	\$ 132,067	75	\$ 94,851

Interest income of \$8,334 was accrued on loans contractually past due 90 days or more as to principal and/or interest payments during nine months ended September 30, 2017.

*Modifications, workout agreements and troubled debt restructurings*

At September 30, 2017, the partnership had no modifications, workout agreements, or troubled debt restructurings in effect. At December 31, 2016, the partnership had one workout agreement which qualified as troubled debt restructuring. This loan was paid in full in January 2017.

*Scheduled maturities*

Secured loans are scheduled to mature as presented in the following table (\$ in thousands).

Scheduled maturities, as of September 30, 2017	Loans	Principal	Percent
2017 <sup>(4)</sup>	5	\$ 6,823	5%
2018	24	52,001	39
2019	25	61,644	47
2020	10	7,063	5
2021	7	1,976	2
Thereafter	3	1,729	1
Matured as of September 30, 2017	2	831	1
Total secured loan balance	76	\$ 132,067	100%

(4) Loans maturing in 2017 from October 1 to December 31.

It is the partnership's experience that loans may be repaid or refinanced before, at or after the contractual maturity date. For matured loans, the partnership may continue to accept payments while pursuing collection of amounts owed from borrowers. Therefore, the above tabulation for scheduled maturities is not a forecast of future cash receipts.

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*Matured Loans*

Secured loans past maturity are summarized in the following table as of September 30, 2017 and December 31, 2016 (\$ in thousands).

	September 30, 2017	December 31, 2016
Number of loans	2	—
Principal	\$ 831	\$ —
Advances	—	—
Accrued interest	28	—
Total secured loan balance past maturity	<u>\$ 859</u>	<u>\$ —</u>

At September 30, 2017, there were two loans past maturity. Both loans are designated as impaired and as in non-accrual status.

*Loans in non-accrual status*

Secured loans in non-accrual status are summarized in the following table as of September 30, 2017 and December 31, 2016 (\$ in thousands).

	September 30, 2017	December 31, 2016
Number of loans	3	1
Principal	\$ 770	\$ 230
Advances	385	2
Accrued interest	28	2
Total recorded investment	<u>\$ 1,183</u>	<u>\$ 234</u>
Foregone interest	<u>\$ 10</u>	<u>\$ —</u>

At September 30, 2017, there was one loan with a principal balance of approximately \$7,443,000 that was contractually 90 or more days past due as to principal or interest and not in non-accrual status. At December 31, 2016, there was one loan with a loan balance of approximately \$405,000, that was contractually 90 or more days past due as to principal or interest and not in non-accrual status.

*Loans designated impaired*

Impaired loans had the balances shown and the associated allowance for loan losses presented in the following table as of September 30, 2017 and December 31, 2016 (\$ in thousands).

	September 30, 2017	December 31, 2016
Principal	\$ 770	\$ 230
Recorded investment <sup>(5)</sup>	1,183	234
Impaired loans without allowance	1,183	234
Impaired loans with allowance	—	—
Allowance for loan losses, impaired loans	—	—
Number of Loans	3	1

(5) Recorded investment is the sum of principal, advances, and interest accrued for financial reporting purposes.

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Impaired loans had the average balances and interest income recognized and received in cash as presented in the following table as of, and for, the three months ended September 30, 2017 and the year ended December 31, 2016 (\$ in thousands).

	September 30, 2017	December 31, 2016
Average recorded investment	\$ 708	\$ 509
Interest income recognized	46	27
Interest income received in cash	19	27

*Allowance for loan losses*

At September 30, 2017, and December 31, 2016, the partnership had no allowance for loan losses as all loans had protective equity such that at September 30, 2017, and December 31, 2016, collection was deemed probable for amounts owing.

**NOTE 5 – REAL ESTATE OWNED (REO)**

Transactions and activity, including changes in the net book values, are presented in the following table for the three and nine months ended September 30, 2017 (\$ in thousands).

	For the Three Months Ended	For the Nine Months Ended
Balance, beginning of period	\$ 12,623	\$ 19,782
Acquisitions	—	—
Dispositions	(3,558)	(10,850)
Improvements/betterments	108	241
Balance, end of period	<u>\$ 9,173</u>	<u>\$ 9,173</u>

At September 30, 2017, all properties are designated held for sale.

REO summarized by property classification is presented in the following table (\$ in thousands).

Property classification	September 30, 2017		December 31, 2016	
	Properties	NBV	Properties	NBV
Rental	4	\$ 5,565	5	\$ 16,174
Non-Rental	3	3,608	3	3,608
Total REO, net	<u>7</u>	<u>\$ 9,173</u>	<u>8</u>	<u>\$ 19,782</u>

Rental properties consist of the following four properties at September 30, 2017.

- In Los Angeles County, 13 residential units in a condominium complex
- In San Francisco County, 3 residential units in a condominium complex
- In Contra Costa County, a commercial office property
- In San Francisco County, an interest in a commercial property

Non-Rental properties consist of the following three properties at September 30, 2017.

- In Fresno County, a partially completed home subdivision
- In Marin County, approximately 13 acres zoned for residential development
- In Stanislaus County, approximately 14 acres zoned commercial

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The residential rental properties were substantially vacated by January 31, 2017, as the units are being sold. Residential rental operations are substantially wound down as of September 30, 2017.

Earnings from rental operations are presented in the following table for the three and nine months ended September 30, 2017 and 2016 (\$ in thousands).

	Three Months Ended		Nine Months Ended	
	2017	2016	2017	2016
Rental income	\$ 14	\$ 1,394	\$ 283	\$ 4,175
Operating expenses, rentals				
Administration and payroll	23	160	79	543
Homeowner association fees	30	122	112	352
Professional services	6	36	19	62
Utilities and maintenance	101	310	411	698
Advertising and promotions	—	18	1	27
Property taxes	21	191	100	588
Other	12	24	61	105
Total operating expenses, rentals	193	861	783	2,375
Net operating income	(179)	533	(500)	1,800
Depreciation	—	—	—	—
Receiver fees	—	15	3	17
Rental operations, net	(179)	518	(503)	1,783
Interest on mortgages	—	235	—	737
Rental operation, net of mortgage interest	\$ (179)	\$ 283	\$ (503)	\$ 1,046

Leases on residential properties are one-year lease terms or month to month.

The following transactions closed during the three months ended September 30, 2017:

- Sold 11 of 24 units remaining at the beginning of the period, in a condominium complex in Los Angeles County with a gain of approximately \$246,000.
- Sold 2 of 5 units remaining at the beginning of the period, in a condominium complex in San Francisco County with a gain of approximately \$195,000.

The following transactions closed during the six months ended June 30, 2017:

- Sold 18 of 42 units remaining at the beginning of the period, in a condominium complex in Los Angeles County with a gain of approximately \$342,000.
- Sold 3 of 8 units remaining at the beginning of the period, in a condominium complex in San Francisco County with a gain of approximately \$448,000.
- Sold 3 commercial units and a parking lot in Ventura County for a gain of approximately \$71,000 after taking into account a portion of a previously recorded valuation reserve.

