## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

## **CURRENT REPORT**

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 3, 2012

# **REDWOOD TRUST, INC.**

(Exact name of registrant as specified in its charter)

Maryland (State or other jurisdiction of incorporation) 001-13759 (Commission File Number) 68-0329422 (I.R.S. Employer Identification No.)

One Belvedere Place Suite 300

Mill Valley, California 94941 (Address of principal executive offices and Zip Code)

(415) 389-7373

(Registrant's telephone number, including area code)

Not Applicable (Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02. Results of Operations and Financial Condition;

#### Item 7.01. Regulation FD Disclosure.

On May 3, 2012, Redwood Trust, Inc. issued a press release announcing its financial results for the quarter ended March 31, 2012, a copy of which is attached as Exhibit 99.1 to this current report on Form 8-K.

On May 3, 2012, Redwood Trust, Inc. issued *The Redwood Review – 1st Quarter 2012*, a copy of which is attached as Exhibit 99.2 to this current report on Form 8-K.

The information contained in this Item 2.02 and Item 7.01 and the attached Exhibits 99.1 and 99.2 is furnished to and not filed with the Securities and Exchange Commission, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, except as shall be expressly set forth by specific reference in such filing.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

- Exhibit 99.1 Press Release dated May 3, 2012
- Exhibit 99.2 The Redwood Review 1st Quarter 2012

## 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.

Date: May 3, 2012

REDWOOD TRUST, INC.

By: /S/ CHRISTOPHER J. ABATE

Christopher J. Abate Chief Financial Officer

## Exhibit Index

Exhibit No.	Exhibit Title
99.1	Press Release dated May 3, 2012

99.2 The Redwood Review – 1st Quarter 2012



FOR IMMEDIATE RELEASE Redwood Trust, Inc. Thursday, May 3, 2012 CONTACTS: Christopher Abate (415) 384-3584

> Mike McMahon (415) 384-3805

#### **REDWOOD TRUST REPORTS FIRST QUARTER 2012 RESULTS**

MILL VALLEY, CA – May 3, 2012 – Redwood Trust, Inc. (NYSE:RWT) today reported net income for the first quarter of 2012 of \$30 million, or \$0.37 per fully diluted share. This compares to a net loss of \$3 million, or \$0.03 per fully diluted share, for the fourth quarter of 2011, and net income of \$18 million, or \$0.22 per fully diluted share, for the first quarter of 2011.

Redwood also reported estimated taxable income of \$8 million, or \$0.11 per share, for the first quarter of 2012. This compares to an estimated taxable loss of \$1 million, or \$0.02 per share, for the fourth quarter of 2011, and estimated taxable income of \$5 million, or \$0.06 per share, for the first quarter of 2011.

Additional information on Redwood's business, financial results, and non-GAAP metrics can be found in The Redwood Review, a quarterly publication available on Redwood's website at <u>www.redwoodtrust.com</u>. In order to complete the formatting of its Quarterly Report on Form 10-Q with eXtensible Business Reporting Language (XBRL) tags, Redwood plans to file the Quarterly Report with the Securities and Exchange Commission on Tuesday, May 8, 2012, and also make it available on the website.

Cautionary Statement: This press release contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve numerous risks and uncertainties. Our actual results may differ from our beliefs, expectations, estimates, and projections and, consequently, you should not rely on these forward-looking statements as predictions of future events. Forward-looking statements are not historical in nature and can be identified by words such as "anticipate," "estimate," "will," "should," "expect," "believe," "intend," "seek," "plan" and similar expressions or their negative forms, or by references to strategy, plans, or intentions. These forward-looking statements are subject to risks and uncertainties, including, among other things, those described in our most recent Annual Report on Form 10-K under the caption "Risk Factors." Other risks, uncertainties, and factors that could cause actual results to differ materially from those projected may be described from time to time in reports we file with the Securities and Exchange Commission (SEC), including reports on Forms 10-Q and 8-K. We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

Consolidated Income Statements(1) (\$ in millions, except share data)	First Quarter 2012	Fourth Quarter 2011	Third Quarter 2011	Second Quarter 2011	First Quarter 2011
Interest income	\$ 59	\$ 56	\$ 53	\$ 53	\$ 54
Interest expense	(31)	(29)	(24)	(24)	(22)
Net interest income	28	27	29	29	32
Provision for loan losses	-	(8)	(4)	(2)	(3)
Other market valuation adjustments, net	(1)	(10)	(13)	(11)	(6)
Net interest income after provision and other market valuation adjustments	27	10	12	17	24
Mortgage banking activities, net	4	-	-	-	-
Operating expenses	(15)	(13)	(12)	(12)	(12)
Realized gains, net	14	0	1	6	4
Provision for income taxes					
Net income (loss)	30	(3)	1	10	16
Less: Net income (loss) attributable to noncontrolling interest				1	(2)
Net Income (Loss) Attributable to Redwood Trust, Inc.	\$ 30	\$ (3)	\$ 1	\$ 9	\$ 18
Average diluted shares (thousands)	79,892	78,370	78,471	79,478	79,372
Diluted earnings (loss) per share	\$ 0.37	\$ (0.03)	\$ 0.01	\$ 0.11	\$ 0.22
Regular dividends declared per common share	\$ 0.25	\$ 0.25	\$ 0.25	\$ 0.25	\$ 0.25

(1) Certain totals may not foot due to rounding.

REDWOOD TRUST, INC.					
Consolidated Balance Sheets(1)	31-Mar	31-Dec	30-Sep	30-Jun	31-Mar
(\$ in millions, except share data)	2012	2011	2011	2011	2011
Residential loans, held-for-sale	\$ 303	\$ 395	\$ 2	\$ 2	\$ 2
Residential loans, held-for-investment	3,348	3,800	4,156	3,858	3,794
Commercial loans	190	170	111	84	62
Real estate securities, at fair value	1,262	982	1,033	1,038	1,104
Cash and cash equivalents	150	267	133	80	220
Other assets	119	130	119	103	101
Total Assets	\$ 5,372	\$ 5,743	\$ 5,554	\$ 5,165	\$ 5,283
Short-term debt	\$ 441	\$ 428	\$ -	\$ 41	\$-
Other liabilities	126	144	163	119	104
Asset-backed securities issued	3,704	4,139	4,293	3,839	3,957
Long-term debt	140	140	140	140	140
Total liabilities	4,410	4,851	4,595	4,138	4,201
	0.62	000	0.50	1.025	1.075
Stockholders' equity	962	893	959	1,025	1,075
Noncontrolling interest				2	/
Total equity	962	893	959	1,027	1,082
Total Liabilities and Equity	\$ 5,372	\$ 5,743	<u>\$ 5,554</u>	\$ 5,165	\$ 5,283
Shares outstanding at period end (thousands)	78,756	78,556	78,495	78,555	78,139
GAAP book value per share	\$ 12.22	\$ 11.36	\$ 12.22	\$ 13.04	\$ 13.76

(1) Certain totals may not foot due to rounding. See notes to consolidating balance sheet on page 5.

The following tables show the estimated effect that Redwood (Parent), New Sequoia Entities, and our Other Consolidated Entities had on GAAP income for the three months ended March 31, 2012.

Consolidating Income Statement(1) Three Months Ended March 31, 2012 (\$ in millions)	Redwood (Parent) <sup>(2)</sup>	New Sequoia Entities	Other Consolidated Entities	Intercompany Adjustments	Redwood Consolidated
Interest income	\$ 24	\$ 7	\$ 21	\$ -	\$ 52
Net discount (premium) amortization	8	(0)	(1)	-	7
Total interest income	32	7	20	-	59
Interest expense	(6)	(6)	(19)		(31)
Net interest income	26	1	1	-	28
Provision for loan losses	-	-	-	-	-
Other market valuation adjustments, net			-		(1)
Net interest income after provision and other market valuation adjustments	26	1	1	-	27
Mortgage banking activities, net	4	-	-	-	4
Operating expenses	(15)	-	-	-	(15)
Realized gains, net	6	-	7	-	14
Income from New Sequoia Entities	1	-	-	(1)	-
Income from Other Consolidated Entities	8	-	-	(8)	-
Noncontrolling interest	-	-	-	-	-
Provision for income taxes					
Net Income	\$ 30	<u>\$ 1</u>	<u>\$8</u>	<u>\$ (9</u> )	\$ 30

(1) Certain totals may not foot due to rounding.

(2) The interest income and interest expense related to the resecuritization we engaged in during the third quarter of 2011 are included in Redwood (Parent).

We present this table to highlight the impact that Redwood (Parent), New Sequoia Entities, and our Other Consolidated Entities had on our GAAP balance sheet at March 31, 2012.

Consolidating Balance Sheet(1) March 31, 2012 (\$ in millions)	Redwood (Parent) <sup>(2)</sup>	New Sequoia Entities (3)	Other Consolidated Entities	Intercompany Adjustments	Redwood Consolidated
Residential loans, held-for-sale	\$ 303	\$ -	\$ -	\$ -	\$ 303
Residential loans, held-for-investment	-	591	2,757	-	3,348
Commercial loans	178	-	12	-	190
Real estate securities, at fair value	1,009	-	254	-	1,262
Cash and cash equivalents	150				150
Total earning assets	1,640	591	3,023	-	5,253
Investment in New Sequoia Entities	47	-	-	(47)	-
Investment in Other Consolidated Entities	40	-	-	(40)	-
Other assets	81	5	32	-	119
Total Assets	\$ 1,808	\$ 596	\$ 3,055	<u>\$ (87</u> )	\$ 5,372
Short-term debt	\$ 441	\$-	\$-	\$-	\$ 441
Other liabilities	58	2	66	-	126
Asset-backed securities issued	207	547	2,950	-	3,704
Long-term debt	140				140
Total liabilities	846	549	3,015	-	4,410
Stockholders' equity	962	47	40	(87)	962
Noncontrolling interest		_		-	-
Total equity	962	47	40	(87)	962
Total Liabilities and Equity	\$ 1,808	\$ 596	\$ 3,055	\$ (87)	\$ 5,372

(1) Certain totals may not foot due to rounding. Certain Sequoia and Acacia securitization entities and the resecuritization we engaged in during the third quarter of 2011 are treated as secured borrowing transactions for GAAP and we are required under GAAP to consolidate the assets and liabilities of these securitization entities. However, the securitized assets of these entities are not available to Redwood. Similarly, the liabilities of these entities are obligations payable only from the cash flow generated by their securitized assets and are not legal obligations of Redwood.

(2) The consolidating balance sheet presents the assets and liabilities of the resecuritization we engaged in during the third quarter of 2011 under Redwood (Parent), although these assets and liabilities are owned by the resecuritization entity and are legally not ours and we own only the securities and interests that we acquired from the resecuritization entity. At March 31, 2012, the resecuritization accounted for \$332 million of available-for-sale securities and \$207 million of asset-backed securities issued and our investment in this resecuritization is reflected in the difference between these assets and liabilities.

(3) The consolidating balance sheet presents the New Sequoia securitization entities separately from Other Consolidated Entities (Sequoia entities issued prior to 2010 and Acacia entities) to highlight our renewed focus on growing our core business of creating residential credit investments. As we complete additional securitizations, we expect New Sequoia Entities to represent a larger portion of our consolidated balance sheet as prior Sequoia securitization entities continue to pay down.

Tax / GAAP Differences(1) Three Months Ended March 31, 2012 (\$ in millions, except per share data)

(\$ in millions, except per share data)	Tax	(Est.)	GAAP	Differ	rences
Interest income	\$	38	\$ 59	\$	(21)
Interest expense		(6)	(31)		25
Net Interest Income		32	28		4
Provision for loan losses		-	-		-
Realized credit losses		(10)	-		(10)
Other market valuation adjustments, net		-	(1)		1
Mortgage banking activities, net		0	4		(4)
Operating expenses		(13)	(15)		2
Realized gains, net		-	14		(14)
Provision for income taxes		(0)			(0)
Net Income	\$	8	\$ 30	\$	(22)
Income per share	\$	0.11	\$ 0.37	\$	(0.26)

(1) Certain totals may not foot due to rounding.Taxable income for 2012 is an estimate until we file our 2012 tax return.Taxable income per share is based on the number of shares outstanding at the end of each quarter.

# THE REDWOOD REVIEW 1st Quarter 2012







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#### CAUTIONARY STATEMENT

This Redwood Review contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve numerous risks and uncertainties. Our actual results may differ from our expectations, estimates, and projections and, consequently, you should not rely on these forward-looking statements as predictions of future events. Forward-looking statements are not historical in nature and can be identified by words such as "anticipate," "estimate," "will," "should," "expect," "believe," "intend," "seek," "plan," and similar expressions or their negative forms, or by references to strategy, plans, or intentions. These forward-looking statements are subject to risks and uncertainties, including, among other things, those described in our Annual Report on Form 10-K for the year ended December 31, 2011 under the caption "Risk Factors." Other risks, uncertainties, and factors that could cause actual results to differ materially from those projected are described below and may be described from time to time in reports we file with the Securities and Exchange Commission, including reports on Form 10-K, 10-Q, and 8-K. We undertake no obligation to update or revise forward-looking statements, whether as a result of new information, future events, or otherwise.

Statements regarding the following subjects, among others, are forward-looking by their nature: (i) our statements relating to opportunities to invest in residential securities, our belief that there will continue to be sufficient market liquidity for the types of residential securities investments that we are financing in part with short-term debt, our statement that, as the private mortgage market recovers and private securitization activity increases, we expect our portfolio of residential securities investments will shift back to predominantly unlevered investments in more credit sensitive subordinate securities; and our statements relating to how we might use various types of debt financing to finance residential securities investments in the future; (ii) our statements relating to the activities we engage in that we include in our references to our mortgage banking business, including our statements relating to our future level of investment in mortgage servicing rights and the profitability of such investments, future sales of whole loans (other than through securitization transactions) and the profitability of such sales, and our expectation that our mortgage banking and mortgage conduit related activities will be an ongoing source of income for us in the future; (iii) any statements relating to our competitive position and our ability to compete in the future, including our ability to effectively compete to acquire residential securities and residential mortgage loans and our ability to compete to originate and acquire commercial debt investments; (iv) our statements relating to our future investment strategy and our ability to find investments with attractive risk return profiles, including, without limitation, statements relating to our efforts to acquire residential mortgage loans, make commercial debt investments, and make investments in residential securities in the secondary market; (v) our statement that our goal for 2012 is to invest a total of approximately \$400 million of equity capital in third-party residential securities, new Sequoia residential securities, and commercial debt investments; (vi) our statement that we continue to target the purchase of \$2 billion of residential mortgage loans in 2012, our statements relating to acquiring the residential mortgage loans included in our pipeline of residential mortgage loans that we have identified for purchase or plan to purchase through our residential conduit program, including the amount of such loans that we planned to purchase or have identified for purchase at March 31, 2012 and April 30, 2012, and our statement that it is our intent to finance our residential mortgage loans held for sale primarily through the use of warehouse lines of credit; (vii) statements relating to future residential loan securitization and sale transactions, the timing of the completion of those future transactions, and the number and size of those transactions we expect to complete in 2012 and future periods, which future transactions may not be completed when planned or at all, and, more generally, statements regarding the likelihood and timing of, and our participation in, future transactions of these types and our ability to finance residential loan acquisitions through the execution of these types of transactions, and the profitability of these transactions; (viii) our statement that we expect to recover an aggregate of \$6 million of loan loss reserves that relate to ten Sequoia securitization entities in future periods upon the payoff or deconsolidation of those entities; (ix) our statements relating to the cash flows we expect to receive from our investments; (x) our statements relating to our estimate of our investment capacity (including that we estimate our investment capacity was \$183 million at March 31, 2012) and our statement that we believe this level of investment capacity should carry us through the next two quarters; (xi) any statements relating to future market and economic conditions and the future volume of transactions in those markets, including, without limitation, future conditions in the residential and commercial real estate markets and related financing markets (e.g., the CMBS market), and the related potential opportunities for our residential and commercial businesses; (xii) our beliefs about, and our outlook for, the future direction of housing market fundamentals, including, without limitation, home prices, household formation and demand for housing, delinquency rates, foreclosure rates, prepayment rates, inventory of homes for sale, and mortgage interest rates and their potential impact on our business and results of operations and our beliefs that certain fundamentals are showing no sign of a "double dip" in mortgage performance, that certain delinquency trends should eventually cause total mortgage delinquencies to fall, that home prices are reaching levels of strong support (which we believe should shield against significant further downside to housing prices), that, absent a second recession, we do not expect more than 5% in national home price declines (with significant geographic



**CAUTIONARY STATEMENT** 

variation), that residential mortgage loan servicers' pursuit of alternative liquidation strategies in greater number should result in lower losses and a quicker housing recovery, and that our current estimate is that excess housing supply will be substantially reduced by 2014 or 2015; (xiii) our beliefs about the future direction of commercial real estate fundamentals and statements regarding the competitive landscape for, and availability of, financing for commercial real estate and our beliefs about whether trends in these areas are positive for our business (including our statements that we believe that mezzanine lending opportunities will continue to drive our commercial investment activity for the next few quarters); (xiv) our statements relating to the future potential competitive advantages of our commercial origination and investment platform, including that this platform could potentially generate fees and other income by originating and distributing senior mortgage loans to a wide network of investors, and our statement that our plan for our commercial platform includes developing appropriate financing sources; (xv) our statements that we expect a pickup in our commercial investment activity in the second quarter of 2012, that we believe we are still on pace to originate between \$200 and \$300 million in commercial debt investments in 2012, and that we anticipate increasing our exposure to commercial debt relating to multifamily properties over the course of 2012; (xvi) our statement that we hope to obtain debt financing on our portfolio of commercial debt investments in the second half of 2012 and our statement that we believe any such financing we obtain will represent a prudent level of debt financing for those assets; (xvii) our expectations regarding credit reserves, credit losses, the adequacy of credit support, and impairments and their impact on our investments (including as compared to our original expectations and credit reserve levels) and the timing of losses and impairments, and statements that the amount of credit reserves we designate are adequate or may require changes in the future: (xviii) any statements relating to our expectations regarding future interest income and net interest income, future earnings, future earnings volatility, and future trends in operating expenses and the factors that may affect those trends, including that we expect the level of operating expense in the second guarter of 2012 to be similar to the level of operating expense in the first guarter of 2012; (ixx) our Board of Directors' intention to pay a regular dividend of \$0.25 per share per guarter in 2012; and (xx) our expectations and estimates relating to the characterization for income tax purposes of our dividend distributions and our expectations and estimates relating to tax accounting and our anticipation of additional credit losses for tax purposes in future periods (and, in particular, our statement that, for tax purposes, we expect an additional \$130 million of credit losses on residential securities to be realized over an estimated two-to-five year period).

Important factors, among others, that may affect our actual results include: general economic trends, the performance of the housing, commercial real estate, mortgage, credit, and broader financial markets, and their effects on the prices of earning assets and the credit status of borrowers; federal and state legislative and regulatory developments, and the actions of governmental authorities, including those affecting the mortgage industry or our business; our exposure to credit risk and the timing of credit losses within our portfolio; the concentration of the credit risks we are exposed to, including due to the structure of assets we hold and the geographical concentration of real estate underlying assets we own; our exposure to adjustable-rate and negative amortization mortgage loans; the efficacy and expense of our efforts to manage or hedge credit risk, interest rate risk, and other financial and operational risks; changes in credit ratings on assets we own and changes in the rating agencies' credit rating methodologies; changes in interest rates; changes in mortgage repayment rates; the availability of assets for purchase at attractive prices and our ability to reinvest cash we hold; changes in the values of assets we own; changes in liquidity in the market for real estate securities and loans; our ability to finance the acquisition of real estate-related assets with short-term debt; the ability of counterparties to satisfy their obligations to us; our involvement in securitization transactions, the profitability of those transactions, and the risks we are exposed to in engaging in securitization transactions; exposure to claims and litigation, including litigation arising from our involvement in securitization transactions; whether we have sufficient liquid assets to meet short-term needs; our ability to successfully compete and retain or attract key personnel; our ability to adapt our business model and strategies to changing circumstances; changes in our investment, financing, and hedging strategies and new risks we may be exposed to if we expand our business activities; exposure to environmental liabilities and the effects of global climate change; failure to comply with applicable laws and regulations; our failure to maintain appropriate internal controls over financial reporting and disclosure controls and procedures; the impact on our reputation that could result from our actions or omissions or from those of others; changes in accounting principles and tax rules; our ability to maintain our status as a real estate investment trust (REIT) for tax purposes; limitations imposed on our business due to our REIT status and our status as exempt from registration under the Investment Company Act of 1940; decisions about raising, managing, and distributing capital; and other factors not presently identified.

This Redwood Review may contain statistics and other data that in some cases have been obtained from or compiled from information made available by servicers and other third-party service providers.



#### INTRODUCTION

#### Note to Readers:

We file annual reports (on Form 10-K) and quarterly reports (on Form 10-Q) with the Securities and Exchange Commission. These filings and our earnings press releases provide information about Redwood and our financial results in accordance with generally accepted accounting principles (GAAP). We urge you to review these documents, which are available through our web site, www.redwoodtrust.com.

This document, called The Redwood Review, is an additional format for providing information about Redwood through a discussion of many GAAP as well as non-GAAP metrics, such as taxable income and economic book value. Supplemental information is also provided in the Financial Tables in this Review to facilitate more detailed understanding and analysis of Redwood. When we use non-GAAP metrics it is because we believe that these figures provide additional insight into Redwood's business. In each case in which we discuss a non-GAAP metric you will find an explanation of how it has been calculated, why we think the figure is important, and a reconciliation between the GAAP and non-GAAP figures.

References herein to "Redwood," the "company," "we," "us," and "our" include Redwood Trust, Inc. and its consolidated subsidiaries. References to "at Redwood" exclude all consolidated securitization entities (with the exception of the resecuritization we completed in the third quarter of 2011) in order to present our operations in the way management analyzes them.

Note that because we round numbers in the tables to millions, except per share amounts, some numbers may not foot due to rounding.

We hope you find this Review helpful to your understanding of our business. We thank you for your input and suggestions, which have resulted in our changing the form and content of The Redwood Review over time.

#### We welcome your continued interest and comments.

Selected Financial Highlights							
Quarter:Year	GAAP Income (Loss) per Share	REIT Taxable Income (Loss) per Share <sup>(1)</sup>	Annualized GAAP Return on Equity	GAAP Book Value per Share	Non-GAAP Economic Value per Share <sup>(2)</sup>	Dividends per Share	
Q110	\$0.58	\$0.13	19%	\$12.84	\$13.32	\$0.25	
Q210	\$0.35	\$0.04	11%	\$12.71	\$13.37	\$0.25	
Q310	\$0.25	(\$0.11)	8%	\$13.02	\$13.73	\$0.25	
Q410	\$0.18	(\$0.01)	6%	\$13.63	\$14.31	\$0.25	
Q111	\$0.22	\$0.09	8%	\$13.76	\$14.45	\$0.25	
Q211	\$0.11	\$0.02	4%	\$13.04	\$13.81	\$0.25	
Q311	\$0.01	\$0.09	1%	\$12.22	\$13.33	\$0.25	
Q411	(\$0.03)	\$0.04	(1%)	\$11.36	\$12.45	\$0.25	
Q112	\$0.37	\$0.13	13%	\$12.22	\$13.18	\$0.25	

(1) REIT taxable income (loss) per share for 2011 and 2012 are estimates until we file tax returns for those years.

(2) Non-GAAP economic value per share is calculated using estimated bid-side values (which take into account available bid-side marks) for our financial assets and estimated offerside values (which take into account available offer-side marks) for our financial liabilities and we believe it more accurately reflects liquidation value than does GAAP book value per share. Non-GAAP economic value per share is reconciled to GAAP book value per share in the Financial Insights section and in Table 3 in the Financial Tables in this Review.

SHAREHOLDER LETTER



## **Dear Fellow Shareholders:**

At Redwood, we are actively managing and positioning our residential and commercial businesses for growth. It's tricky business, as no one knows exactly how the new world of mortgage finance will evolve once the government finally loosens its grip. Our guess is that it will look very different from the pre-crisis days. So, for the past three years, our priority has been to build residential and commercial business foundations that are not only solid bases for growth, but also provide the optionality to adapt as the new normal unfolds.

It has taken a while, but when we stand back and survey the landscape and our competitive position, we like what we see. We now have solid beachhead origination platforms, are under all the right tents, have excellent relationships and a great brand, and have a deep bench with the right skill sets to execute. The next step is to expand our footprint and advance our business model. We have a lot of ideas that we discuss in the ensuing pages.

In characterizing the first quarter, we can't bring ourselves to say "pleased" as to us it's become an overused, shallow and trite word. Let's just say, we're off to a good start for the year. We still have a lot of wood to chop, but the good news is the Redwood team is unified, fired up and ready.

As always, thank you for your patience and continued support.

Martin S. Hughes CEO

Brett D. Nicholas President



QUARTERLY OVERVIEW

## First Quarter 2012 Results

#### Overview

We had a productive first quarter of 2012 on just about every front. For the quarter, we generated attractive economic returns and reported GAAP earnings of \$0.37 per share, some of which was driven by our accounting elections that are more fully described in the GAAP earnings section below .We paid a first quarter dividend of \$0.25 per share, while REIT taxable income was \$0.13 per share. As discussed in the Cash Flow module on page 24 of this Redwood Review, our cash from investments of \$74 million in the first quarter of 2012 was in excess of the \$50 million of combined interest on debt, dividends, and cash operating expenses we paid during the quarter.

We put \$136 million of equity capital to work during the first quarter of 2012 to acquire \$311 million of investments (and used \$175 million of short-term debt to finance the new investments). Market conditions were generally favorable during the first quarter, allowing us to recover much of the market value declines we saw in our securities portfolio during the fourth quarter of 2011. Operationally, we expanded the scale and capabilities of our residential business. Our commercial business, while continuing to make opportunistic debt investments, is evolving towards the broader-based lending platform we envisioned.

Putting it all together, our GAAP book value increased to \$12.22 per share in the first quarter of 2012 from \$11.36 per share at the end of the fourth quarter of 2011, as detailed in the following table.

Changes in GAAP Book Value Per Share (\$ in per share)			
	Q1 2012	Q4 2011	Variance
Beginning book value	\$11.36	\$12.22	\$ (0.86)
Net income (loss)	0.37	(0.03)	0.40
Dividends	(0.25)	(0.25)	-
Unrealized gains (losses) on hedges	0.18	(0.03)	0.21
Unrealized gains (losses) on securities	0.52	(0.56)	1.08
Other, net	0.04	`0.01 <sup>´</sup>	0.03
Ending book value	\$12.22	\$11.36	\$ 0.86



QUARTERLY OVERVIEW

#### **Investment and Portfolio Sales Activity**

During the first quarter of 2012, we focused much of our efforts on efficiently deploying excess capital at attractive returns while growing our residential and commercial businesses. Highlights of the quarter included investments in two new Sequoia securitizations, four newly originated commercial debt investments and one commercial debt acquisition, and additional secondary investments in more liquid senior securities that were largely financed through repurchase facilities. The following table summarizes our first quarter of 2012 and fourth quarter of 2011 investment activity.

Quarterly Investmen (\$ in millions)	nt Activity	
	Q1 2012	Q4 2011
New Sequoia RMBS Third-party RMBS Short-term debt	\$ 61 223 (175)	\$- 38 (15)
Total residential	109	23
Commercial	27	60
Total capital invested	\$ 136	\$83

Our overall investment pace for the first quarter ran a little ahead of our goal for the year of investing approximately \$400 million of equity capital in third-party Residential Mortgage-Backed Securities (RMBS), new Sequoia RMBS, and commercial debt investments. In addition to new investment acquisition activity, we sold \$53 million of third-party RMBS for GAAP gains of \$6 million.

At March 31, 2012, our estimate of our available investment capacity was \$183 million. Based on our current expectation for new investment activity, we believe this excess capacity should carry us through the next two quarters. If and when the time comes to raise capital, our approach will be based on what we believe to be in the best interest of shareholders. Our capital raising efforts could include freeing up additional capital internally, the issuance of corporate debt or preferred equity, or the issuance of common equity.



#### QUARTERLY OVERVIEW

#### **Residential Loan Business**

We continued to make steady progress growing our residential mortgage loan business in the first quarter of 2012, which was highlighted by the two securitizations of residential mortgage loans that we completed: one in January of \$416 million and the other in March of \$328 million. Our GAAP gains on these two securitizations totaled \$7 million, while our economic gains (which take into account our hedging costs) were closer to \$4 million. Contributing to the profitability of the transactions was a combination of tighter credit spreads on the senior securities issued, lower subordination levels, and lower hedging costs.

Our March 2012 securitization included two important features that are reflective of a more mature, fully functioning securitization market. First, six weeks prior to the transaction, we entered into an agreement with the underwriter of the transaction to sell forward the underlying triple-A securities. This reduced our hedging timeframe and costs and enabled us to lock in credit spreads. We are hopeful that we can replicate this type of agreement for future transactions. Second, the underwriter structured the triple-A tranche to create three different time-tranched triple-A securities. We believe this refinement tailors cash flows and yields to meet different senior investor needs, thus improving liquidity for triple-A securities. It is also notable that the average mortgage rate charged to prime borrowers in this transaction was only about 50 basis points higher than the mortgage rate a borrower could obtain on a government-backed conforming balance loan. The pre-crisis historical average was a spread of approximately 25 basis points. While we are not yet back to the historical spread levels, the trend is encouraging, especially considering the fact that we are the only repeat RMBS issuer since the financial crisis.

In anticipation of our next securitization, we held \$301 million of residential loans at March 31, 2012, and at April 30, 2012, we held \$331 million and had identified another \$394 million that we plan to purchase. We currently expect our next securitization to occur late in the second quarter or possibly early in the third quarter. While our conduit business continues to face headwinds from sustained government involvement in mortgage finance and from commercial banks that are flush with liquidity and bidding aggressively for high-quality jumbo loans, we believe we are gaining momentum — adding new sellers each quarter (with 22 active sellers at March 31, 2012), for an anticipated 30 to 40 active sellers by year end. We continue to target completing four to six securitizations and purchase \$2 billion of loans in 2012.

Initially, our conduit's activities were primarily centered on acquiring 15- and 30-year fixed rate loans for sale through private securitization. While we continue to push our securitization efforts, we have broadened our loan products and distribution capabilities to include direct whole loan sales to banks, life insurance companies, or other whole loan buyers. The decision to sell whole loans versus securitizing 100% of the loans that we buy is based on changing market dynamics and continued strong demand for whole loans by commercial banks. Currently, demand is strong for high-quality hybrid adjustable-rate loans, which are a good fit for bank balance sheets. We expect to complete bulk sales of hybrid adjustable-rate loans in the second quarter and generate modest gains. In addition, we are now in the process of renewing our relationships with the GSEs and intend to add conforming loans to our product menu.



QUARTERLY OVERVIEW

#### **Residential Loan Business (continued)**

At the end of the first quarter of 2012, we owned the servicing rights to \$304 million of prime-quality jumbo residential loans that were sourced through our conduit. We earn fees from these servicing rights, but do not service any loans in-house, nor do we currently plan to do so. Instead, we retain a nationally recognized sub-servicer. The recent decline in the market value of servicing rights — from an historic range of roughly 5 to 6 times the annual servicing fee to approximately 2 to 3 times today — has piqued our interest in an investment in servicing rights. In our opinion, major bank servicers have recently backed-off their servicing bid in the face of a deluge of existing servicing issues to work through, a refined focus on limiting servicing retention to their retail customers, and upcoming capital limitations under Basel III. Whether this decline is a secular or temporary phenomenon is an open question. In any event, we are positioned and stand ready to acquire attractively priced jumbo servicing rights, and potentially GSE conforming servicing rights down the road.