*Mortgages payable*

The partnership had no mortgages payable at September 30, 2017, or December 31, 2016.

**NOTE 6 – FAIR VALUE**

The partnership does not record loans, REO or mortgages payable at fair value on a recurring basis.

The recorded amount of the performing loans (i.e., the loan balance) is deemed to approximate the fair value, as is the loan balance of loans designated impaired for which a specific reserve has not been recorded (i.e., the loan is well collateralized, such that the collection of the amount owed is assured, including foregone interest, if any).

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Certain assets and liabilities are measured at fair value on a non-recurring basis and are listed below.

- Loans designated impaired (i.e., that are collateral dependent with a specific reserve)
- REO for which a valuation reserve has been recorded
- REO acquired through foreclosure during the year

No assets or liabilities were measured at fair value on a non-recurring basis during the nine months ended September 30, 2017.

The following methods and assumptions are used when estimating fair value.

- *Secured loans, performing (i.e. not designated as impaired) (Level 2)* - Each loan is reviewed quarterly for its delinquency, LTV adjusted for the most recent valuation of the underlying collateral, remaining term to maturity, borrower's payment history and other factors. Also considered is the limited resale market for the loans. Most companies or individuals making similar loans as the partnership intend to hold the loans until maturity as the average contractual term of the loans (and the historical experience of the time the loan is outstanding due to pre-payments) is shorter than conventional mortgages. As there are no prepayment penalties to be collected, loan buyers may be hesitant to risk paying above par. Due to these factors, sales of the loans are infrequent, because an active market does not exist. The recorded amount of the performing loans (i.e. the loan balance) is deemed to approximate the fair value, although the intrinsic value of the loans would reflect a premium due to the interest to be received.
- *Secured loans, designated impaired (Level 2)* - Secured loans designated impaired are deemed collateral dependent, and the fair value of the loan is the lesser of the fair value of the collateral or the enforceable amount owing under the note. The fair value of the collateral is determined by exercise of judgment based on management's experience informed by appraisals (by licensed appraisers), brokers' opinion of values and publicly available information on in-market transactions (Level 2 inputs).

The following methods and assumptions are used to determine the fair value of the collateral securing a loan.

*Single family* – Management's preferred method for determining the fair market value of its single-family residential assets is the sale comparison method. Management primarily obtains sale comps via its subscription to the RealQuest service, but also uses free online services such as Zillow.com and other available resources to supplement this data. Sale comps are reviewed for similarity to the subject property, examining features such as proximity to subject, number of bedrooms and bathrooms, square footage, sale date, condition and year built.

If applicable sale comps are not available or deemed unreliable, management will seek additional information in the form of brokers' opinions of value or appraisals.

*Multi-family residential* – Management's preferred method for determining the aggregate retail value of its multifamily units is the sale comparison method. Sale comps are reviewed for similarity to the subject property, examining features such as proximity to subject, rental income, number of units, composition of units by the number of bedrooms and bathrooms, square footage, condition, amenities and year built.

Management's secondary method for valuing its multifamily assets as income-producing rental operations is the direct capitalization method. In order to determine market cap rates for properties of the same class and location as the subject, management refers to published data from reliable third-party sources such as the CBRE Cap Rate Survey. Management applies the appropriate cap rate to the subject's most recent available annual net operating income to determine the property's value as an income-producing project. When adequate sale comps are not available or reliable net operating income information is not available or the project is under development or is under-performing to market, management will seek additional information and analysis to determine the cost to improve and the intrinsic fair value and/or management will seek additional information in the form of brokers' opinion of value or appraisals.

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*Commercial buildings* – Where commercial rental income information is available, management’s preferred method for determining the fair value of its commercial real estate assets is the direct capitalization method. In order to determine market cap rates for properties of the same class and location as the subject, management refers to reputable third-party sources such as the CBRE Cap Rate Survey. Management then applies the appropriate cap rate to the subject’s most recent available annual net operating income to determine the property’s value as an income-producing commercial rental project. When adequate sale comps are not available or reliable net operating income information is not available or the project is under development or is under-performing to market, management will seek additional information and analysis to determine the cost to improve and the intrinsic fair value and/or management will seek additional information in the form of brokers’ opinion of value or appraisals.

Management supplements the direct capitalization method with additional information in the form of a sale comparison analysis (where adequate sale comps are available), brokers’ opinion of value, or appraisal.

*Commercial land* – Commercial land has many variations/uses, thus requiring management to employ a variety of methods depending upon the unique characteristics of the subject land. Management may rely on information in the form of a sale comparison analysis (where adequate sale comps are available), brokers’ opinion of value, or appraisal.

- Unsecured loans (Level 3). Unsecured loans are valued at their principal less any discount or loss reserves established by management after taking into account the borrower’s creditworthiness and ability to repay the loan.
- Mortgages payable (Level 2). When the partnership had mortgages payable in 2016 and 2015, the interest rates were deemed to be at market rates for the type and location of the securing property, the length of the mortgage, and the other terms and conditions are deemed to be customary.

**NOTE 7 – COMMITMENTS AND CONTINGENCIES, OTHER THAN LOAN AND REO COMMITMENTS**

*Commitments*

The partnership’s only commitment is to fund scheduled capital account withdrawal requests at September 30, 2017 as presented in the following table (\$ in thousands).

2017	\$	5,853
2018		19,487
2019		14,154
2020		7,291
2021		3,865
Thereafter		1,061
Total	\$	<u>51,711</u>

**REDWOOD MORTGAGE INVESTORS VIII,  
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*Legal proceedings*

In the normal course of its business, the partnership may become involved in legal proceedings (such as assignment of rents, bankruptcy proceedings, appointment of receivers, unlawful detainers, judicial foreclosure, etc.) to collect the debt owed under the promissory notes, to enforce the provisions of the deeds of trust, to protect its interest in the real property subject to the deeds of trust and to resolve disputes with borrowers, lenders, lien holders and mechanics. None of these actions, in and of themselves, typically would be of any material financial impact to the net income or balance sheet of the partnership. As of the date hereof, the partnership is not involved in any legal proceedings other than those that would be considered part of the normal course of business.

**NOTE 8 – SUBSEQUENT EVENTS**

None.



## **ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

The following discussion and analysis should be read in conjunction with the unaudited financial statements and notes thereto, which are included in Item 1 of this report on Form 10-Q, as well as the audited financial statements and the notes thereto, and "Management's Discussion and Analysis of Financial Condition and Results of Operations" included in the partnership's Annual Report on Form 10-K for the year ended December 31, 2016, filed with the U.S. Securities and Exchange Commission. The results of operations for the three and nine month periods ended September 30, 2017 are not necessarily indicative of the results to be expected for the full year.

### **Forward-Looking Statements**

Certain statements in this Report on Form 10-Q which are not historical facts may be considered forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements regarding the partnership's expectations, hopes, intentions, beliefs and strategies regarding the future. Forward-looking statements, which are based on various assumptions (some of which are beyond our control), may be identified by reference to a future period or periods or by use of forward-looking terminology, such as "may," "will," "believe," "expect," "anticipate," "continue," "possible" or similar terms or variations on those terms or the negative of those terms. Forward-looking statements include statements regarding trends in the California real estate market, future interest rates and economic conditions and their effect on the partnership and its assets, estimates as to the allowance for loan losses, estimates of future redemptions of units, future funding of loans by the partnership, and beliefs relating to how the partnership will be affected by current economic conditions and trends in the financial and credit markets. Actual results may be materially different from what is projected by such forward-looking statements. Factors that might cause such a difference include, but are not limited to, the following:

- changes in economic conditions, interest rates, and/or changes in California real estate markets,
- the impact of competition and competitive pricing for mortgage loans,
- our ability to grow our mortgage lending business,
- the general partners' ability to make and arrange for loans that fit our investment criteria,
- the concentration of credit risks to which we are exposed,
- increases in payment delinquencies and defaults on our mortgage loans, and
- changes in government regulation and legislative actions affecting our business.

All forward-looking statements and reasons why results may differ included in this Form 10-Q are made as of the date hereof, and we assume no obligation to update any such forward-looking statement or reason why actual results may differ.

### **Overview**

Redwood Mortgage Investors VIII, a California Limited Partnership (we, RMI VIII or the partnership), was formed in 1993 to engage in business as a mortgage lender and investor by making and holding-for-investment loans secured by California real estate, primarily through first and second deeds of trust. The partnership is externally managed. The general partners are Redwood Mortgage Corp. (RMC) and Michael R. Burwell (Burwell), an individual.

See Note 1 (Organization and General) to the financial statements included in Part I, Item 1 of this report on Form 10-Q for additional detail on the organization and operations of RMI VIII which detail is incorporated by this reference into this Item 2. For a detailed presentation of the partnership activities for which the general partners and related parties are compensated and related transactions, including the formation loan to RMC, See Note 1 (Organization and General) and Note 3 (General Partners and Other Related Parties) to the financial statements included in Part I, Item 1 of this report which presentation is incorporated by this reference into this Item 2.

### **Critical Accounting Policies**

See Note 2 (Summary of Significant Accounting Policies) to the financial statements included in Part I, Item 1 of this report for a detailed presentation of critical accounting policies, which presentation is incorporated by this reference into this Item 2.

## Results of Operations

### *General economic conditions- California*

Our mortgage loans are secured by California real estate, and the value of the real estate securing our loans can vary with changes in the economic activity and employment conditions in California. Wells Fargo's Economics Group periodically provides timely, relevant information and analysis in its commentary and reports. Highlights from recently issued reports from Wells Fargo Securities Economic Group are presented below.

In the publication dated October 20, 2017 by the Economics Group of Wells Fargo Securities the headline read:

“California Employment Conditions: September 2017 | California Gains 52,200 Jobs in September”

“Hiring rebounded across much of California in September. Nonfarm payrolls rose by 52,200 and the prior month's job drop was not as large as first reported, and now shows just a 7,700-job loss. California added an average of 43,000 jobs a month in the third quarter, which marks a bit of a pickup from the prior 7 quarters. On a year-to-year basis, California added 268,800 jobs, which marks a 1.6 percent increase on a three-month moving average basis. The Golden State's job growth continues to outpace the nation as a whole, which saw employment climb 1.2 percent.

Construction continues to see the strongest growth on a percentage basis, while education and healthcare added the most net new positions over the year. Hiring in professional and technical services has clearly lost momentum over the past year. The sector includes much of California's tech sector and is essentially flat with its year-ago level on a three-month moving average basis. The slowdown is perplexing, as demand for high tech products and services appears to be increasing and other tech employment categories, such as information services, continue to grow fairly solidly. While we acknowledge that some tech firms have tightened their belts, we believe the extent of the slowing has been exaggerated and expect to see professional and tech services employment revised up when the benchmark revisions are published early next year. Most of the slowing has been since March, which is the last month that we had hard data from the Quarterly Census of Employment and Wages (QCEW).”

*Key performance indicators*

Key performance indicators are presented in the following table at and for the nine months ended September 30, 2017, 2016, and 2015 (\$ in thousands).

	2017	2016	2015
Secured loans – average daily balance	\$ 110,987	79,446	71,258
Secured loans – end-of-period	\$ 132,067	83,385	46,721
Interest on loans	\$ 6,806	5,322	3,982
Portfolio interest rate <sup>(1)</sup>	8.1%	8.3%	7.5%
Effective yield rate <sup>(2)</sup>	8.2%	8.9%	7.5%
Provision for (recovery of) loan losses	\$ (25)	(25)	964
Percent <sup>(2)</sup>	0.0%	0.0%	1.8%
<b>Real estate owned (REO)</b>			
REO – end of period	\$ 9,173	76,200	102,511
Mortgages payable – end-of-period	\$ —	27,089	27,654
Rental operations, net	\$ (503)	1,783	3,575
Interest on mortgages payable	\$ —	737	1,413
Rental operations, net after mortgage interest	\$ (503)	1,046	2,162
Realized gains on REO sales	\$ 1,302	1,159	3,863
Operations expense	\$ 4,060	3,818	3,682
Net Income	\$ 3,574	4,308	5,992
Percent <sup>(3)(4)</sup>	2.9%	3.2%	4.1%
Partner Distributions	\$ 2,104	1,954	1,755
Percent (annual rate) <sup>(5)</sup>	3.0%	2.5%	2.5%
Limited Partners' capital – average balance	\$ 160,320	180,394	193,309
Limited Partners' capital – end-of-period	\$ 152,914	173,447	189,233
Partner Liquidations <sup>(6)</sup>	\$ 16,399	16,359	11,434

(1) Stated note interest rate, weighted daily average (annualized)

(2) Percent of secured loans – average daily balance (annualized)

(3) Percent of limited partners' capital – average balance (annualized)

(4) Percent based on the net income available to limited partners (excluding 1% of profits and losses allocated to general partners)

(5) Percent distributed from limited partners' capital accounts for partners electing periodic distributions.

(6) Scheduled liquidations as of September 30, 2017 were approximately \$51,711,000. Additional detail regarding limited partner capital withdrawals is available under the caption "Cash flows and Liquidity" in this Management Discussion and Analysis.

Key performance indicators are presented in the following table at and for the three months ended September 30, 2017, 2016, and 2015 (\$ in thousands).