#### **Commercial Real Estate Business**

Progress in our commercial business continued during the first quarter of 2012 as we originated four additional commercial debt investments totaling \$20 million and acquired one for \$7 million. This boosted our investment portfolio to 19 investments totaling \$178 million at March 31, 2012. These investments have been originated and structured in connection with third parties originating over \$1 billion of new commercial mortgages on higher quality, stabilized properties. We recently added key personnel with expertise in the multifamily and capital markets segments of commercial investing, coinciding with our increased activity in those sectors. While the pace of our investment activity slowed from the fourth quarter of 2011, we expect a pickup in activity in the second quarter of 2012 based on opportunities that we have identified through April 2012.

We believe that mezzanine lending opportunities will continue to drive commercial investment activity for the next few quarters. Longer term, we are also focused on growing our franchise value through a commercial origination and investment platform that includes originating senior and mezzanine loans together. We believe that offering a one-stop financing solution for our target borrowers will be a strong competitive advantage of our franchise. It could also potentially generate fees and other income by distributing the senior loans through a wide network that includes CMBS, banks, life insurance companies, and the GSEs. Ultimately, we hope to help fill a growing capital void in the commercial mortgage market while also leveraging our internal skill set, broad sourcing relationships, and willingness to hold long-term commercial investments on our balance sheet. Part of our plan for the commercial business includes developing appropriate financing alternatives with various counterparties that could take the form of repurchase facilities, warehouse lines, and non-recourse securitized financing.

Looking ahead, we plan to continue originating commercial debt investments and exploring financing options for our commercial portfolio to potentially enhance its return. Currently our portfolio generates a gross yield in excess of 10% and is funded entirely with equity capital. We continue to expect to originate between \$200 million and \$300 million of commercial debt investments in 2012, and as this dynamic business evolves we will continue to seek the best way to maximize value for shareholders.



#### QUARTERLY OVERVIEW

#### **Residential Securities Portfolio**

The first quarter of 2012 — at least until late March — could be characterized by the "risk-on" tone observed in the broader equity markets. Mortgage-related investments followed cues from equities and generally increased in price throughout the quarter as credit spreads narrowed, with many senior RMBS meeting or exceeding the performance of corporate and other fixed income securities. Our securities portfolio in particular largely recovered the \$0.56 per share decline in market value observed in the fourth quarter of 2011, rallying \$0.52 per share in the first quarter of 2012 as pricing improved.

We took advantage of the relative strength of the RMBS market and sold \$53 million of somewhat illiquid securities during the first quarter of 2012. Our intention is to actively manage our portfolio and these sales were consistent with our efforts to more efficiently invest our capital as we grow our residential and commercial businesses. In April 2012, the market for RMBS and CMBS remained relatively stable, allowing us to invest another \$12 million (net of repo borrowings) of equity capital in third-party RMBS. We remain focused on managing credit-sensitive securities in our portfolio that could be particularly susceptible to adverse performance should the economy begin to slow once again. As always, our decision to sell or hold investments will be primarily focused on prevailing market conditions, any associated credit concerns, and capital allocation decisions.

In the first quarter of 2012, we continued employing what we believe to be prudent amounts of short-term recourse financing against our securities portfolio in order to free up equity capital for additional long-term investments. Some shareholders have questioned whether this represents a new business strategy and a fundamental shift in our more recent approach to favoring term or permanent financing for investments. In short, the answer is that our use of a combination of short-term debt and equity to finance these investments does not represent a new strategy or fundamental shift in our views on liquidity. We have previously used short-term financing on securities and our current use reflects the investment opportunities that are available at the current time. As the private mortgage market recovers and private securitization activity increases, we expect that our investment portfolio will shift back to predominantly unlevered investments in more credit-sensitive subordinate securities. Most of the RMBS we are currently financing are senior securities that are of the type that have been actively banks, REITs, insurance companies, and hedge funds (an important consideration in taking into account the liquidity risk associated with using short-term debt financing). We believe there will continue to be sufficient market liquidity for these types of RMBS investments.

As we utilize short-term debt to capitalize on what we have described in prior quarters as a diminishing opportunity to source seasoned senior RMBS at attractive levels, we continue to set aside additional capital as part of our management of the liquidity risks associated with recourse financing. To the extent this securities portfolio grows to a sufficient size, we would look to obtain term financing for our investments through the use of a non-recourse structured debt facility, such as the resecuritization of senior residential securities we completed in July 2011. At March 31, 2012, our residential securities portfolio totaled \$1 billion and was financed with a combination of \$304 million of short-term debt, \$207 million of non-recourse resecuritization debt, and \$489 million of equity capital.



QUARTERLY OVERVIEW

## **GAAP Income Summary**

Our first quarter GAAP earnings of \$0.37 per share significantly outpaced our fourth quarter of 2011 GAAP loss of \$0.03 per share. Our first quarter 2012 results include the effects of GAAP accounting standards that became applicable to us beginning in the first quarter as a result of recent activity in our residential loan business. These accounting changes, which are described in more detail throughout this section, coincided with formatting changes to our presentation of GAAP income for the first quarter of 2012. We believe these changes will more closely reflect the underlying economics of our business as it evolves.

GAAP Income (\$ in millions)			
	Q1:	2012	Q4 2011
	New Format	Previous Format	
Interest income	\$59	\$59	\$ 56
Interest expense	(31)	(31)	(29)
Net interest income	28	28	27
Provision for loan losses	(0)	(0)	(8)
Other market valuation adjustments, net	(1)	(4)	(10)
Net interest income after provision and other market valuation			
adjustments	27	24	10
Mortgage banking activities, net	4	-	-
Operating expenses	(15)	(15)	(13)
Realized gains, net	14	22	Û Û
Provision for income taxes	(0)	(0)	-
GAAP income (loss)	\$ 30	\$ 30	\$ (3)

Net interest income after provision and other market valuation adjustments was \$17 million higher than the fourth quarter of 2011 as a result of higher net yields on investments after factoring in borrowing costs, fewer impairments on subordinate securities, and a significantly lower loan loss provision related to legacy Sequoia securitizations. The first quarter of 2012 also benefited from approximately \$3 million of hedging expenses taken in the fourth quarter of 2011 as negative market valuation adjustments that related to a Sequoia securitization we completed in January 2012.

As part of our first quarter 2012 assessment of loan loss reserves, we observed that delinquencies and defaults appeared to be stabilizing after some seasonal effects in the fourth quarter of 2011, indicating to us that our reserve is currently adequate for expected charge-offs. In addition, we are assessing whether to maintain our interests in certain consolidated Sequoia entities where we have recorded loan loss provisions that meet or exceed our GAAP investment in the entities. This assessment addresses excess GAAP provisions, but is grounded in our normal process of evaluating portfolio positions — i.e., weighing the economics of maintaining our investments in each entity versus selling them. In the first quarter, we sold interests in five legacy Sequoia entities and realized \$7 million of gains after determining that we should deconsolidate these entities. To the extent that the economics remain favorable, our bias will be to potentially look to deconsolidate additional legacy Sequoia entities that may otherwise require us to record future GAAP provisions in excess of our investments at risk.



#### QUARTERLY OVERVIEW

#### GAAP Income Summary (continued)

During the first quarter of 2012, we engaged in a number of new activities related to our residential operations that we felt were best captured in a new income statement line item titled "Mortgage Banking Activities, net". This line item is our attempt to reflect the most significant operating activities of our residential conduit, notably the expenses associated with hedging loans in our pipeline and any associated gain or loss on the completion of our securitizations accounted for as sales for GAAP. We shifted to a sale accounting framework for Sequoia securitizations completed in the first quarter of 2012 and expect to continue to use this framework for most future securitizations. This had the effect of pulling forward any gain or loss associated with acquiring and securitizing loans, as opposed to recognizing those amounts through net interest income over the life of the securitization, which is what GAAP requires for securitizations that are accounted for as financings and consolidated on our books. This change had an immediate impact on our first quarter 2012 results, as we were able to offset substantially all of the hedging expenses we had incurred in the fourth quarter of 2011 relating to our January 2012 securitization, as the increased price of the securitized loans resulted in a higher gain on sale. Unfortunately, we can't guarantee that future securitizations transactions will occur so soon after hedging expenses are incurred or that they will offset these expenses. Therefore, we will likely continue to experience timing differences — to varying degrees — between the quarterly income and expenses we report relating to our residential conduit.

Also, as a result of completing securitizations accounted for as sales in the first quarter, we recorded mortgage servicing rights assets for the first time and we will also be recording any income, gain, or loss relating to servicing rights in the new Mortgage Banking Activities, net line item. These rights are included with certain loans we have acquired and are recognized as assets to the extent we retain the rights but sell or transfer the associated loans into a securitization accounted for as a sale. Finally, we expect to report income associated with selling whole loans out of our residential conduit in the second quarter of 2012 and for these and any future whole loan sales, we plan to record the related gains or losses through Mortgage Banking Activities, net. We currently expect these conduit related activities to become an ongoing source of income for us in the future.

As a result of this new presentation, "Realized Gains, net" will continue to show amounts for activities such as sales of securities, that are not generated by our ongoing business, but are more episodic or opportunistic in nature. We believe this change will help readers of our financial statements better distinguish between the results generated by our ongoing residential and commercial businesses and other items that may make evaluating the progress of these ongoing businesses difficult.

The "GAAP Income" section of this Redwood Review provides additional details on our earnings for the first quarter.



## **Book Value**

<sup>u</sup> The following table shows the components of our GAAP book value at March 31, 2012 and December 31, 2011.

Components of GAAP Book Value <sup>(1)</sup> (\$ in millions, except per share data)					
		As of			
			12	/31/2011	
		31/2012			
Cash and cash equivalents	\$	150	\$	267	
Real estate loans at Redwood					
Residential		303		395	
Commercial		178		158	
Total real estate loans at Redwood	\$	481	\$	553	
Real estate securities at Redwood <sup>(2)</sup>					
Residential		941		744	
Residential - Seguoia		62		-	
Commercial		6		6	
CDO		-		1	
Total real estate securities at Redwood	\$	1,009	\$	751	
Investments in New Sequoia Entities		47		49	
Investments in Other Consolidated Entities		40		42	
Other assets		81		91	
Total assets	\$	1,808	\$	1,752	
Short-term debt		(441)		(428)	
Long-term debt		(140)		(140)	
Asset-backed securities issued - Resecuritization <sup>(2)</sup>		(207)		(220)	
				· · /	
Other liabilities		(58)		(72)	
Stockholders' equity	\$	962	\$	893	
Book value per share	\$	12.22	\$	11.36	
	+		•		

(1) This table presents our assets and liabilities as calculated and reported under GAAP and as adjusted to reflect our investments in New Sequoia Entities and Other Consolidated Entities in separate line items, similar to the equity method of accounting, reflecting that, as a legal matter, the underlying assets and liabilities owned by these entities are not ours and we own only the securities and interests that we have acquired from these entities. See page 17 for an explanation of these adjustments.

<sup>(2)</sup>The assets and liabilities of the resecuritization we engaged in during the third quarter of 2011 are included in Real estate securities at Redwood - Residential and Asset-back securities issued - Resecuritization, respectively, although these assets and liabilities are owned by the resecuritization entity and are legally not ours and we own only the securities and interests that we acquired from the resecuritization entity. At March 31, 2012, the resecuritization accounted for \$332 million of real estate securities and \$207 million of asset-backed securities issued and our investment in this resecuritization is reflected in the difference between these assets and liabilities.



FINANCIAL INSIGHTS

## **Book Value (continued)**

<sup>u</sup> Our estimate of non-GAAP economic value at March 31, 2012 was \$13.18 per share, or \$0.96 per share higher than our reported GAAP book value. Approximately \$0.93 per share of this difference relates to the estimated economic value of our long-term debt of \$67 million (\$73 million below its GAAP basis) and \$0.10 per share relates to the estimated economic value of our investments in New Sequoia Entities and Other Consolidated Entities of \$95 million (\$8 million above their estimated GAAP value). These amounts were offset by a \$0.07 per share increase related to our estimated economic value of the asset-backed securities issued from the resecuritization we engaged in during the third quarter of 2011 of \$212 million (\$5 million above their GAAP basis). A further reconciliation of our estimate of non-GAAP economic value to GAAP book value is set forth in Table 3 of the Appendix.

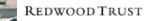
## **Balance Sheet**

<sup>u</sup> The following table shows the components of our balance sheet at March 31, 2012.

	Consolidating Balance Sheet March 31, 2012 (\$ in millions)									
	Re	At edwood	Sec	lew quoia tities	Con	Other solidated intities	Interc	company		edwood Isolidated
Residential real estate loans	\$	303	\$	591	\$	2,757	\$	-	\$	3,651
Commercial real estate loans		178		-		12		-		191
Real estate securities - Third party		947		-		254		-		1,200
Real estate securities - Sequoia		62		-		-		-		62
Investments in New Sequoia Entities		47		-		-		(47)		-
Investment in Other Consolidated Entities		40		-		-		(40)		-
Cash and cash equivalents		150		-		-		-		150
Total earning assets		1,727		591		3,023		(87)		5,253
Other assets		81		5		32		-		119
Total assets	\$	1,808	\$	596	\$	3,055	\$	(87)	\$	5,372
Short-term debt	\$	441	\$	-	\$	-	\$	-	\$	441
Other liabilities	Ŷ	58	Ŷ	2	÷	66	÷	-	+	126
Asset-backed securities issued		207		547		2,950		-		3,704
Long-term debt		140		-		-,		-		140
Total liabilities		846		549		3,015		-		4,410
Stockholders' equity		962		47		40		(87)		962
Total liabilities and equity	\$	1,808	\$	596	\$	3,055	\$	(87)	\$	5,372

<sup>u</sup> We present this table to highlight the impact that Sequoia Entities and our Other Consolidated Entities had on our GAAP balance sheet at March 31, 2012. As shown, Redwood's \$87 million GAAP investment in these consolidated entities increased our consolidated assets by \$3.7 billion and liabilities by \$3.6 billion.

- <sup>u</sup> We are required under GAAP to consolidate the assets and liabilities of certain Sequoia and Acacia securitizations that are treated as secured borrowing transactions. However, the securitized assets of these entities are not available to Redwood. Similarly, the liabilities of these entities are obligations payable only from the cash flow generated by their securitized assets and are not obligations of Redwood.
- <sup>u</sup> The consolidating balance sheet presents the assets and liabilities of the resecuritization we completed during the third quarter of 2011 at Redwood, although these assets and liabilities are owned by the resecuritization entity and are legally not ours and we own only the securities and interests that we acquired from the resecuritization entity. At March 31, 2012, the resecuritization accounted for \$332 million of available-for-sale securities (at fair value) and \$207 million of asset-backed securities issued (at historical cost) and our investment in this resecuritization equals the difference between these assets and liabilities.
- <sup>u</sup> The consolidating balance sheet presents the New Sequoia Entities separately from Other Consolidated Entities. Our investment in New Sequoia Entities reflects the three securitizations that we completed over the course of 2010 and 2011 as these were accounted for under GAAP as secured borrowings and were consolidated for GAAP. The two most recent securitizations that were completed in the first quarter of 2012 were accounted for as a sale of assets for GAAP. As a result, these securitizations were not consolidated, are not reflected in New Sequoia Entities, but are reflected on our balance sheet in Real Estate Securities Sequoia.



## **Balance Sheet (continued)**

#### **Real Estate Loans**

- <sup>u</sup> At March 31, 2012, we had \$303 million of unsecuritized residential real estate loans, as compared to \$395 million at December 31, 2011. The decrease reflects \$660 million of residential loan acquisitions less \$7 million of principal payments and \$745 million of securitized sales. In January 2012, we securitized \$416 million of loans and in March we securitized \$329 million of loans. At April 30, 2012, we had \$332 million of loans on our balance sheet. The majority of the residential real estate loans (and others we have identified for future acquisition) are intended to be sold or securitized in future periods. See the Sequoia Residential Mortgage Loan Business module on page 28 for more information.
- <sup>u</sup> At March 31, 2012, we had \$178 million of commercial debt investments, as compared to \$158 million at December 31, 2011. The increase reflects the origination of four debt investments totaling \$20 million and the acquisition of one debt investment for \$7 million in the first quarter, less the payoff of one \$6 million debt investment. See the Commercial Real Estate Business module beginning on page 26 for more information.