	2017	2016	2015
Secured loans – average daily balance	\$ 129,370	90,980	61,840
Secured loans – end-of-period	\$ 132,067	83,385	46,721
Interest on loans	\$ 2,618	2,235	1,099
Portfolio interest rate <sup>(1)</sup>	8.1%	8.2%	8.0%
Effective yield rate <sup>(2)</sup>	8.1%	9.8%	7.1%
Provision for (recovery of) loan losses	\$ —	—	564
Percent <sup>(2)</sup>	0.0%	0.0%	3.6%
<b>Real estate owned (REO)</b>			
REO – end of period	\$ 9,173	76,200	102,511
Mortgages payable – end-of-period	\$ —	27,089	27,654
Rental operations, net	\$ (179)	518	1,173
Interest on mortgages payable	\$ —	235	641
Rental operations, net after mortgage interest	\$ (179)	283	532
Realized gains on REO sales	\$ 441	375	1,871
Operations expense	\$ 1,339	1,198	1,150
Net Income	\$ 1,545	1,711	1,908
Percent <sup>(3)(4)</sup>	3.9%	3.9%	4.0%
Partner Distributions	\$ 699	632	613
Percent (annual rate) <sup>(5)</sup>	3.0%	2.5%	2.5%
Limited Partners' capital – average balance	\$ 155,390	175,735	190,984
Limited Partners' capital – end-of-period	\$ 152,914	173,447	189,233
Partner Liquidations <sup>(6)</sup>	\$ 5,782	5,638	4,778

(1) Stated note interest rate, weighted daily average (annualized)

(2) Percent of secured loans – average daily balance (annualized)

(3) Percent of limited partners' capital – average balance (annualized)

(4) Percent based on the net income available to limited partners (excluding 1% of profits and losses allocated to general partners)

(5) Percent distributed from limited partners' capital accounts for partners electing periodic distributions.

(6) Scheduled liquidations as of September 30, 2017 were approximately \$51,711,000. Additional detail regarding limited partner capital withdrawals is available under the caption "Cash flows and Liquidity" in this Management Discussion and Analysis.

### *Secured loans*

The September 30, 2017 end-of-period secured loan balance was approximately \$132.1 million, up 58.4% (\$48.7 million) compared to the September 30, 2016 end-of-period secured loan balance of approximately \$83.4 million, which was up 78.5% (\$36.7 million) compared to the September 30, 2015 end-of-period secured loan balance of approximately \$46.7 million. The overall increased balance of the secured loan portfolio is due to the 1) favorable economic environment generally and to the increased investment in California real estate markets specifically, and 2) the proceeds from the sale of REO properties being reinvested, both of which expands the opportunity for new loans.

Loans generally are funded at a fixed interest rate with a loan term of up to five years. Loans acquired are generally done so within the first six months of origination, and purchased at the current par value, which approximates fair value. As of September 30, 2017, 62 (82%) of the partnership's 76 loans (representing 97% of the aggregate principal of the partnership's loan portfolio) had a loan term of five years or less from inception. The remaining loans have terms longer than five years. Substantially all loans are written without a prepayment-penalty clause. As of September 30, 2017, 32 (42%) of the loans outstanding (representing 66% of the aggregate principal of the partnership's loan portfolio) provide for monthly payments of interest only, with the principal due in full at maturity. The remaining loans require monthly payments of principal and interest, typically calculated on a 30 year amortization, with the remaining principal balance due at maturity.

We have sought to exercise strong discipline in underwriting loan applications and lending against collateral at amounts that create a mortgage portfolio that has substantial protective equity as indicated by the overall conservative weighted-average loan-to-value ratio (LTV) which at September 30, 2017 was 55.7%. Thus, per the appraisal-based valuations at the time of loan inception, borrowers have, in the aggregate, equity of 44.3% in the property, and we as lenders have loaned in the aggregate 55.7% (including other senior liens on the property) against the properties we hold as collateral for the repayment of our loans.

See Note 4 (Loans) to the financial statements included in Part I, Item 1 of this report for detailed presentations on the secured loan portfolio and on the allowance for loan losses, which presentations are incorporated by this reference into this Item 2.

### *Performance overview*

For the three and nine months ended September 30, 2017, net income available to limited partners as a percent of Limited Partners' capital – average daily balance was 3.9% and 2.9% (annualized), respectively. Distributions to those limited partners electing periodic distributions was 3.0% (annualized).

For the nine months ended September 30, 2017, continuing improvement in interest on loans (\$6.8 million in 2017, \$5.3 million in 2016, and \$4.0 million in 2015) is reflective of the growth in the portfolio of performing loans.

Net income for the nine months ended September 30, 2017 was approximately \$3,574,000 a decrease of approximately \$734,000 (17.0%) compared to the same period in 2016 due to the decrease in REO income as the REO portfolio is liquidated, and proceeds reinvested in loans. Total operations expense as a percent of interest income on loans was 59.7% and 71.7% for the nine months ended September 30, 2017 and 2016, respectively.

REO income decreased approximately \$1,962,000 (71.7%) for the nine months ended September 30, 2017 compared to the same period in 2016, due primarily to the sale of certain REO properties and the overall reduction in the REO portfolio. As the REO portfolio continues to sell in a favorable real estate market, and the proceeds are reinvested in performing loans, REO income is expected to decline with offsetting increases to interest income. REO income includes earnings from rental operations, net of mortgage interest, holding costs of non-rental properties and gains or losses on the sale of REO.

*Analysis and discussion of income from operations 2017 v. 2016 (nine months ended)*

Significant changes to revenue and expense for the nine month period ended September 30, 2017 compared to the same period in 2016 are summarized in the following table (\$ in thousands).

	Interest on Loans	Provision for (Recovery of) Loan Losses	Operations Expense	REO, net			Net Income
				Rental, Net After Interest	Realized Gains on REO Sales	Holding Costs, Net	
<u>For the Nine Months Ended September 30,</u>							
2017	\$ 6,806	\$ (25)	\$ 4,060	\$ (503)	\$ 1,302	\$ (23)	\$ 3,574
2016	5,322	(25)	3,818	1,046	1,159	533	4,308
Change	<u>\$ 1,484</u>	<u>\$ —</u>	<u>\$ 242</u>	<u>\$ (1,549)</u>	<u>\$ 143</u>	<u>\$ (556)</u>	<u>\$ (734)</u>
<u>Explanation</u>							
Loan balance increase (decrease)	1,813	—	355	—	—	—	1,458
Effective yield rate	(329)	—	—	—	—	—	(329)
REO sales	—	—	—	(1,549)	143	(556)	(1,962)
Professional services	—	—	(99)	—	—	—	99
Other	—	—	(14)	—	—	—	—
Change	<u>\$ 1,484</u>	<u>\$ —</u>	<u>\$ 242</u>	<u>\$ (1,549)</u>	<u>\$ 143</u>	<u>\$ (556)</u>	<u>\$ (734)</u>

The tables above displays only significant changes to net income for the period and is not intended to cross foot.