#### **Real Estate Securities**

<sup>u</sup> The following table presents the fair value of real estate securities at Redwood at March 31, 2012. We segment our securities portfolio by vintage (the year(s) the securities were issued), priority of cash flow (senior, re-REMIC, and subordinate), and by the quality of underlying loans (prime and non-prime).

Real Estate Securities at Redwood <sup>(1)</sup> March 31, 2012 (\$ in millions)											
	<=	2004	2	2005	_200	6-2008	2	012		Total	% of Total Securities
Residential											
Seniors Prime	\$	45	¢	400	¢	000	¢	00	•	450	450/
Non-prime <sup>(2)</sup>	Ф	45 105	\$	183 164	\$	209 6	\$	22	\$	459 275	45% 27%
Total Seniors	\$	150	\$	347	\$	215	\$	22	\$	734	72%
Re-REMIC											
Prime	\$	3	\$	56	\$	96	\$	-	\$	155	15%
Total Re-REMIC	\$	3	\$	56	\$	96	\$	-	\$	155	15%
Subordinates											
Prime	\$	57	\$	6	\$	3	\$	40	\$	106	11%
Non-prime <sup>(2)</sup>		8		-		-		-		8	1%
Total Subordinates	\$	65	\$	6	\$	3	\$	40	\$	114	12%
Total Residential	\$	218	\$	409	\$	314	\$	62	\$	1,003	99%
Commercial subordinates	\$	5	\$	1	\$	-	\$	-	\$	6	1%
CDO subordinates	\$	-	\$	-	\$	-	\$	-	\$	-	-
Total real estate securities	\$	223	\$	410	\$	314	\$	62	\$	1,009	100%

(1) Included in the residential securities table above are \$332 million of senior securities that are included in a resecuritization that we completed in July 2011. Under GAAP accounting, we account for the resecuritization as a financing even though these securities are owned by the resecuritization entity and are legally not ours. We own only the securities and interests that we acquired from the resecuritization entity, which amounted to \$125 million at March 31, 2012. As a result, to adjust at March 31, 2012 for the legal and economic interests that resulted from the resecuritization, Total Residential Securities would be decreased by \$132 million to \$402 million, Total Residential Securities would be increased by \$125 million to \$280 million, and Total Residential Securities would be reduced by \$207 million to \$96 million.

(2) Non-prime residential securities consist of \$281 million of Alt-A senior and subordinate and \$2 million of subprime subordinate securities.



## **Balance Sheet (continued)**

#### Real Estate Securities (continued)

Real Estate Secu (\$ in r	nillions)			
	Three Mon	ns Ended		
	3/31/2012	12/31	/2011	
Beginning fair value	\$ 751	\$	777	
Acquisitions	284		38	
Sales	(53)		-	
Gain on sale	6		-	
Effect of principal payments	(20)		(19)	
Change in fair value, net	41		(45)	

<sup>u</sup> The table below details the change in fair value of securities at Redwood during the first quarter of 2012 and the fourth quarter of 2011.

<sup>u</sup> Our acquisitions in the first quarter included \$194 million of prime senior securities, \$19 million of Alt-A senior securities, \$26 million of re-REMIC securities, and \$45 million of prime subordinate securities. These acquisitions include \$61 million of retained securities from SEMT 2012-1 and SEMT 2012-2. The amount of equity capital deployed for these acquisitions was \$136 million, net of short-term borrowings.

#### Investments in the Securitization Entities

<sup>u</sup> Our investments in New Sequoia Entities and Other Consolidated Entities, as estimated for GAAP, totaled \$87 million at March 31, 2012. This amount reflects the estimated book value of our retained investments in these entities based on the difference between the consolidated assets and liabilities of the entities in the aggregate according to their GAAP carrying amounts. Management's estimate of the non-GAAP economic value of our investments in New Sequoia Entities and Other Consolidated Entities was \$95 million. Of this amount, \$49 million consisted of IOs at Sequoia entities and \$46 million consisted of senior and subordinate securities we retained at Sequoia and Acacia entities. We used the same valuation process that we follow to fair value our other real estate securities as described in the Accounting Discussion in the Appendix.

#### Debt

<sup>u</sup> At March 31, 2012, we had short-term mortgage warehouse debt outstanding of \$137 million, which was used to finance a portion of our \$301 million inventory of residential mortgage loans held for sale. At March 31, 2012, we had two uncommitted mortgage warehouse facilities with a borrowing capacity of \$400 million. It is our intent to finance our residential mortgage loans held for sale primarily through the use of warehouse lines.



## **Balance Sheet (continued)**

#### Debt (continued)

- <sup>u</sup> At March 31, 2012, we had short-term recourse debt of \$304 million secured by \$422 million of our RMBS at market value, resulting in a debt-to-equity leverage ratio for these RMBS of 2.8X (excluding our liquidity capital cushion related to these short-term borrowings).
- <sup>u</sup> At March 31, 2012, we had \$207 million outstanding of asset-backed debt issued at a stated interest rate of 1-month LIBOR plus 200 basis points related to our resecuritization of senior securities with a market value of \$332 million. Redwood's investment in the resecuritized assets is the difference between the outstanding balance of the resecuritization and the balance of the asset-backed debt, or \$125 million. At March 31, 2012, the face value of the underlying RMBS collateral was \$400 million, the credit reserve amounted to \$21 million, the discount was \$76 million, and there was \$30 million of unrealized gains. In addition to the credit reserve, Redwood's investment has credit support from the securities (owned by third parties) that are subordinate to the senior securities that were resecuritized.
- <sup>u</sup> At March 31, 2012, we had \$140 million of long-term debt outstanding due in 2037 with a stated interest rate of three-month LIBOR plus 225 basis points. In 2010, we effectively fixed the interest rate on this long-term debt at a rate of approximately 6.75% (excluding deferred debt issuance costs) through interest rate swaps.
- <sup>u</sup> Although we report our long-term debt in accordance with GAAP based on its \$140 million historical cost, we estimate the non-GAAP economic value of this debt at \$67 million based on its stated interest rate using the same valuation process used to fair value our other financial assets and liabilities.

#### Capital and Cash

- <sup>u</sup> At March 31, 2012, our total capital was \$1.1 billion, including \$962 million of shareholders' equity and \$140 million of long-term debt. We use our capital to invest in earning assets, meet lender capital requirements, and to fund our operations and working capital needs.
- <sup>u</sup> Our cash balance was \$150 million at March 31, 2012. We hold cash for two main reasons. First, we hold cash in an amount we believe will be sufficient to comply with covenants, to fund haircuts (or the difference between the amounts advanced by our lenders and the value of the pledged loans and securities) on our warehouse and repo borrowing facilities, to meet potential margin calls, and to cover near-term cash operating expenses. Second, we hold cash in anticipation of having opportunities to invest at attractive yields.
- <sup>u</sup> We estimate that our investment capacity was about \$183 million at March 31, 2012.
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## **GAAP** Income

<sup>u</sup> The following table provides a summary of our consolidated GAAP income for the first quarter of 2012 and the fourth quarter of 2011.

		Three Months Ended           3/31/2012         12/31/2011           \$ 59         \$ 56           (31)         (29)           28         27           -         (8)           (1)         (10)           27         10           4         -           (15)         (13)		
	3/31	/2012	12/31	/2011
Interest income	\$	59	\$	56
Interest expense		(31)		(29)
Net interest income		28		27
Provision for loan losses		-		(8)
Other market valuation adjustments, net		(1)		(10)
Net interest income after provision and other market valuation adjustments		27		10
Mortgage banking activities, net		4		-
Operating expenses		(15)		(13)
Realized gains, net		14		-
GAAP income (loss)	\$	30	\$	(3)

- <sup>u</sup> Our consolidated GAAP net income for the first quarter was \$30 million, or \$0.37 per share, as compared to a loss of \$3 million, or \$0.03 per share, for the previous quarter. The \$33 million increase resulted from a combination of our new mortgage banking activities that include gains from two residential loan securitizations, lower provision expense, and gains associated with the sale of securities and the deconsolidation of certain Sequoia securitization entities.
- <sup>u</sup> Additional information related to GAAP income at Redwood, Sequoia Entities, and Other Consolidated Entities is provided on the following pages.



FINANCIAL INSIGHTS

## GAAP Income (continued)

<sup>u</sup> The following tables show the estimated effect that Redwood, New Sequoia Entities, and our Other Consolidated Entities had on GAAP income for the first quarter of 2012 and the fourth quarter of 2011.

	Consolidating Inco Three Months Ender (\$ in milli	d March 31, 2012			
	At Redwood	New Sequoia Entities	Other Consolidated Entities	Intercompany Adjustments	Redwood Consolidated
Interest income	\$ 24	\$ 7	\$ 21	\$ -	\$ 52
Net discount (premium) amortization	8	(0)	(1)	-	7
Total interest income	32	7	20	-	59
Interest expense	(6)	(6)	(19)	-	(31)
Net interest income	26	1	1	-	28
Provision for loan losses	-	-	-	-	-
Other market valuation adjustments, net	-	-	(0)	-	(1)
Net interest income (loss) after provision and other market					
valuation adjustments	26	1	1	-	27
Mortgage banking activities, net	4	-	-	-	4
Operating expenses	(15)	-	-	-	(15)
Realized gains, net	6	-	7	-	14
Income from New Sequoia Entities	1	-	-	(1)	-
Income from Other Consolidated Entities	8	-	-	(8)	-
Net income (loss)	\$ 30	\$1	\$8	\$ (9)	\$ 30

	<b>Consolidating I</b> Three Months Enc (\$ in				
	At Redwood	New Sequoia Entities	Other Consolidated Entities	Intercompany Adjustments	Redwood Consolidated
Interest income	\$ 20	\$8	\$ 21	\$ -	\$ 49
Net discount (premium) amortization	9	(0)	(1)	-	8
Total interest income	29	8	20	-	56
Interest expense	(5)	(7)	(18)	-	(29)
Net interest income	24	1	2	-	27
Provision for loan losses	(1)	(0)	(7)	-	(8)
Market valuation adjustments, net	(11)	-	1	-	(10)
Net interest income (loss) after provision					
and market valuation adjustments	12	1	(4)	-	10
Operating expenses	(13)	-	(0)	-	(13)
Realized gains, net		-	0	-	0
Income from New Sequoia Entities	1	-	-	(1)	-
Loss from Other Consolidated Entities	(3)	-	-	3	-
Net (loss) income	\$ (3)	\$ 1	\$ (3)	\$ 2	\$ (3)



FINANCIAL INSIGHTS

#### **GAAP Income (continued)**

#### **Redwood Parent**

- <sup>u</sup> Net interest income at Redwood was \$26 million for the first quarter of 2012, as compared to \$24 million for the fourth quarter of 2011, an increase of \$2 million. The increase was primarily the result of higher interest income from commercial debt investments made in the fourth quarter of 2011.
- <sup>u</sup> Total interest income from our securities portfolio was \$23 million for the first quarter of 2012, a slight increase compared to \$22 million in the fourth quarter of 2011. Declining investment yields were offset by increasing average balances, as acquisitions of \$284 million outpaced principal repayments and sales.
- <sup>u</sup> Residential loans at Redwood generated \$3 million of interest income during both the first quarter of 2012 and fourth quarter of 2011, as the average balance of loans remained roughly the same. These loans are financed at Redwood prior to being pooled and securitized through our Sequoia program, or sold as whole loans. The amount of interest earned at Redwood is dependent upon prevailing mortgage rates and the pace of our loan purchase and sale activity.
- <sup>u</sup> Commercial debt investments at Redwood generated \$5 million of interest income, an increase of \$2 million from the previous quarter, as the average balance of investments increased 40% to \$169 million. We acquired \$27 million of commercial debt investments and one \$6 million investment paid off in the first guarter of 2012, as compared to originations of \$60 million in the fourth guarter of 2011, bringing the total portfolio to \$178 million.
- <sup>u</sup> Interest expense at Redwood increased to \$6 million in the first quarter of 2012 from \$5 million in the fourth quarter of 2011 primarily as a result increased short-term repurchase and warehouse facility balances. This interest expense was derived from \$140 million of long-term debt at an effective cost of 6.87%, \$211 million (average balance) of ABS issued debt (related to the resecuritization of certain of our senior residential securities) at a cost of LIBOR plus 2%, as well as interest paid on short-term repurchase and warehouse facilities utilized during the first quarter. The realized portion of deferred security issuance costs is also reflected in interest expense.
- <sup>u</sup> Net negative market valuation adjustments on securities were less than \$1 million for the first quarter. Valuation changes of negative \$3 million related to derivatives used to manage certain risks associated with the residential loans we own or plan to acquire are excluded from market valuation adjustments and instead included in mortgage banking activities, net, on our consolidation statement of income.
- <sup>u</sup> During the first quarter of 2012, we recognized \$6 million of gains from the sale of securities. We did not sell securities in the fourth quarter of 2011.
- <sup>u</sup> Operating expenses at Redwood were \$15 million during the first quarter, an increase of \$2 million from the previous quarter. This increase was primarily a result of increased variable compensation costs. We expect a similar level of quarterly operating expenses in the second quarter of 2012.



## GAAP Income (continued)

#### New Sequoia Entities

<sup>u</sup> We estimated a contribution to net income of \$1 million for both the first quarter of 2012 and fourth quarter of 2011 from our investments in New Sequoia Entities. Information about New Sequoia Entities can be found in the Sequoia Residential Loan Business module on page 28.

#### **Other Consolidated Entities**

- <sup>u</sup> We recognized net income of \$8 million for the first quarter from our investments in Legacy Sequoia and Acacia securitization entities, as compared to a net loss of \$3 million for the previous quarter. This increase in net income is primarily a result of \$7 million in gains recognized upon deconsolidation of certain Sequoia securitization entities during the quarter. The remaining assets at Other Consolidated Entities continue to run off with no new reinvestment.
- <sup>u</sup> We did not recognize any provision for loan losses at Legacy Sequoia entities during the first quarter, as compared to \$7 million of provision recognized in the previous quarter. This decrease in provision is largely due to our assessment that our current reserve balance of \$59 million is sufficient to cover expected losses on loans at Sequoia entities that we continue to consolidate for GAAP financial reporting purposes.
- <sup>u</sup> There are currently 10 Sequoia entities for which we have aggregate loan loss reserves of \$6 million in excess of our reported investment for GAAP purposes, an amount we expect to recover in future periods upon the payoff or deconsolidation of those entities. During the first quarter of 2012, we sold variable interests in five Sequoia securitizations issued between 2001 and 2003 and determined upon completion of an accounting analysis that we should derecognize the associated assets and liabilities of these securitizations for financial reporting purposes. We deconsolidated \$307 million of real estate loans and other assets and \$307 million of ABS issued and other liabilities and realized gains of \$7 million that were comprised of both recoveries of excess provisions as well as cash raised by selling our interests in these entities.



FINANCIAL INSIGHTS

## **REIT Taxable Income and Dividends**

#### Summary

As a REIT, Redwood is required to distribute to shareholders at least 90% of its REIT taxable income (and meet certain other requirements), although Redwood's Board of Directors can declare dividends in excess of this minimum requirement. REIT taxable income is defined as income as calculated for tax that is earned at Redwood and its qualified REIT subsidiaries. Redwood also earns taxable income at its taxable subsidiaries, which it is not required to distribute. To the extent Redwood retains taxable income that is not distributed to shareholders, it is taxed at corporate tax rates. A reconciliation of GAAP and taxable income is set forth in Table 2 in the Financial Tables in this Review.