*Interest on loans*

Interest income increased approximately \$1,484,000 for the nine month period ended September 30, 2017 compared to the same period in 2016 due to growth of the secured loan portfolio and the portfolio's strong payment history. The secured loans- average daily balance increased approximately \$31.5 million, or approximately 39.7%.

*Provision for (recovery of) loan losses/allowance for loan losses*

At September 30, 2017, the partnership had no allowance for loan losses as all loans had protective equity such that at September 30, 2017, collection was deemed probable for amounts owing.

*Operations expense*

Significant changes to operations expense for the nine month period ended September 30, 2017 compared to the same period in 2016 are summarized in the following table (\$ in thousands).

	Mortgage Servicing Fees	Asset Management Fees	Costs From RMC	Professional Services	Other	Total
	<u>For the Nine Months Ended September 30,</u>					
2017	\$ 1,230	\$ 459	\$ 1,518	\$ 838	\$ 15	\$ 4,060
2016	875	515	1,443	985	—	3,818
Change	<u>\$ 355</u>	<u>\$ (56)</u>	<u>\$ 75</u>	<u>\$ (147)</u>	<u>\$ 15</u>	<u>\$ 242</u>
<u>Explanation</u>						
Loan balance increase (decrease)	355	—	—	—	—	355
Professional services rendered	—	—	48	(147)	—	(99)
Capital balance decrease	—	(56)	(3)	—	—	(59)
Other	—	—	30	—	15	45
Change	<u>\$ 355</u>	<u>\$ (56)</u>	<u>\$ 75</u>	<u>\$ (147)</u>	<u>\$ 15</u>	<u>\$ 242</u>

• *Mortgage servicing fees*

The increase in mortgage servicing fees of approximately \$355,000 for the nine month period ending September 30, 2017 over the same period in 2016 is due to the increase in the average secured loan balance. Fees are charged at the annual rate of 1.5%.

- *Asset management fees*

The decrease in asset management fees of approximately \$56,000 was due to the reduction in the total capital under management. Limited partners' capital at September 30, 2017 and 2016, was approximately \$152.9 million and \$173.4 million, respectively.

- *Costs from RMC*

The increase in costs from RMC of \$75,000 was due to increased operating expenses, particularly compliance costs, incurred by RMC.

- *Professional services*

Professional services, including audit & tax fees, decreased approximately \$147,000 due primarily to audit, tax, and accounting fees relating to real estate transactions, tax compliance, LLC returns and dissolutions, and financial reporting.

*REO – rental operations, net after mortgage interest*

At September 30, 2017, all rental properties were designated held for sale, and accordingly were not depreciated. At September 30, 2017, there were 4 rental properties comprised of 2 residential and 2 commercial properties. The residential rental properties were substantially vacated by January 31, 2017 as the units are being sold, and rental operations are being wound down. Substantially all residential properties are expected to be sold as of December 31, 2017.

*REO – end-of-period balance, mortgages payable and realized gains/(losses) on REO sales and valuation adjustments*

At September 30, 2017, the partnership held 7 REO properties, all of which were designated held for sale. At September 30, 2016 and 2015, total REO properties held were 10 and 14, respectively.

The September 30, 2017, REO balance, end of period, was approximately \$9.2 million, down 88.0% (\$67.0 million) compared to the September 30, 2016 balance of approximately \$76.2 million, which was down 25.6% (\$26.3 million) compared to the September 30, 2015 balance of approximately \$102.5 million. At September 30, 2017, approximately 42.2% (\$3.9 million) of total REO consisted of one property located in Glendale, California.

See Note 5 (Real Estate Owned (REO)) to the financial statements included in Part I, Item 1 of this report for detailed presentations of REO sales transactions, rental activity, and additional information regarding REO activity during the period.

*Analysis and discussion of income from operations 2017 v. 2016 (three months ended)*

Significant changes to revenue and expense for the three month period ended September 30, 2017 compared to the same period in 2016 are summarized in the following table (\$ in thousands).

	Interest on Loans	Provision for (Recovery of) Loan Losses	Operations Expense	REO, net			
				Rental, Net After Interest	Realized Gains on REO Sales	Holding Costs, Net	Net Income
<b>For the Three Months Ended September 30,</b>							
2017	\$ 2,618	\$ —	\$ 1,339	\$ (179)	\$ 441	\$ (8)	\$ 1,545
2016	2,235	—	1,198	283	375	(18)	1,711
Change	<u>\$ 383</u>	<u>\$ —</u>	<u>\$ 141</u>	<u>\$ (462)</u>	<u>\$ 66</u>	<u>\$ 10</u>	<u>\$ (166)</u>
<b>Explanation</b>							
Loan balance increase (decrease)	658	—	135	—	—	—	523
Effective yield rate	(275)	—	—	—	—	—	(275)
REO sales	—	—	—	(462)	66	10	(386)
Professional services	—	—	19	—	—	—	(19)
Other	—	—	(13)	—	—	—	(9)
Change	<u>\$ 383</u>	<u>\$ —</u>	<u>\$ 141</u>	<u>\$ (462)</u>	<u>\$ 66</u>	<u>\$ 10</u>	<u>\$ (166)</u>

The tables above displays only significant changes to net income for the period and is not intended to cross foot.

### *Interest on loans*

Interest income increased approximately \$383,000 for the three month period ending September 30, 2017 compared to the same period in 2016, due to growth of the secured loan portfolio and the portfolio's strong payment history. The secured loans- average daily balance increased approximately \$38.4 million, or approximately 42.2%.

### *Provision for (recovery of) loan losses/allowance for loan losses*

At September 30, 2017, the partnership had no allowance for loan losses as all loans had protective equity such that at September 30, 2017, collection was deemed probable for amounts owing.

### *Operations expense*

Significant changes to operations expense for the three month period ended September 30, 2017 compared to the same period in 2016 are summarized in the following table (\$ in thousands).

	<b>Mortgage Servicing Fees</b>	<b>Asset Management Fees</b>	<b>Costs From RMC</b>	<b>Professional Services</b>	<b>Other</b>	<b>Total</b>
<b>For the Three Months Ended September 30,</b>						
2017	\$ 483	\$ 148	\$ 516	\$ 198	\$ (6)	\$ 1,339
2016	348	167	468	227	(12)	1,198
Change	<u>\$ 135</u>	<u>\$ (19)</u>	<u>\$ 48</u>	<u>\$ (29)</u>	<u>\$ 6</u>	<u>\$ 141</u>
<b>Explanation</b>						
Loan balance increase (decrease)	135	—	—	—	—	135
Professional services rendered	—	—	48	(29)	—	19
Capital balance decrease	—	(19)	—	—	—	(19)
Other	—	—	—	—	6	6
Change	<u>\$ 135</u>	<u>\$ (19)</u>	<u>\$ 48</u>	<u>\$ (29)</u>	<u>\$ 6</u>	<u>\$ 141</u>

#### • *Mortgage servicing fees*

The increase in mortgage servicing fees of approximately \$135,000 for the three month period ending September 30, 2017 over the same period in 2016, is due to the increase in the average secured loan balance. Fees are charged at the annual rate of 1.5%.

#### • *Asset management fees*

The decrease in asset management fees of approximately \$19,000 was due to the reduction in the total capital under management. Limited partners' capital at September 30, 2017 and 2016, was approximately \$152.9 million and \$173.4 million, respectively.

#### • *Costs from RMC*

The increase in costs from RMC of \$48,000 was due to increased operating expenses, particularly compliance costs, incurred by RMC.

#### • *Professional services*

Professional services, including audit & tax fees, decreased approximately \$29,000 due primarily to audit, tax, and accounting fees relating to real estate transactions, tax compliance, LLC returns and dissolutions, and financial reporting.

### *REO – rental operations, net after mortgage interest*

At September 30, 2017, all rental properties were designated held for sale, and accordingly were not depreciated. At September 30, 2017, there were 4 rental properties comprised of 2 residential and 2 commercial properties. The residential rental properties were substantially vacated by January 31, 2017 as the units are being sold, and rental operations are being wound down. Substantially all residential units are expected to be sold as of December 31, 2017.



*REO – end-of-period balance, mortgages payable and realized gains/(losses) on REO sales and valuation adjustments*

At September 30, 2017, the partnership held 7 REO properties, all of which were designated held for sale. At September 30, 2016 and 2015, total REO properties held were 10 and 14, respectively.

The September 30, 2017, REO balance, end of period, was approximately \$9.2 million, down 88.0% (\$67.0 million) compared to the September 30, 2016 balance of approximately \$76.2 million, which was down 25.6% (\$26.3 million) compared to the September 30, 2015 balance of approximately \$102.5 million. At September 30, 2017, approximately 42.2% (\$3.9 million) of total REO consisted of one property located in Glendale, California.

See Note 5 (Real Estate Owned (REO)) to the financial statements included in Part I, Item 1 of this report for detailed presentations of REO sales transactions, rental activity, and additional information regarding REO activity during the period.

**Cash flows and liquidity**

Cash flows by business activity are presented in the following table (\$ in thousands).

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
<b>Partners' capital</b>				
Distributions	\$ (699)	\$ (632)	\$ (2,104)	\$ (1,954)
Formation loan, net of early withdrawal fees	87	111	215	315
Liquidations	(5,782)	(5,638)	(16,399)	(16,359)
Cash used in partners' capital	(6,394)	(6,159)	(18,288)	(17,998)
<b>Loan earnings and payments</b>				
Interest	2,338	2,413	6,273	5,049
Other loan income	13	36	27	53
Operations expense	(1,186)	(1,134)	(4,060)	(3,749)
Principal payments and recoveries	1,465	21,629	14,418	38,296
Total cash from loan earnings	2,630	22,944	16,658	39,649
<b>Loans originated, net</b>				
Loans originated, net	(7,750)	(14,475)	(50,618)	(59,245)
Loans acquired from affiliates	—	—	(1,000)	—
Advances on loans	(375)	(38)	(377)	(49)
Total cash from loan production	(8,125)	(14,513)	(51,995)	(59,294)
Cash from loan earnings and production	(5,495)	8,431	(35,337)	(19,645)
<b>REO operations, sales and development</b>				
Rental operations, net	(148)	(241)	(520)	775
Holding costs	(9)	(18)	(24)	533
Other assets	(108)	—	(241)	3,411
Proceeds from real estate sales	3,998	5,315	12,222	10,515
Cash from REO operations, sales and development	3,733	5,056	11,437	15,234
<b>Outside financing</b>				
Interest expense	—	(218)	—	(684)
Principal, net	—	(139)	—	(1,346)
Cash from outside financing	—	(357)	—	(2,030)
Net cash increase/(decrease) before distributions to limited partners	(1,762)	13,130	(23,900)	(6,441)
Net increase/(decrease) in cash	\$ (8,156)	\$ 6,971	\$ (42,188)	\$ (24,439)
Cash, end of period	\$ 3,135	\$ 32,234	\$ 3,135	\$ 32,234

### *Withdrawals of limited partner capital*

The table below sets forth withdrawals of limited partner capital (\$ in thousands).

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2017	2016	2017	2016
Capital liquidations-without penalty	\$ 4,695	\$ 4,258	\$ 13,722	\$ 12,426
Capital liquidations-subject to penalty	1,087	1,380	2,677	3,933
Total	<u>\$ 5,782</u>	<u>\$ 5,638</u>	<u>\$ 16,399</u>	<u>\$ 16,359</u>

Scheduled limited partner capital withdrawals at September 30, 2017 are presented in the following table (\$ in thousands).

2017	\$ 5,853
2018	19,487
2019	14,154
2020	7,291
2021	3,865
Thereafter	1,061
Total	<u>\$ 51,711</u>

The ongoing sources of funds for loans are the proceeds (net of withdrawals from partner capital accounts) from

- loan payoffs,
- borrowers' monthly principal and interest payments,
- earnings retained (i.e. not distributed) in partners' capital accounts,
- REO sales, and,
- to a lesser degree and, if obtained, a line of credit.

The partnership's loans generally have shorter maturity terms than typical mortgages. As a result, constraints on the ability of our borrowers to refinance their loans at maturity possibly would have a negative impact on their ability to repay their loans. In the event that a loan is performing, and collection is deemed probable at maturity, we may elect to extend the loans maturity. In the event a borrower is unable to repay in full the principal owing on the loan maturity, we may elect to modify the loan payment terms and designate the loan as impaired, or we may elect to foreclose and take back the property for sale. A reduction in loan repayments would reduce the partnership's cash flows and restrict the partnership's ability to invest in new loans and/or, if ongoing for an extended period, provide earnings distributions and fund capital account withdrawal requests.

Generally, within a broad range, the partnership's rates on mortgage loans is not affected by market movements in interest rates. If, as expected, we continue to make and invest in fixed rate loans primarily, and interest rates were to rise, a possible result would be lower prepayments of the partnership's loans. This increase in the duration of time loans are on the books may reduce overall liquidity, which itself may reduce the partnership's investment into new loans at higher interest rates. Conversely, if interest rates were to decline, we could see a significant increase in borrower prepayments. If we then invest in new loans at lower interest rates of interest, a lower yield to limited partners may possibly result.

### *Contractual Obligations*

The partnership's only contractual obligation is to fund capital account withdrawal requests, subject to cash available per the terms of the partnership agreement. See Note 3 (General Partners and Other Related Parties) and Note 7 (Commitments and Contingencies, Other Than Loan and REO Commitments) to the financial statements included in Part I, Item 1 of this report for a detailed presentation on mortgage notes payable, which presentation is incorporated by this reference into this Item 2.