#### Overview

- <sup>u</sup> Redwood's estimate of REIT taxable income for the first quarter of 2012 was \$10 million, or \$0.13 per share, as compared to estimated REIT taxable income of \$3 million, or \$0.04 per share, for the fourth quarter of 2011.
- <sup>u</sup> Credit losses from legacy investments decreased in the first quarter but continue to have a significant impact on our REIT taxable income. In the first quarter of 2012, realized credit losses as calculated for tax purposes totaled \$10 million, as compared to \$15 million in the fourth quarter of 2011, and were charged directly to REIT taxable income since the tax code does not allow for the establishment of credit reserves.
- <sup>u</sup> Our REIT taxable income will likely continue to vary from period to period due to the timing of realized credit losses. Based on the securities we currently own, we expect an additional \$130 million of credit losses to be realized over an estimated two-to-five year period for tax purposes.
- <sup>u</sup> Redwood's total taxable income, defined as the sum of REIT taxable income plus the taxable income at our qualified taxable REIT subsidiaries, was \$8 million, or \$0.11 per share in the first quarter of 2012, as compared to an estimated taxable loss of \$1 million, or \$0.02 per share in the fourth quarter of 2011.
- <sup>u</sup> On February 22, 2012 our Board of Directors declared a regular dividend of \$0.25 per share for the first quarter, which was paid on March 30, 2012, to shareholders of record on March 15, 2012.
- <sup>u</sup> In November 2011, the Board of Directors announced its intention to pay a regular dividend of \$0.25 per share per quarter in 2012.



FINANCIAL INSIGHTS

## **Cash Flow**

The sources and uses of cash in the table below are derived from our GAAP Consolidated Statements of Cash Flow for the first quarter of 2012 and the fourth quarter of 2011, aggregating and netting all items in a manner consistent with the way management analyzes them. This table excludes the gross cash flow generated by our Sequoia and Acacia securitization entities (cash flow that is not available to Redwood), but does include the cash flow distributed to Redwood as a result of our investments in these entities. The beginning and ending cash balances presented in the table below are GAAP amounts.

Redwood Sources and Use (\$ in millions	s of Cash			
	Three Mo	nths Ended		
	3/31/12	12/31/11		
Beginning cash balance	\$ 267	\$	133	
Business cash flow <sup>(1)</sup>				
Loans, securities, and investments <sup>(2)</sup>	74		60	
Operating expenses	(12)		(10)	
Resecuritization interest expense	(12)		(10)	
Interest expense on other borrowed funds	(14)		(3)	
Dividends	(4)		(39)	
Net business cash flow	24		(6)	
Investment-related cash flow				
Acquisition of residential loans	(660)		(175)	
Origination of commercial loans	(27)		(60)	
Acquisition of securities, net <sup>(3)</sup>	(166)		(35)	
Investments in New Seguoia Entities	(61)		-	
Total investment-related cash flow	(914)		(270)	
Financing and other cash flow				
Proceeds from New Seguoia securitization	753		-	
Proceeds from repo debt, net	183		121	
(Repayment of) proceeds from warehouse debt, net	(170)		307	
Margin returned (posted), net	21		(15)	
Derivative pair-off	(11)		(3)	
Share repurchase	-		(4)	
Changes in working capital	(3)		4	
Net financing and other cash flow	773		410	
Ending cash balance	\$ 150	\$	267	

(1)Cash flow from securities and investments can be volatile from quarter to quarter depending on the level of invested capital, the timing of credit losses, acquisitions, sales, and changes in prepayments and interest rates. Therefore, (i) cash flow generated by these investments in a given period is not necessarily reflective of the long-term economic return we will earn on these investments; and, (ii) it is difficult to determine what portion of the cash received from an investment is a return "of" principal and what portion is a return "on" principal in a given period.

(2)Sources of cash from residential securities include the cash received from the securities that were included in the resecuritization we engaged in during the third quarter of 2011, and ABS issued - principal and interest reflects payments in respect of ABS issued in that resecuritization.

(3) Total sales of securities in the first quarter of 2012 were \$61 million. Securities sales of \$6 million made in the first quarter that settled in April are not reflected in the first quarter cash flow. Total acquisitions of securities in the first quarter of 2012 were \$223 million. Securities acquisitions of \$1 million made in the first quarter that settled in April are not reflected in the first quarter cash flow. There were no unsettled trades at the end of the fourth quarter of 2011.

<sup>u</sup> Business cash flow totaled \$24 million in the first quarter of 2012, as compared to an adjusted \$14 million in the prior quarter, after adjusting for the \$20 million one-time effect of a change in dividend payment dates instituted in the fourth quarter of 2011. Contributing to the \$10 million increase in adjusted cash flow were a \$6 million commercial loan prepayment, a \$1 million unsecuritized residential loan prepayment, and higher principal and interest payments from residential senior securities.

**FINANCIAL INSIGHTS** 



#### Cash Flow (continued)

- <sup>u</sup> The \$74 million of cash flow from our loans, securities, and investments continued to exceed the sum of our cash operating expenses of \$12 million, interest expense on borrowed funds of \$4 million, resecuritization interest expense of \$14 million, and the \$20 million required for the current level of recurring quarterly dividends.
- <sup>u</sup> Notable uses of cash in the first quarter included \$660 million for the acquisition of residential loans, as compared to \$175 million in the fourth quarter. The increase reflects timing differences between when we identify loans we intend to purchase and the dates we acquire those loans, a reflection on our increased efforts to minimize the amount of our capital invested in loan inventory. For example, many of the loans we purchased in the first quarter were loans that could potentially have been purchased earlier, but the actual purchase date was in closer proximity to the time the loans were securitized.
- <sup>u</sup> Our uses of cash for long-term investments totaled \$254 million, consisting of \$27 million for commercial debt investments, \$166 million for the acquisitions of seasoned third-party RMBS (net of sales of \$56 million), and \$61 million to acquire securities from the securitizations we completed in the first quarter of 2012.
- <sup>u</sup> As shown in the table below, our investment activity substantially increased in the first quarter. Note that this table represents the cash used in the quarter to acquire the assets, which may differ from the amount of acquisitions stated elsewhere in this Review due to timing differences between the acquisition trade date and the settlement date between accounting periods.

	Gross Cash Used fo (\$ ir	r Long		ments						
					Three Mon	ths Ende	b			
	:	3/31/12	12	2/31/11	9/3	30/11	6/:	30/11	3/	/31/11
Commercial	\$	27	\$	60	\$	27	\$	29	\$	12
RMBS, net		166		35		48		15		(27)
New Sequoia		61		-		19		-		15
Total cash used for long-term investments	\$	254	\$	95	\$	94	\$	44	\$	-

- <sup>u</sup> Notable sources of cash in the first quarter included \$753 million from the proceeds from our two securitizations (of which \$170 million was used to pay down our mortgage warehouse debt), and \$183 million from repurchase facilities used to finance a portion of our third-party RMBS and Sequoia RMBS acquisitions.
- <sup>u</sup> Cash flow from securities and investments can be volatile from quarter to quarter depending on the level of invested capital, the timing of credit losses, acquisitions, sales, and changes in prepayments and interest rates.



### COMMERCIAL REAL ESTATE BUSINESS

### Summary

Redwood's commercial origination platform provides debt solutions for borrowers on higher quality properties. Redwood collaborates with other lending institutions (including major banks, life insurance companies, CMBS issuers, and the GSEs) to originate subordinate debt investments (typically mezzanine loans or other forms of subordinated financing such as preferred equity or B Notes) for its portfolio. Redwood may also originate loans (both senior and subordinate) on stabilized commercial properties, retaining the subordinate investments while likely selling the senior loans at origination. (We refer to our commercial mezzanine loans and debt investments collectively as "debt investments.") Redwood also owns a small balance of legacy commercial securities that were acquired prior to 2008. This discussion is exclusive of commercial securities and loans owned by Acacia entities.

#### **Market Conditions**

- <sup>u</sup> Opportunities for us to make commercial debt investments on stabilized properties in the commercial market continue to expand. In 2011, origination volume for new commercial and multifamily mortgage loans was up 55 percent from the prior year, with increases across the major property types.
- <sup>u</sup> Four of the five debt investments we made in the first quarter were on multifamily properties and we anticipate increasing our exposure to this sector throughout this year. As noted in the chart on the next page, multifamily fundamentals are strong and continue to improve.
- <sup>u</sup> At March 31, 2012, our debt investment portfolio totaled \$178 million. On average, these debt investments have a maturity of over five years, unlevered yield in excess of 10% per annum before credit costs, a loan-to-value ratio of 72% at origination, and a debt service coverage ratio at origination of 1.17X based on our underwritten cash flows.

COMMERCIAL REAL ESTATE BUSINESS

#### Market Conditions (continued)



#### Source: Reis

- <sup>u</sup> During the first quarter, our portfolio generated interest income of \$5 million. All of our debt investments continue to be current. Since we began originating debt investments in the fourth quarter of 2010, we have begun to see improvement in the underlying cash flows on most of this portfolio, with our estimate of current debt service coverage exceeding 1.20X for the entire portfolio. In addition, we had one investment pay off in February 2012, a year after origination, as the improved metrics on the property allowed the borrower to refinance the property at a lower effective interest rate.
- <sup>u</sup> In April 2012, we originated one \$5 million mezzanine loan on a multifamily property. The 20 debt investments in our portfolio are on central business district office buildings, stabilized multifamily properties, grocery-anchored retail centers, a regional mall, and two cross-collateralized portfolios of hotel properties.
- " We believe we are still on pace to originate between \$200 and \$300 million in commercial debt investments in 2012, with a wide range of quarterly volume.
- <sup>u</sup> We continue to discuss financing alternatives with various counterparties and hope to obtain what we believe to be a prudent level of financing on this portfolio in the second half of 2012.
- " Our legacy portfolio of CMBS was valued at \$6 million at March 31, 2012, and generated less than \$1 million of cash flow during the first quarter.



### SEQUOIA RESIDENTIAL MORTGAGE LOAN BUSINESS

#### Summary

We purchase newly originated loans (mainly prime jumbo loans) that meet our collateral criteria from approved originators on a flow or bulk basis. Loans acquired through this process (our "conduit") are expected to be securitized through Sequoia securitization entities, which acquire residential mortgage loans through our conduit and issue residential mortgage-backed securities (RMBS) backed by these loans, or are sold privately as whole loans. Most of the senior or investment-grade rated RMBS issued by Sequoia Entities are sold to third-party investors; Redwood generally acquires the subordinate or non-investment grade securities but has also acquired senior securities and interest-only securities from the Sequoia Entities.

### **Quarterly Update**

- <sup>u</sup> On January 27, 2012, we closed SEMT 2012-1, a \$416 million securitization of 446 prime jumbo mortgage loans. On March 28, 2012, we closed SEMT 2012-2, a \$329 million securitization of 366 prime jumbo mortgage loans. Our initial gross investment in both transactions was \$61 million and our net investment was \$51 million after considering short-term borrowings used to finance the investment.
- <sup>u</sup> At March 31, 2012, we held \$102 million (estimated economic value) of RMBS issued from our five Sequoia securitizations that total \$1.65 billion. Included in the \$102 million are \$41 million of investments from the 2010 and 2011 deals we have consolidated and \$61 million in securities we retained from the 2012 deals that were accounted for as sales under GAAP. We are currently holding less than we initially retained from our five securitizations, as after we close a transaction we may subsequently sell certain securities that we initially retain, including the IOs. However, we are committed to retaining the securities that are first in line to incur credit losses.
- <sup>u</sup> As of March 31, 2012, there was one 30-day delinquency in the loans underlying these securitizations (which is now current) and there have not been any credit losses relating to these securitizations.
- <sup>u</sup> At March 31, 2012, residential loans purchased and held on our balance sheet for future securitization or loan sales totaled \$301 million, and the pipeline of residential loans we have identified for purchase totaled \$282 million.
- <sup>u</sup> At April 30, 2012, residential loans purchased and held on our balance sheet for future securitization or loan sales totaled \$331 million and the pipeline of residential loans we have identified for purchase totaled \$394 million.
- <sup>u</sup> At April 30, 2012, we had 28 active originators and 18 that we are working to implement.
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**RESIDENTIAL REAL ESTATE SECURITIES** 

#### Summary

Redwood invests in securities that are backed by pools of residential loans. Some of these investments in residential securities consist of senior prime and non-prime securities, and non-senior securities. Residential prime securities are mortgage-backed securities backed by prime residential mortgage loans. Residential non-prime securities are mortgage-backed securities backed by non-prime (Alt-A, Option ARM, and Subprime) residential mortgage loans. Nonsenior securities include subordinate and re-REMIC securities.

Senior securities are those interests in a securitization that have the first right to cash flows and are last in line to absorb losses. Subordinate securities are those interests in a securitization that have the last right to cash flows and are first in line to absorb losses. A re-REMIC is a resecuritization of RMBS where the cash flow from and any credit losses absorbed by the underlying RMBS are allocated among the securities issued in the resecuritization transaction in a variety of ways.

The following discussion refers only to the residential securities owned by Redwood, but excludes securities owned by Acacia entities, and exclusive of Redwood's investments in Acacia.

This discussion includes the securities that we resecuritized during the third quarter of 2011.

In the Financial Tables in the Appendix, information on the residential securities we own and underlying loan characteristics is set forth in Tables 5 through 8B.

### **Quarterly Update**

- Interest income generated by our residential securities was \$20 million in the first quarter of 2012, resulting in an annualized unlevered yield of 10.7% on the \$755 million average amortized cost of these securities.
- <sup>u</sup> We finance our holdings of residential securities with short-term debt secured by securities (repo debt), through the resecuritization transaction we completed during the third quarter of 2011 (resecuritization debt), and with equity capital. During the first quarter, average repo debt amounted to \$207 million and the average resecuritization debt amounted to \$211 million.
- <sup>u</sup> At March 31, 2012, the fair value of the residential securities we own totaled \$1 billion, consisting of \$459 million in prime senior securities, \$275 million in non-prime senior securities, \$155 million in re-REMIC securities, and \$114 million in subordinate securities. Each of these categories is further discussed on the following pages.
- <sup>u</sup> At March 31, 2012, 41% of the residential securities we held were fixed-rate assets, 22% were adjustable-rate assets, 24% were hybrid assets that reset within the next year, 2% were hybrid assets that reset between 12 and 36 months, and 11% were hybrid assets that reset after 36 months.



# **RESIDENTIAL REAL ESTATE SECURITIES**

#### Quarterly Update (continued)

<sup>u</sup> The following table presents information on residential securities at Redwood at March 31, 2012. For GAAP, we account for the large majority of these securities as available-for-sale (AFS) and others as trading securities, and in both cases the securities are reported at their fair value at the report date.

Resident	al Securities at Redwoo March 31, 2012 (\$ in millions)	od								
	_	S	enior							
	Р	rime	Non-pr	ime	Re	-REMIC	Subordi	inate	Т	otal
Available-for-sale securities (1)										
Current face	\$	490	\$	329	\$	253	\$	270	\$	1,342
Credit reserve		(31)		(16)		(64)		(125)		(236)
Net unamortized discount		(57)		(68)		(82)		(31)		(238)
Amortized cost		402		245		107		114		868
Unrealized gains		38		15		48		7		108
Unrealized losses		(3)		(5)		-		(7)		(15)
Trading securities		22		20		-		-		42
Fair value of residential securities	\$	459	\$	275	\$	155	\$	114	\$	1,003
Fair value of AFS securities as a % of face value $(2)$		89%		78%		61%		42%		72%
Amortized cost of AFS securities as a % of face value $^{(2)}$		82%		74%		42%		42%		65%

(1) Included in the residential securities table above are \$332 million of senior securities that are included in a resecuritization that we completed in July 2011. Under GAAP accounting, we account for the resecuritization as a financing even though these securities are owned by the resecuritization entity and are legally not ours. We own only the securities and interests that we acquired from the resecuritization entity, which amounted to \$125 million at March 31, 2012. As a result, to adjust at March 31, 2012 for the legal and economic interests that resulted from the resecuritization, Total Residential Senior Securities would be increased by \$125 million to \$402 million, Total Residential Securities would be increased by \$125 million.

(2) Does not include trading securities.

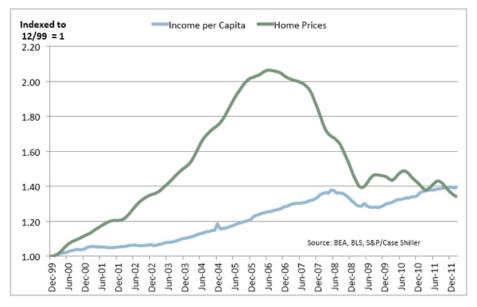
- <sup>u</sup> Securities are acquired assuming a range of outcomes based on modeling of expected performance at the individual loan level for both delinquent and current loans. Over time, the performance of these securities may require a change in the amount of credit reserves we designate.
- <sup>u</sup> In the first quarter, credit losses on our residential securities at Redwood totaled \$14 million, as compared to credit losses of \$20 million in the fourth quarter of 2011. In each quarter, all of the losses came from our subordinate securities. We expect future losses to extinguish a large percentage of the subordinate securities as reflected by the \$125 million of credit reserves we have provided for the \$27 million face value of those securities. Until the losses occur, we will generally continue to earn interest on the face value of those securities.
- <sup>u</sup> Additional information on interest income and yields for our securities portfolio is reported in the Financial Tables in the Appendix.



### **RESIDENTIAL REAL ESTATE SECURITIES**

#### **Housing Prices**

<sup>u</sup> When the housing bubble burst, we began tracking the key statistics that we believed would indicate how long it would take for the market to recover and how deep the downturn was likely to be. At the time, we said that we expected home prices to fall until historical levels of home affordability were restored, with a bit of likely overcorrection due to technical factors. Now in the early months of 2012, the market average is in overcorrected territory: home prices are up 34% since 1999, but personal income is up by 39%, which means that the average home is more affordable now than prior to the bubble. Limiting the impact of this positive trend in personal income is the prolonged difficulty many prospective home buyers have faced obtaining credit at desirable terms. Still, we think prices are reaching levels of strong support, which should shield against significant further downside to housing prices. Absent a second recession, we do not expect more than 5% in national home price declines, with significant geographic variation.

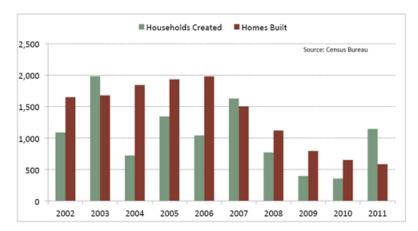


- <sup>u</sup> With lack of affordability no longer driving down prices, we believe that demographics will be the key to understanding the future trajectory of home prices. According to the Census Bureau, the U.S. added 13 million housing units between 2002 and 2010, but only 9 million households, creating excess supply of approximately four million units. Until this oversupply is reduced, it will serve to limit any significant appreciation. How it will be reduced will depend on two factors: household formation and new construction.
- <sup>u</sup> Household formation has been dramatically below historical levels due to the recession, averaging only 509,000 per year between 2008 and 2010. But in 2011, there was a significant rebound with 1.1 million of net household formation, and we expect this trend to continue if the economic recovery holds.

# **RESIDENTIAL REAL ESTATE SECURITIES**

#### Housing Prices (continued)

- <sup>u</sup> The slowdown in new construction should also help reduce the oversupply. Single family construction remains near all-time lows, with only 585,000 units completed in 2011. This is bad news for homebuilders and construction workers, but great news for most everyone else in the housing markets. As shown below, 2011 was the second year since 2003 when new households outnumbered new homes, and if this continues it will help to reduce the excess inventory. On the other hand, a rebound in home construction could push back the recovery of the housing market.
- <sup>a</sup> Based on these factors, our current estimate is that excess housing supply will be substantially reduced by 2014 or 2015.



- <sup>u</sup> Distressed properties create an additional uncertainty, with more than 3.7 million properties at least 90 days delinquent, according to LoanPerformance. A large portion of these loans will eventually be liquidated, and the owners will become renters. But how this will transpire is unclear. Will delinquent borrowers become renters in their current structure? Will they trade houses with a neighbor or move into a multifamily unit downtown?
- <sup>u</sup> In our view, the single greatest impediment to a quick housing recovery is the inability of servicers, investors, and the government to facilitate these inevitable transitions for delinquent loans. We are seeing some signs of progress in this area: the pilot REO-to-rental program at the FHFA is a step in the right direction, as are the foreclosure settlements and a rush of private equity into the distressed housing market. Servicers are also pursuing alternative liquidation strategies in much greater numbers: 24% of existing home sales in January came from short sales, up from 16% a year earlier, according to LoanPerformance, and this workout strategy should result in both lower losses, and a quicker housing recovery.



## **RESIDENTIAL REAL ESTATE SECURITIES**

### Delinquencies

- <sup>u</sup> Delinquencies were stable in the first quarter, but remain at historically elevated levels. According to LoanPerformance data, serious (90+ day) delinquencies rose by 0.02% quarter over quarter to 11.09% for prime loans and fell 0.41% quarter over quarter to 29.41% for Alt-A loans. The loans collateralizing the securities in Redwood's portfolio have lower delinquency rates than the market as a whole.
- <sup>u</sup> Early-stage roll rates (from loans "always current" to 30 days delinquent) were largely unchanged. Of previously "always current" prime loans, 0.56% missed their first payment in March 2012, up from 0.53% in December 2011, while the same metric for Alt-A fell 0.04% to 1.08%. These roll rates are high by historical standards but well below 2008 2010 levels, and are showing no sign of a 'double dip' in mortgage performance. This trend should eventually cause total delinguencies to fall, but for now the slowdown in new defaults is being balanced by an extension in liquidation timelines.

#### Prepayments

<sup>u</sup> Prepayment speeds fell during the first quarter. Prime borrowers with loan-to-value (LTV) ratios below 100% prepaid at 17% CPR in March 2012 (down from 20% in December 2011), while Alt-A borrowers with equity prepaid at 7% CPR, down slightly from the prior quarter. The slowdowns were likely due to flat interest rates. According to Freddie Mac, the monthly average rate for new loans fell from 3.96% in December 2011 to 3.95% in March 2012, a relatively modest decline compared to prior quarters. Borrowers without equity prepaid very slowly regardless of credit quality, with prime and Alt-A loans with LTV ratios above 100% prepaying at only 5% and 1% CPR, respectively, in line with the prior quarter.



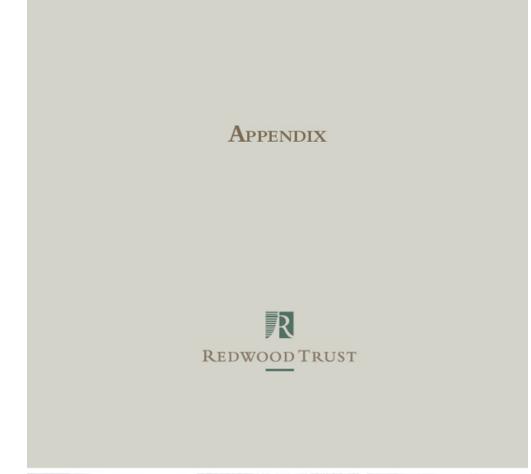
# LEGACY INVESTMENTS IN OTHER CONSOLIDATED ENTITIES

# Summary What is this?

Prior to 2010, we sponsored Sequoia and Acacia securitization entities that acquired mortgage loans and securities and created and issued ABS backed by these loans and securities. References to Sequoia's activities prior to 2010 are referred to as "Legacy Sequoia." Our Sequoia program is active and issued RMBS in 2010, 2011, and 2012, which is discussed in the Sequoia Residential Mortgage Loan Business module.

### **Quarterly Update**

- <sup>u</sup> In the first quarter of 2012, we reported combined net income of \$8 million from Legacy Sequoia and Acacia entities, as compared to a combined net loss of \$3 million in the fourth quarter of 2011. This increase in net income is primarily a result of \$7 million in gains recognized upon deconsolidation of certain Sequoia securitization entities during the quarter and a lower provision for loan losses. The remaining assets at Other Consolidated Entities continue to run off with no new reinvestment.
- <sup>u</sup> During the first quarter of 2012, we sold variable interests in five Sequoia securitization issued between 2001 and 2003 and determined upon completion of an accounting analysis that we should derecognize the associated assets and liabilities of these securitizations for financial reporting purposes. We deconsolidated \$307 million of real estate loans and other assets and \$307 million of ABS issued and other liabilities and recognized realized gains of \$7 million.
- <sup>u</sup> Cumulative losses for all 52 Legacy Sequoia residential mortgage securitizations sponsored by us (totaling \$35 billion at issuance) totaled 0.66% of the original face amount of the securities through March 2012.
- <sup>u</sup> The consolidation of the assets and liabilities of securitization entities may lead to potentially volatile reported earnings for a variety of reasons, including the amortization of premiums on the loans and liabilities of Sequoia entities, changes in credit loss provisions for loans held by Sequoia entities, fair value adjustments for the assets and liabilities of the Acacia entities, and deconsolidation events.
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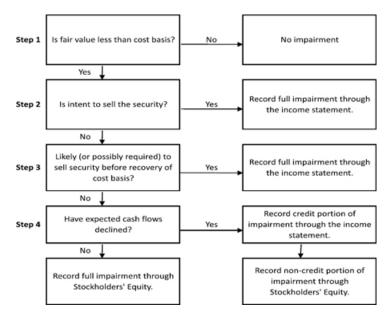
### ACCOUNTING DISCUSSION

### **Mark-to-Market Valuation Process**

- <sup>u</sup> Market values reflect an "exit price," or the amount we believe we would realize if we sold an asset or would pay if we repurchased a liability in an orderly transaction, even though we generally have no intention nor would we be required to sell assets or repurchase liabilities. Establishing market values is inherently subjective and requires us to make a number of assumptions, including the future of interest rates, prepayment rates, discount rates, credit loss rates, and the timing of credit losses. The assumptions we apply are specific to each asset or liability.
- <sup>u</sup> We rely on our internal calculations to compute the fair value of our securities and we request and consider indications of value (marks) from third-party dealers to assist us in our mark-to-market valuation process. For March 31, 2012, we received dealer marks on 74% of our securities and 95% of our ABS issued. In the aggregate, our internal valuations of the securities on which we received dealer marks were 5% lower (i.e., more conservative) than the aggregate dealer marks, and our internal valuations of our ABS issued on which we received dealer marks were 4% higher (i.e., more conservative) than the aggregate dealer marks.

#### **Determining Other-Than-Temporary Impairments**

<sup>u</sup> The multi-step process for determining whether an investment security has other-than-temporary impairment is presented below.



GLOSSARY



### ACACIA

Acacia is the brand name for the collateralized debt obligation (CDO) securitizations Redwood sponsored.

### ADJUSTABLE-RATE MORTGAGES (ARMs)

Adjustable-rate mortgages are loans that have coupons that adjust at least once per year. We make a distinction between ARMs (loans with a rate adjustment at least annually) and hybrids (loans that have a fixed-rate period of 2 -10 years and then become adjustable-rate).

### AGENCY

Agency refers to government-sponsored enterprises (GSEs), including Federal National Mortgage Association (Fannie Mae), Federal Home Loan Mortgage Corporation (Freddie Mac), and Government National Mortgage Association (Ginnie Mae).

### ALT-A SECURITIES and ALT-A LOANS

Alt-A securities are residential mortgage-backed securities backed by loans that have higher credit quality than subprime and lower credit quality than prime. Alt-A originally represented loans with alternative documentation, but the definition has shifted over time to include loans with additional risk characteristics and in some cases investor loans. In an Alt-A loan, the borrower's income may not be verified, and in some cases, may not be disclosed on the loan application. Alt-A loans may also have expanded criteria that allow for higher debt-to-income ratios with higher accompanying loan-to-value ratios than would otherwise be permissible for prime loans.

### AMORTIZED COST

Amortized cost is the initial acquisition cost of an available-for-sale (AFS) security, minus principal repayments or principal reductions through credit losses, plus or minus premium or discount amortization. At the point in time an AFS security is deemed other-than-temporarily impaired, the amortized cost is adjusted (by changing the amount of unamortized premium or discount) by the amount of other-than-temporary impairment taken through the income statement.

### ASET-BACKED SECURITIES (ABS)

Asset-backed securities (ABS) are securities backed by financial assets that generate cash flows. Each ABS issued from a securitization entity has a unique priority with respect to receiving principal and interest cash flows and absorbing any credit losses from the assets owned by the entity.

### AVAILABLE -FOR-SALE (AFS)

An accounting method for debt and equity securities in which the securities are reported at their fair value on the balance sheet. Positive changes in the fair value are accounted for as increases to stockholders' equity and do not flow through the income statement. Negative changes in fair value may be recognized through the income statement or balance sheet, as further detailed in the Accounting Discussion module.

### **B-NOTES**

B-Notes are subordinate interests in commercial mortgage debt which are either (i) evidenced by a subordinated promissory note secured by the same mortgage that also secures the senior debt relating to the same property or (ii) junior participation interests in mortgage debt that are subordinate to senior participation interests in the same mortgage debt. B-Notes typically provide the holder with certain rights to approve modifications to related lending agreements and to trigger foreclosure under the mortgage following an event of default. B-Notes also typically provide the holder certain limited rights to cure a borrower default under senior debt secured by the same mortgage in order to keep the senior debt current and avoid foreclosure.



# GLOSSARY

### **BOK VALUE (GAP)**

Book value is the value of our common equity in accordance with GAAP.

# COLLATERALIZED DEBT OBLIGATION (CDO) SECURITIZATIONS

The securitization of a diverse pool of assets.

### COMMERCIAL MORTGAGE-BACKED SECURITIES (CMBS)

A type of mortgage-backed security that is secured by one or more loans on commercial properties.

### CONSTANT (or CONDITIONAL) PREPAYMENT RATE (CPR)

Constant (or conditional) prepayment rate (CPR) is an industry-standard measure of the speed at which mortgage loans prepay. It approximates the annual percentage rate at which a pool of loans is paying down due to unscheduled principal prepayments.

#### CORE EQUITY

Core equity is not a measure calculated in accordance with GAAP. GAAP equity includes mark-to-market adjustments for some of our assets and interest rate agreements in "accumulated other comprehensive income (loss)." Core equity excludes accumulated other comprehensive income (loss). Core equity in some ways approximates what our equity value would be if we used historical amortized cost accounting exclusively. A reconciliation of core equity to GAAP appears in the Table 3 in the Financial Tables in this Review.

#### CREDIT SUPPORT

Credit support is the face amount of securities subordinate (or junior) to the applicable security that protects the security from credit losses and is generally expressed as a percentage of the securitization's underlying pool balance.

#### DEBT

Debt is an obligation of Redwood. See Long-term debt and Short-term debt.

#### ECONOMIC VALUE (MANAGEMENT'S ESTIMATE OF ECONOMIC VALUE )

Economic value closely relates to liquidation value and is calculated using the bid-side marks (or estimated bid-side values) for all of our financial assets, and offered-side marks (or estimated offered-side values) for all of our financial liabilities. We calculate management's estimate of economic value as a supplemental measure to book value calculated under GAAP. Our economic value estimates on a per-share basis are reconciled to GAAP book values per share in Table 3 in the Financial Tables of this Review.

### FASB

Financial Accounting Standards Board.

#### FHFA

The FHFA refers to the Federal Housing Finance Authority.

#### GAP

Generally Accepted Accounting Principles in the United States.

#### **GOVERNMENT SPONSORED ENTERPRISE (GSE)**

A government sponsored enterprise is a financial services corporation created by the United States Congress to enhance the flow of credit to targeted sectors of the economy. Among the GSEs charted by Congress are Fannie Mae, Freddie Mac, and Ginnie Mae.