At September 30, 2017, the partnership had no construction or rehabilitation loans outstanding.

We had no off-balance sheet arrangements as such arrangements are not permitted by the partnership agreement.

### *Distributions to limited partners*

At the time of their subscription to the partnership, limited partners elected either to receive monthly, quarterly or annual cash distributions from the partnership, or to compound profits in their capital account. If an investor initially elected to receive monthly, quarterly or annual distributions, such election, once made, is irrevocable. If the investor initially elected to compound profits in their capital account, in lieu of cash distributions, the investor may, after three (3) years, change the election and receive monthly, quarterly or annual cash distributions. Profits allocable to limited partners who elect to compound profits in their capital account will be retained by the partnership for making further loans or for other proper partnership purposes and such amounts will be added to such limited partners' capital accounts. The percentage of limited partners electing distribution of allocated net income, by weighted average to total partners' capital was 59% and 58% at September 30, 2017 and 2016, respectively.

### **ITEM 3. Quantitative and Qualitative Disclosures About Market Risk (Not included as smaller reporting company)**

### **ITEM 4. CONTROLS AND PROCEDURES**

#### **Evaluation of Controls and Procedures Over Financial Reporting**

The partnership is externally managed by RMC. The manager is solely responsible for managing the business and affairs of the partnership, subject to the voting rights of the members on specified matters. The manager acting alone has the power and authority to act for and bind the partnership. RMC provides the personnel and services necessary for us to conduct our business, as we have no employees of our own.

As a California limited partnership, we do not have a board of directors, nor, therefore, do we have an audit committee of the board of directors. Thus, there is no independent oversight of the partnership's financial reporting process. The manager, however, provides the equivalent functions of a board of directors and of an audit committee for, among other things, the following purposes: appointment, compensation, review and oversight of the work of our independent public accountants, and establishing and maintaining internal controls over our financial reporting.

RMC has enhanced organizational effectiveness and oversight of its financial reporting and disclosure controls and procedures by engaging external (i.e. independent) legal and accounting firms with the appropriate financial, securities and/or regulatory expertise and experience to assist the Board of Directors and management in meeting their oversight and performance duties. These firms include the San Francisco office of an international law firm for SEC filings matters and a second law firm recognized as expert in FINRA and state-securities law and regulation for securities and corporate governance matters; two CPA firms headquartered in California for assistance with implementation of the MS Dynamics software and the completion of the 2017 COSO-2013 evaluation and testing; one of the CPA firms for federal and California tax compliance; and a national advisory firm for assistance in the determination of the fair value of partnership unit values and the fair values of the assets and liabilities held by RMC's affiliated mortgage funds.

RMC, as the manager, carried out an evaluation, with the participation of RMC's President (acting as principal executive officer/principal financial officer) of the effectiveness of the design and operation of the manager's controls and procedures over financial reporting and disclosure (as defined in Rule 13a-15 of the Securities Exchange Act of 1934) as of the end of the period covered by this report. Based upon that evaluation, RMC's principal executive officer/principal financial officer concluded that the manager's controls and procedures over financial reporting disclosure were properly designed and effective as of September 30, 2017. The evaluations as of December 31 2016, and as of March 31 and June 30, 2017 had resulted in the conclusion that as of the filings of the 2016 Annual Report on Form 10-K and the 2017 interim, quarterly filings on Form 10-Q dated March 31 and June 30 that the disclosure controls were not effective as a result of then existing material weaknesses in internal control over financial reporting.

The conclusion by the management of RMC as of December 31, 2016, did not preclude the partnership's independent auditors from issuing an unqualified opinion on the 2016 financial statements included in the 2016 Annual Report on Form 10-K.

#### *Changes to Internal Control Over Financial Reporting*

Beginning in 2014 and ongoing, RMC's management undertook a technology upgrade initiative. The objective of this program was to implement available, advanced -and proven - technologies to enable digital imaging and storage; concurrent, shared and remote processing; and more robust data management. These efforts culminated in the successful installation of and conversion to the Microsoft Dynamics general ledger and financial management software at the close of business on December 31, 2016. MS Dynamics general ledger software became the system of record on January 1, 2017.

Beginning in 2015, the manager enhanced its organizational effectiveness and oversight of its controls and procedures over financial reporting and disclosure processes by engaging external (i.e. independent) legal and accounting firms with the appropriate financial, securities and/or regulatory expertise and experience to assist the Board of Directors and management in meeting their oversight and performance duties. These firms include the San Francisco office of an international law firm for SEC filings matters and a second law firm recognized as expert in FINRA and state-securities law and regulation for securities and corporate governance matters; two CPA firms headquartered in California for assistance with implementation of the MS Dynamics software and completion of the 2017 COSO-2013 evaluation and testing; one of the CPA firms also for federal and California tax compliance; and a national advisory firm for assistance in the determination of the fair value of partnership unit values and the fair values of the assets and liabilities held by RMC's affiliated mortgage funds.

The broad scope of the system and organization changes necessitated a comprehensive re-evaluation of the internal controls for 2017 using the COSO 2013 framework. The following summarizes the status and conclusions to September 30, 2017. As noted above, a California- headquartered CPA firm has been assisting in the documentation and the testing of the entity-level and the significant process level controls for internal control over financial reporting. The firm is an experienced, subject-matter expert in both the implementation of the control and processing of the MS Dynamics software and in the required internal control analysis and testing required by SEC regulation, particularly as to the COSO 2013 framework, including applicable and appropriate consideration of the COBIT guidance.

- The analysis and testing of the application controls of the installed MS Dynamics software and the IT general controls were completed in the third quarter of 2017. Management concluded that the IT controls surrounding MS Dynamics software and the IT general control environment are designed properly and operating effectively.
- The documentation and analysis of the entity-level and significant process level controls for internal control over financial reporting and disclosure was completed in the third quarter of 2017.
- Certain key entity-level controls have been identified and testing began with the quarter-ended June 30, 2017, and is ongoing.
- Based upon the conclusions reached as to the evaluations of the IT process and general controls and of the entity-level and significant process-level controls, the manager concluded that its internal controls over financial reporting and disclosure were designed properly and operating effectively as of September 30, 2017, and for the quarter and nine-months then ended.

The manager is on schedule to complete its testing as it relates to management's certification regarding internal control over financial reporting for the year ended December 31, 2017.

As a result of the completion in 2017 of the actions taken in prior years, the manager concluded the material weaknesses identified at December 31, 2016, were remedied as of September 30, 2017. The status, as of September 30, 2017, of each of the material weaknesses existing at December 31, 2016, is summarized below.

- *Control Environment and Monitoring*

The board of directors of RMC consists of the following officers of RMC: the President, Secretary, Treasurer (who serves as the principal executive officer and principal financial officer); the Vice President of Investor Sales (the President's brother); and the Vice President of Loan Production and Underwriting. There is no independent board member with financial background and experience, which increased the risk of management override.