GLOSSARY



### INTEREST-ONLY SECURITIES (IOs)

Interest-only securities (IOs) are specialized securities created by securitization entities where the projected cash flows generated by the underlying assets exceed the cash flows projected to be paid to the securities that are issued with principal balances. Typically, IOs do not have a principal balance and they will not receive principal payments. Interest payments to IOs usually equal an interest rate formula multiplied by a "notional" principal balance. The notional principal balances for IOs are typically reduced over time as the actual principal balance of the underlying pool of assets pays down, thus reducing the cash flows to the IOs over time. Cash flows on IOs are typically reduced more quickly when asset prepayments increase.

#### INVESTMENT CAPACITY

The amount of capacity we estimate that we have to invest in new assets. Our estimate of our investment capacity takes into account, among other things, cash on hand, cash we estimate we could raise by prudently increasing short-term borrowings, and cash needed to cover short-term operations, working capital, and a liquidity cushion.

### JUMBO LOAN

A jumbo loan is a mortgage loan that generally conforms to the underwriting standards of Fannie Mae and Freddie Mac except that the dollar amount of the loan exceeds the maximum limit set by the two GSEs for loans salable to the two companies.

#### LEVERAGE RATIOS

When determining Redwood's financial leverage, traditional leverage ratios may be misleading in some respects if consolidated ABS issued from securitization entities are included as part of Redwood's obligations when calculating this or similar ratios. Because of the requirement to consolidate the independent securitization entities for GAAP accounting purposes, it appears that Redwood is highly leveraged, with total consolidated liabilities significantly greater than equity. The obligations of these securitization entities are not obligations of Redwood.

#### LONG-TERM DEBT

Long-term debt is debt that is an obligation of Redwood that is not payable within a year and includes junior subordinated notes and trust preferred securities. We generally treat long-term debt as part of our capital base when it is not payable in the near future.

### MARK-TO-MARKET (MTM) ACCOUNTING

Mark-to-market accounting uses estimated fair values of assets, liabilities, and hedges. Many assets on our consolidated balance sheet are carried at their fair value rather than amortized cost. Taxable income is generally not affected by market valuation adjustments.

#### MARKET VALUATION ADJUSTMENTS (MVAs)

Market valuation adjustments (MVAs) are changes in market values for certain assets and liabilities that are reported through our GAAP income statement. They include all changes in market values for assets and liabilities accounted for at fair value, such as trading securities and derivatives. They also include the credit portion of other-than-temporary impairments on securities available-for-sale, as well as impairments of loans held-for-sale and REO properties.

### MEZZANINE LOAN

A mezzanine loan is a loan secured by the membership interests, partnership interests, and/or stock in a single purpose entity formed to own a commercial property, for example. If the mezzanine borrower fails to make its payments or otherwise defaults under the mezzanine loan documents, the mezzanine lender may pursue its remedies, including taking control of the single purpose entity that owns the property.



GLOSSARY

# MORTGAGE SERVICING RIGHT (MSR)

A mortgage servicing right (MSR) gives the holder the contractual right to service a mortgage loan. MSRs typically include the right to collect monthly mortgage principal and interest payments, as well as related tax and insurance payments, from borrowers, disburse funds to the mortgage debt holders and remit related insurance and tax payments, collect late payments, and process modifications and foreclosures. MSRs are created when mortgage loans are sold in a transaction in which the seller retains the right to service the loans. The holder of an MSR receives a monthly servicing fee (which generally ranges from 0.25% to 0.375% per annum of the outstanding principal balance of the related mortgage loan), which is deducted from the borrower's monthly interest payments. For accounting purposes, MSRs are capitalized at the net present value of the servicing fee less the servicing cost. When Redwood holds MSRs relating to residential mortgage loans, it retains a sub-servicer to carry out actual servicing functions, as Redwood does not directly service residential mortgage loans.

### **NON-GAAP METRICS**

Not all companies and analysts calculate non-GAAP metrics in the same manner. As a result, certain metrics as calculated by Redwood may not be comparable to similarly titled metrics reported by other companies. Redwood uses non-GAAP metrics such as management's estimate of economic value and core equity to provide greater transparency for investors. Our non-GAAP metrics are reconciled to GAAP in the Financial Tables in this Review.

### **NON-PRIME SECURITIES**

Non-prime securities are Alt-A, option ARM, and subprime securities. See definitions of Alt-A, option ARM, and subprime securities.

#### **OPTION ARM LOAN**

An option ARM loan is a residential mortgage loan that generally offers a borrower monthly payment options such as: 1) a minimum payment that results in negative amortization; 2) an interest-only payment; 3) a payment that would fully amortize the loan over an original 31-year amortization schedule; and, 4) a payment that would fully amortize the loan over a 15-year amortization schedule. To the extent the borrower has chosen an option that is not fully amortizing the loan (or negatively amortizing the loan), after a period — usually five years or once the negatively amortized loan balance reaches a certain level (generally 15% to 25% higher than the original balance) — the loan payments are recast. This recast provision resets the payment at a level that fully amortizes the loan over its remaining life and the new payment may be materially different than under the borrowers' previous option.

#### PREFERRED EQUITY

A preferred equity investment is an investment in preferred equity of a special purpose entity that directly or indirectly owns a commercial property. An investor in preferred equity is typically entitled to a preferred return (relative to a holder of common equity of the same entity) and has the right, if the preferred return is not paid, to take control of the entity (and thereby control the underlying commercial property).

#### PRIME RESIDENTIAL REAL ESTATE LOANS

Prime loans are residential loans with higher quality credit characteristics, such as borrowers with higher FICO credit scores, lower loan-to-value ratios, lower debt-to-income ratios, greater levels of other assets, and more documentation.

GLOSSARY



#### PRIME SECURITIES

Prime securities are residential mortgage-backed securities backed by prime loans, generally with balances greater than conforming loan limits. Prime securities are typically backed by loans that have relatively high weighted average FICO scores (700 or higher), low weighted average LTVs (75% or less), limited concentrations of investor properties, and low percentages of loans with low FICO scores or high loan-to-value ratios.

### **PROFITABILITY RATIOS**

Many financial institution analysts use asset-based profitability ratios such as interest rate spread and interest rate margin when analyzing financial institutions. These are asset-based measures. Since we consolidate the assets and liabilities of securitization entities for GAAP purposes, our total GAAP assets and liabilities may vary over time, and may not be comparable to assets typically used in profitability calculations for other financial institutions. As a result, we believe equity-based profitability ratios may be more appropriate than asset-based measures for analyzing Redwood's operations and results. We believe, for example, that net interest income as a percentage of equity is a useful measure of profitability. For operating expenses, we believe useful measures are operating efficiency ratio (operating expenses as a percentage of net interest income) and operating expenses as a percentage of equity. We provide various profitability ratios in Table 4 in the Financial Tables in this Review.

### REAL ESTATE INVESTMENT TRUST (REIT)

A real estate investment trust (REIT) is an entity that makes a tax election to be taxed as a REIT, invests in real estate assets, and meets other REIT qualifications, including the distribution as dividends of at least 90% of REIT taxable income. A REIT's profits are not taxed at the corporate level to the extent that these profits are distributed as dividends to stockholders, providing an operating cost savings. On the other hand, the requirement to pay out as dividends most of the REIT's taxable profits means it can be harder for a REIT to grow using only internally-generated funds (as opposed to raising new capital).

### **REAL ESTATE OWNED (REO)**

Real estate owned (REO) refers to real property owned by the lender or loan owner that has been acquired through foreclosure.

#### **REIT SUBSIDIARY**

A REIT subsidiary is a subsidiary of a REIT that is taxed as a REIT.

#### **REIT TAXABLE INCOME**

REIT taxable income is not a measure calculated in accordance with GAAP. REIT taxable income is pre-tax income calculated for tax purposes at Redwood including only its qualifying REIT subsidiaries (i.e., excluding its taxable subsidiaries). REIT taxable income is an important measure as it is the basis of our dividend distribution requirements. We must distribute at least 90% of REIT taxable income as dividends to shareholders over time. As a REIT, we are not subject to corporate income taxes on the REIT taxable income we distribute. We pay income tax on the REIT taxable income we retain, if any (and we are permitted to retain up to 10% of total REIT taxable income). A reconciliation of REIT taxable income to GAAP income appears in Table 2 in the Financial Tables in this Review.

#### REMIC

A real estate mortgage investment conduit (REMIC) is a special purpose vehicle used to pool real estate mortgages and issue mortgage-backed securities. REMICs are typically exempt from tax at the entity level. REMICs may invest only in qualified mortgages and permitted investments, including single family or multifamily mortgages, commercial mortgages, second mortgages, mortgage participations, and federal agency pass-through securities.



# GLOSSARY

### **RE-REMIC SECURITY**

A re-REMIC is a re-securitization of asset-backed securities. The cash flows from and any credit losses absorbed by the underlying assets can be redirected to the resulting re-REMIC securities in a variety of ways.

#### RESECURITIZATION

A resecuritization is a securitization of two or more mortgage-backed securities into a new mortgage-backed security.

### RESIDENTIAL MORTGAGE-BACKED SECURITIES (RMBS)

A type of mortgage-backed security that is backed by a pool of mortgages on residential properties.

#### **RETURN ON EQUITY (ROE) and ADJUSTED RETURN ON EQUITY**

ROE is the amount of profit we generate each year per dollar of equity capital and equals GAAP income divided by GAAP equity. Adjusted ROE is not a measure calculated in accordance with GAAP — it is GAAP income divided by core equity.

#### SENIOR SECURITIES

Generally, senior securities have the least credit risk in a securitization transaction because they are generally the last securities to absorb credit losses. In addition, the senior securities have the highest claim on the principal and interest payments (after the fees to servicers and trustees are paid.) To further reduce credit risk, most if not all, principal collected from the underlying asset pool is used to pay down the senior securities until certain performance tests are satisfied. If certain performance tests are satisfied, principal payments are shared between the senior securities and the subordinate securities, generally on a pro rata basis. At issuance, senior securities are generally triple A-rated.

#### SEQUOIA

Sequoia is the brand name for securitizations of residential real estate loans Redwood sponsors. Sequoia entities are independent securitization entities that acquire residential mortgage loans and create and issue asset-backed securities (ABS) backed by these loans. Most of the loans that Sequoia entities acquire are prime-quality loans. Most of the senior ABS created by Sequoia are sold to third-party investors. Redwood usually acquires most of the subordinated ABS and occasionally acquires the interest-only securities (IOs).

#### SHORT-TERM DEBT

Short-term debt is debt that is an obligation of Redwood and payable within a year. We may obtain this debt from a variety of Wall Street firms, banks, and other institutions. In the past, as another form of short-term debt, we have issued collateralized commercial paper. We may issue these or other forms of short-term debt in the future. We may use short-term debt to finance the accumulation of assets prior to sale to a securitization entity and to finance investments in loans and securities.

### SUBORDINATE DEBT INVESTMENTS

Subordinate Debt Investments mean Mezzanine Loans, Preferred Equity, and B-Notes.

GLOSSARY



### SUBORDINATE SECURITIES (JUNIOR SECURITIES or NON-SENIOR SECURITIES)

Subordinate securities absorb the initial credit losses from a securitization structure, thus protecting the senior securities. Subordinate securities have a lower priority to receive principal and interest payments than the senior securities. Subordinate securities receive little, if any, principal payments until certain performance tests are satisfied. If certain performance tests are satisfied, principal payments are shared between the senior securities and the subordinate securities, generally on a pro rata basis. Subordinate securities generally receive interest payments even if they do not receive principal payments. At issuance, subordinate securities are generally rated double-A or below.

### SUBPRIME SECURITIES

Subprime securities are residential mortgage-backed securities backed by loans to borrowers who typically have lower credit scores and/or other credit deficiencies that prevent them from qualifying for prime or Alt-A mortgages and may have experienced credit problems in the past, such as late payments or bankruptcies. To compensate for the greater risks and higher costs to service the loans, subprime borrowers pay higher interest rates, points, and origination fees.

### TAXABLE INCOME

Taxable income is not a measure calculated in accordance with GAAP. Taxable income is pre-tax income for Redwood and all its subsidiaries as calculated for tax purposes. Taxable income calculations differ significantly from GAAP income calculations. A reconciliation of taxable income to GAAP income appears in Table 2 in the Financial Tables in this Review.

### TAXABLE SUBSIDIARY

A taxable subsidiary is a subsidiary of a REIT that is not taxed as a REIT and thus pays taxes on its income. A taxable subsidiary is not limited to investing in real estate and it can choose to retain all of its after-tax profits.

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FINANCIAL TABLES 1st Quarter 2012







# Table 1: GAAP Earnings (\$ in thousands , except per share data)

	2012 Q1	2011 Q4	2011 Q3	2011 Q2	2011 Q1	2010 Q4	2010 Q3	2010 Q2	2010 Q1	Twelve Months 2011	Twelve Months 2010
Interest income \$	51,354	\$ 48,512 \$	45,096 \$	44,126 \$	44,025	\$ 44,956	\$ 49,249 \$	47,730 \$	50,449	\$ 181,759	\$ 192,384
Discount amortization on securities, net Other investment interest	8,258	9,339	10,179	10,513	12,104	12,671	10,991	10,821	10,629	42,135	45,112
income Premium amortization	-	-	-	-	-	-	2	4	9	-	15
expense on loans	(872)	(1,356)	(1,879)	(1,684)	(1,796)	(1,874)	(1,227)	(1,985)	(2,371)	(6,715)	(7,457)
Total interest income	58,740	56,495	53,396	52,955	54,333	55,753	59,015	56,570	58,716	217,179	230,054
Interest expense on short- term debt	(1,827)	(764)	(78)	(7)	(182)	(43)	(2)	(36)	-	(1,031)	(81)
Interest expense on ABS ABS issuance expense	(24,564)	(24,030)	(19,907)	(19,508)	(17,817)	(17,800)	(19,582)	(17,582)	(16,145)	(81,262)	(71,109)
amortization ABS interest rate agreement	(569)	(630)	(545)	(568)	(559)	(370)	(575)	(475)	(634)	(2,302)	(2,054)
expense ABS issuance premium	(1,204)	(1,171)	(1,233)	(1,252)	(1,140)	(1,189)	(1,104)	(1,127)	(495)	(4,796)	(3,915)
amortization income Total ABS expense	(115)	(136)	(170)	78	96	168	187	196	208	(132)	759
consolidated from trusts	(26,452)	(25,967)	(21,855)	(21,250)	(19,420)	(19,191)	(21,074)	(18,988)	(17,066)	(88,492)	(76,319)
Interest expense on long-term debt	(2,376)	(2,384)	(2,384)	(2,375)	(2,371)	(2,390)	(2,619)	(2,140)	(1,115)	(9,514)	(8,264)
Net interest income Provision for loan losses Other market valuation	28,085 (274)	27,380 (7,784)	29,079 (3,978)	29,323 (1,581)	32,360 (2,808)	34,129 (7,902)	35,320 (2,436)	35,406 (4,321)	40,535 (9,476)	118,142 (16,151)	145,390 (24,135)
adjustments, net	(628)	(9,682)	(13,448)	(11,147)	(5,740)	380	(1,573)	(7,125)	(11,236)	(40,017)	(19,554)
Net interest income after provision and other market valuation adjustments	27,183	9,914	11,653	16,595	23,812	26,607	31,311	23,960	19,823	61,974	101,701
Mortgage banking activities, net	4,302	-	-	-	-	-	-	-	-	-	-
Fixed compensation expense Variable compensation	(5,035)	(3,799)	(3,702)	(3,797)	(4,145)	(3,402)	(3,314)	(3,661)	(4,109)	(15,443)	(14,486)
expense Equity compensation expense	(2,594) (2,176)	(721) (2,371)	(863) (1,929)	(646) (2,707)	(600) (2,060)	(2,152) (1,710)	(2,206) (1,507)	(1,303) (2,077)	(1,880) (6,059)	(2,830) (9,067)	(7,541) (11,353)
Severance expense Other operating expense	- (4,829)	- (5,683)	- (5,013)	- (4,937)	- (4,709)	- (5,673)	(48) (5,170)	(229) (3,957)	(81) (5,177)	- (20,342)	(358) (19,977)
Total operating expenses	(14,634)	(12,574)	(11,507)	(12,087)	(11,514)	(12,937)	(12,245)	(11,227)	(17,306)	(47,682)	(53,715)
Realized gains on sales, net Realized gains (losses) on calls, net	13,507	-	313	5,433	3,956	786	72	16,080	44,338	9,702	61,276
	113	102	832	401	(91)	726	1,494	-	-	1,244	2,220
Realized gains, net	13,620	102	1,145	5,834	3,865	1,512	1,566	16,080	44,338	10,946	63,496
Noncontrolling interest	-	-	20	(888)	2,015	(447)	(532)	(186)	15	1,147	(1,150)
Provision for income taxes Net income (loss) \$	(8) 30,463	- \$ (2,558) \$	(14) 1,297 \$	(14) 9,440 \$	(14) 18,164	(26) \$ 14,709	(202) \$ 19,898 \$	(26) 28,601 \$	(26) 46,844	(42) \$ 26,343	(280) \$ 110,052
ver moome (1055) \$	30,403	ψ (2,550) Φ	1,231 \$	J,440 J	10,104	ψ 14,/09	ψ 13,030 Φ	20,001 \$	40,044	ψ 20,343	φ 110,032
Diluted average shares	79,892	78,370	78,471	79,478	79,372	78,944	78,961	78,852	78,542	78,300	78,811
Net income (loss) per share \$	0.37	\$ (0.03) \$	0.01 \$	0.11 \$	0.22	\$ 0.18	\$ 0.25 \$	0.35 \$	0.58	\$ 0.31	\$ 1.36