RMC's management consulted with its securities law firms and other professionals, including a CPA firm with a practice in COSO 2013 documentation and evaluations of internal controls, to determine best practices applicable:

1. to the structure of the board of RMC given that the affiliated mortgage funds (and not RMC) are the SEC registrants, and
2. to any other changes, appropriate to enhance internal controls for public reporting entities (and/or their sponsors) such as RMI IX and RMC that are not subject to national securities exchange rules or other guidance.

RMC enhanced its organizational effectiveness and oversight of its financial reporting processes by engaging – on an ongoing basis - external (i.e. independent) legal and accounting firms with the appropriate financial, securities and/or regulatory expertise and experience to assist the Board of Directors and management in meeting their oversight and performance duties. These firms include the San Francisco office of an international law firm for SEC filings matters and a second firm recognized as expert in FINRA and state-securities law and regulation for securities and corporate governance matters; two CPA firms headquartered in California for assistance with implementation of the MS Dynamics software and completion of the 2017 COSO-2013 evaluation and testing; one of the CPA firms also for federal and California tax compliance; and a national advisory firm for assistance in the determination of the fair value of partnership unit values and the fair values of the assets and liabilities held by RMC's affiliated mortgage funds.

- *Information and Communication*

At December 31, 2016, and for periods prior, access to RMC's then in place general ledger system did not require passwords with appropriate complexity. Further, during 2016 the President had administrator access to the general ledger as well as to RMC's loan servicing system. These weaknesses created a lack of segregation of duties and a risk of management override.

- RMC undertook to upgrade its in place processing controls generally, but particularly in accounting/finance, to enhance its capabilities as to internal and external financial reporting, planning and analysis and to better its internal controls and data reliability and integrity. To assist (and in some cases to lead) these efforts, RMC engaged qualified professionals and firms experienced in the successful implementation and utilization of these technologies. These efforts culminated in the successful installation of and conversion to the Microsoft Dynamics general ledger and financial management software suite at the close of business on December 31, 2016, and became the system of record on January 1, 2017.
- With the implementation of MS Dynamics, the deficiencies in control of administrative rights and password complexity were corrected. Additionally, the President's (and all employees) access rights to the administrative controls of the general ledger (MS Dynamics) and the loan servicing system (TMO) has been assigned to the IT function which is outsourced to a third-party information technology contractor. No RMC employee has administrative rights to either TMO or MS Dynamics.
- The analysis and testing of the application controls of the installed MS Dynamics software and the IT general controls were completed in the third quarter of 2017. Management concluded that the IT controls surrounding MS Dynamics software and the IT general control environment are designed properly and operating effectively.

*Risk Assessment, Monitoring and Control Activities*

At December 31, 2016, RMC had not sufficiently documented that its management review controls over financial reporting are performed to a level of precision compliant with COSO 2013 requirements and had similarly not sufficiently documented the process by which variances from expectations are investigated and resolved. Further, the operating effectiveness in 2016 of the activity-level control surrounding quarter-end and year-end cutoff was determined to be not sufficient to ensure revenue and/or expenses were being recorded in the correct period. Management to offset the shortcomings inherent in the general ledger system then in effect had implemented these management review process and controls as an offset to the system shortcomings. It was known that those processes and controls would be re-engineered and re-documented within scope of the MS Dynamics software implementation as of January 1, 2017. As to the deficiency of controls and documentation of quarter-end and year-end cutoff, these processes and controls were within scope of the implementation of the MS Dynamics, and – in addition – applied principally to transactions in the rental operations of the REO owned by RMI VIII and managed by firms contracted by RMC. Substantially all of the remaining rental operations were discontinued as of June 30, 2017, as the last of the leased REO are sold or are being marketed for sale.

- The documentation and analysis of the entity-level and significant process-level controls for internal control over financial reporting was completed in the third quarter of 2017. Certain key entity-level controls have been identified and testing began with the quarter-ended June 30, 2017.

## PART II – OTHER INFORMATION

### ITEM 1. **Legal Proceedings**

In the normal course of business, the partnership may become involved in various types of legal proceedings such as assignment of rents, bankruptcy proceedings, appointment of receivers, unlawful detainers, judicial foreclosure, etc. to enforce provisions of the deeds of trust, collect the debt owed under promissory notes or protect or recoup its investment from real property secured by the deeds of trust and resolve disputes between borrowers, lenders, lien holders and mechanics. None of these actions would typically be of any material importance. As of September 30, 2017, the partnership was not involved in any legal proceedings other than those that would be considered part of the normal course of business.

### ITEM 1A. **Risk Factors**

Not included as the partnership is a smaller reporting company.

### ITEM 2. **Unregistered Sales of Equity Securities and Use of Proceeds**

There were no sales of securities by the partnership which were not registered under the Securities Act of 1933.

Liquidations are made once a quarter, on the last business day of the quarter. Liquidations for the three months ended September 30, 2017 were approximately \$5,782,000. The unit liquidation program is ongoing and available to partners beginning one year after the purchase of the units. The maximum number of units that may be liquidated in any year and the maximum amount of liquidation available in any period to partners are subject to certain limitations.

### ITEM 3. **Defaults Upon Senior Securities**

Not Applicable.

### ITEM 4. **Mine Safety Disclosures**

Not Applicable.

### ITEM 5. **Other Information**

None.

### ITEM 6. **Exhibits**

<u>Exhibit No.</u>	<u>Description of Exhibits</u>
31.1	<a href="#">Certification of General Partner pursuant to Section 302 of the Sarbanes-Oxley Act of 2002</a>
31.2	<a href="#">Certification of General Partner pursuant to Section 302 of the Sarbanes-Oxley Act of 2002</a>
32.1	<a href="#">Certification of General Partner pursuant to Section 906 of the Sarbanes-Oxley Act of 2002</a>
32.2	<a href="#">Certification of General Partner pursuant to Section 906 of the Sarbanes-Oxley Act of 2002</a>
101.INS	XBRL Instance Document
101.SCH	XBRL Taxonomy Extension Schema Document
101.CAL	XBRL Taxonomy Extension Calculation Linkbase Document
101.DEF	XBRL Taxonomy Extension Definition Linkbase Document
101.LAB	XBRL Taxonomy Extension Label Linkbase Document
101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**REDWOOD MORTGAGE INVESTORS VIII, a California  
Limited Partnership**

**(Registrant)**

Date: November 13, 2017

By: **Redwood Mortgage Corp., General Partner**

By: /s/ Michael R. Burwell  
Name: Michael R. Burwell  
Title: President, Secretary and Treasurer  
(On behalf of the registrant, and in the capacity of  
principal financial officer), Director

Date: November 13, 2017

By: **Michael R. Burwell, General Partner**

By: /s/ Michael R. Burwell  
Name: Michael R. Burwell  
Title: General Partner