THE REDWOOD REVIEW 1ST QUARTER 2012

Table 1: GAAP Earnings



### Table 2: Taxable and GAAP Income (Loss) <sup>1</sup> Differences and Dividends (\$ in thousands, except per share data)

	Es	timated 2012	Q1 <sup>(2)</sup>	Estimat	ted Twelve M	onths 2011	Act	ual Tw	velve Months	2010
	Taxable	GAAP		Taxable	GAAP		Taxable		GAAP	
	Income	Income	Differences	Income	Income	Differences	(Loss) Inco	me	Income	Difference
Taxable and GAAP Income (Loss) Differences										
Interest income	\$ 38,027	\$ 58,740	\$ (20,713)	\$128,353	\$ 217,179	\$ (88,826)	\$ 136,	750	\$ 230,054	\$ (93,30
Interest expense	(6,184)	(30,655)	24,471	(16,759)	(99,037	) 82,278	(8,	545)	(84,664)	76,11
Net interest income	31,844	28,085	3,759	111,594	118,142	(6,548)	128,	205	145,390	(17,18
Provision for loan losses	-	(274)	274	-	(16,151	) 16,151		-	(24,135)	24,13
Realized credit losses	(10,437)	-	(10,437)	(57,526)	-	(57,526)	(99,	586)	0	(99,58
Other market valuation adjustments, net	-	(628)	628	-	(40,017	) 40,017		-	(19,554)	19,55
Mortgage banking activities, net	11	4,302	(4,291)	-	-	-		-	-	
Operating expenses	(13,103)	(14,634)	1,531	(45,459)	(47,682	) 2,223	(44,	804)	(53,715)	8,91
Realized gains, net	-	13,620	(13,620)	-	10,946	(10,946)		230	63,496	(63,26
Provision for income taxes	(5)	(8)	3	(15)	(42	) 27		(8)	(280)	27
Less: Net (loss) income attributable to noncontrolling	-	-	-	-	(1,147	) 1,147		-	1,150	(1,1
interest										
Income (Loss)	\$ 8,310	\$ 30,463	\$ (22,153)	\$ 8,594	\$ 26,343	\$ (17,749)	\$ (15,	963)	\$ 110,052	\$ (126,01
REIT taxable income	\$ 10,361			\$ 19,269			\$ 3.	383		
Taxable (loss) income at taxable subsidiaries	(2,051)			(10.675)			(19,			
	\$ 8,310			( . , ,			· · ·	'		
Taxable income (loss)	\$ 8,310			\$ 8,594			\$ (15,	963)		
Shares used for taxable EPS calculation	78,756			78,382			78,	041		
REIT taxable income per share (3)	\$ 0.13			\$ 0.24			\$ 0	0.05		
Taxable (loss) income at taxable subsidiaries per share	\$ (0.03)			\$ (0.13)			\$ (0	.25)		
Taxable income (loss) per share (3)	\$ 0.11			\$ 0.11			\$ (0	.20)		
								· /		
Dividends										
Dividends declared	\$ 19,636			\$ 78,382			\$ 77,			
Regular dividend per share <sup>(4)</sup>	\$ 0.25			\$ 1.00			<b>\$</b> 1	.00		

(1) Taxable income (loss) for 2011 and 2012 are estimates until we file our tax returns.

(2) Reconciliation of GAAP income to taxable income (loss) for prior quarters is provided in the respective Redwood Reviews for those quarters.

(3) REIT taxable income (loss) per share and taxable income (loss) per share are based on the number of shares outstanding at the end of each quarter. The annual REIT taxable income (loss) per share and taxable income (loss) per share estimates.

(4) The characteristics of our 2012 dividend will be determined at the end of 2012. To the extent the REIT has taxable income or net capital gains in 2012, these amounts will be characterized as ordinary income. Dividends in 2011 were characterized as 25% ordinary income, or \$19 million, and 75% return of capital, or \$59 million. The 2010 dividends were characterized as 62% ordinary income, or \$48 million, and 38% return of capital, or \$30 million. The portion of Redwood's dividends characterized as a return of capital are not taxable to a shareholder and reduces a shareholder's basis for shares held at each quarterly distribution date.

THE REDWOOD REVIEW 1ST QUARTER 2012

Table 2: Taxable and GAAP Income (Loss) Differences and Dividends

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Table 3: Book Value and Financial Ratios (\$ in millions, except per share data)

	2012 Q1	2011 Q4	2011 Q3	2011 Q2	2011 Q1	2010 Q4	2010 Q3	2010 Q2	2010 Q1
Short-term debt	\$ 441 140	\$ 428 140	\$ -	\$ 41 140	\$ -	\$ 44	\$ -	\$ -	\$ - 140
Long-term debt Redwood debt <sup>(1)</sup>	\$ 581	\$ 568	\$ 140 140	\$ 140	\$ 140 140	\$ 140 184	\$ 140 140	\$ 140 140	\$ 140
GAAP stockholders' equity	\$ 962	\$ 893	\$ 959	\$ 1,025	\$ 1,075	\$ 1,065	\$ 1,016	\$ 991	\$ 998
Redwood debt to equity Redwood debt to (equity + debt)	0.6x 38%	0.6x 39%	0.1x 13%	0.2x 15%	0.1x 12%	0.2x 15%	0.1x 12%	0.1x 12%	0.1x 12%
Redwood debt ABS obligations of consolidated securitization entities and resecuritization	\$ 581 3.704	\$ 568 4,139	\$ 140 4,293	\$ 181 3,839	\$ 140 3,957	\$ 184 3,943	\$ 140 3,832	\$ 140 3,961	\$ 140 3,837
Consolidated GAAP Debt	\$ 4,285	\$ 4,139	\$ 4,293	\$ 4,020	\$ 4,097	\$ 4,127	\$ 3,972	\$ 4,101	\$ 3,977
Consolidated GAAP Debt to equity Consolidated GAAP Debt to (equity + GAAP debt)	4.5x 82%	5.3x 84%	4.6x 82%	3.9x 80%	3.8x 79%	3.7x 79%	3.9x 80%	4.0x 81%	4.0x 80%
GAAP stockholders' equity Balance sheet mark-to-market adjustments	\$ 962 12	\$ 893 (13)	\$ 959 32	\$ 1,025 81	\$ 1,075 122	\$ 1,065 112	\$ 1,016 61	\$ 991 38	\$ 998 58
Core equity (non-GAAP)	\$ 950	\$ 906	\$ 927	\$ 944	\$ 953	\$ 953	\$ 955	\$ 953	\$ 940
Shares outstanding at period end (in thousands)	78,556	78,556	78,495	78,555	78,139	78,125	77,984	77,908	77,751
GAAP equity per share	\$ 12.22	\$ 11.36	\$ 12.22	\$ 13.04	\$ 13.76	\$ 13.63	\$ 13.02	\$ 12.71	\$ 12.84
Adjustments: GAAP equity to estimated economic value									
Investments in New Sequoia Investments in Other Consolidated Entities Long-term debt ABS issued - Resecuritization	\$ (0.08) 0.18 0.93 (0.07)	\$ (0.13) 0.20 1.06 (0.04)	\$ (0.06) 0.12 1.06 (0.01)	\$ (0.05) 0.04 0.78	\$ (0.06) - 0.75	\$ (0.06) (0.10) 0.84	\$ (0.04) (0.24) 0.99	\$ (0.03) (0.31) 1.00	\$ - (0.37) 0.85 -
Estimate of economic value per share (non- GAAP)	\$ 13.18	\$ 12.45	\$ 13.33	\$ 13.81	\$ 14.45	\$ 14.31	\$ 13.73	\$ 13.37	\$ 13.32

(1) Excludes obligations of consolidated securitization entities and the resecuritization we engaged in during the third quarter of 2011.

(2) Differences between GAAP and economic value per share reflect our estimate of the economic value of investments in New Sequoia Entities and Other Consolidated Entities and our long-term debt. See page 17 for an explanation of these adjustments. In reviewing the components of book value and economic value, there are a number of important factors and limitations to consider. Book value and economic value, there are a number of important factors and limitations to consider. Book value and economic value are calculated as of particular points in time based on our existing assets and liabilities and do not incorporate other factors that may have a significant impact on that value, most notably the impact of future business activities. As a result, these values do not necessarily represent an estimate of our net realizable value, liquidation value, or our market value as a whole. Amounts we ultimately realize from the disposition of assets or settlement of liabilities are necessarily representative of the effectiveness of our investment strategy or the long-term underlying value of our business. When quoted market prices or observable market data are not available to estimate fair value, we rely on unobservable inputs, which are generally more subjective and involve a high degree of management judgment and assumptions. These assumptions may have a significant effect on our estimates of value, and the use of different assumptions as well as changes in market conditions could have a material effect on our results of operations or financial condition.

THE REDWOOD REVIEW 1ST QUARTER 2012

Table 3: Book Value and Financial Ratios

# Table 4: Yields and Profitability Ratios 1 (\$ in thousands)

										Twelve Months	Twelve Months
	2012 Q1	2011 Q4	2011 Q3	2011 Q2	2011 Q1	2010 Q4	2010 Q3	2010 Q2	2010 Q1	2011	2010
Interest income Average consolidated	\$ 58,740	\$ 56,495	\$ 53,396	\$ 52,955	\$ 54,333	\$ 55,753	\$ 59,015	\$ 56,570	\$ 58,716	\$ 217,179	\$ 230,054
earning assets	\$ 5,351,918	\$ 5,419,721	\$ 5,143,814	\$ 5,080,343	\$ 5,107,979	\$ 4,980,935	\$ 5,030,680	\$ 5,139,945	\$ 5,070,987	\$5,181,515	\$5,055,322
Asset yield	4.39%	4.17%	4.15%	4.17%	4.25%	4.48%	4.69%	4.40%	4.63%	4.19%	4.55%
Interest expense Average consolidated interest-bearing	\$ (30,655)	\$ (29,115)	\$ (24,317)	\$ (23,632)	\$ (21,973)	\$ (21,624)	\$ (23,695)	\$ (21,164)	\$ (18,181)	\$ (99,037)	\$ (84,664)
liabilities	\$ 4,424,247	\$ 4,481,303	\$ 4,105,088	\$ 4,025,216	\$ 3,977,010	\$ 3,937,895	\$ 4,016,680	\$ 4,077,992	\$ 4,015,655	\$4,148,421	\$4,011,855
Cost of funds	2.77%	2.60%	2.37%	2.35%	2.21%	2.20%	2.36%	2.08%	1.81%	2.39%	2.11%
Asset yield Cost of funds	4.39% (2.77%)	4.17% (2.60%)	4.15% (2.37%)	4.17% (2.35%)	4.25% (2.21%)	4.48% (2.20%)	4.69% (2.36%)	4.40% (2.08%)	4.63% (1.81%)	4.19% (2.39%)	4.55% ) (2.11%)
Interest rate spread	1.62%	1.57%	1.78%	1.82%	2.04%	2.28%	2.33%	2.33%	2.82%	1.80%	2.44%
Net interest income	\$ 28,085	\$ 27,380	\$ 29,079	\$ 29,323	\$ 32,360	\$ 34,129	\$ 35,320	\$ 35,406	\$ 40,535	\$ 118,142	\$ 145,390
Average consolidated	φ 20,000	φ 27,500	φ 25,015	φ 25,525	φ 32,300	φ 34,123	φ 55,520	φ 33,400	φ 40,000	φ 110,142	φ 140,000
earning assets	\$ 5,351,918	\$ 5,419,721	\$ 5,143,814	\$ 5,080,343	\$ 5,107,979	\$ 4,980,935	\$ 5,030,680	\$ 5,139,945	\$ 5,070,987	\$5,181,515	\$5,055,322
Net interest margin	2.10%	2.02%	2.26%	2.31%	2.53%	2.74%	2.81%	2.76%	3.20%	2.28%	2.88%
Operating expenses	\$ (14,634)	\$ (12,574)	\$ (11,507)	\$ (12,087)	\$ (11,514)	\$ (12,937)	\$ (12,245)	\$ (11,227)	\$ (17,306)	\$ (47,682)	\$ (53,715)
Average total assets Average total equity	\$ 5,505,797 \$ 926,138	\$ 5,577,206 \$ 912,051	\$ 5,303,614 \$ 976,676	\$ 5,263,529 \$ 1,035,063	\$ 5,310,376 \$ 1,092,580	\$ 5,141,550 \$ 1,038,045	\$ 5,161,498 \$ 1,003,372	\$ 5,263,730 \$ 1,005,212	\$ 5,219,636 \$ 985,350	\$5,357,065 \$1,003,523	\$5,196,294 \$1,008,127
Operating expenses / net interest income Operating expenses /	52.11%	45.92%	39.57%	41.22%	35.58%	37.91%	34.67%	31.71%	42.69%	40.36%	36.95%
average total assets Operating expenses /	1.06%	0.90%	0.87%	0.92%	0.87%	1.01%	0.95%	0.85%	1.33%	0.89%	1.03%
average total equity	6.32%	5.51%	4.71%	4.67%	4.22%	4.99%	4.88%	4.47%	7.03%	4.75%	5.33%
GAAP net income (loss) GAAP net income	\$ 30,463	\$ (2,558)	\$ 1,297	\$ 9,440	\$ 18,164	\$ 14,709	\$ 19,898	\$ 28,601	\$ 46,844	\$ 26,343	\$ 110,052
(loss) / average total assets GAAP net income (loss) / average	2.21%	(0.18%)	0.10%	0.72%	1.37%	1.14%	1.54%	2.17%	3.59%	0.49%	2.12%
equity (GAAP ROE) GAAP net income (loss) / average	13.16%	(1.12%)	0.53%	3.65%	6.65%	5.67%	7.93%	11.38%	19.02%	2.63%	10.92%
core equity (adjusted ROE) <sup>(2)</sup>	13.33%	(1.13%)	0.56%	4.04%	7.53%	6.14%	8.25%	12.00%	20.09%	2.83%	11.56%
Average core equity (2)	\$ 914,052	\$ 908,915	\$ 921,048	\$ 934,205	\$ 964,554	\$ 958,194	\$ 964,249	\$ 953,720	\$ 932,721	\$ 931,998	\$ 952,324

(1) All percentages in this table are shown on an annualized basis.

(2) Core equity is a non-GAAP metric and is equal to GAAP equity excluding accumulated other comprehensive income (loss).

THE REDWOOD REVIEW 1ST QUARTER 2012

Table 4: Yields and Profitability Ratios

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# Table 5: Average Balance Sheet (\$ in thousands)

2010         2011         2011         2010         2010         2010         2010         2010           Real estatic assets at Refwood Commercial loans         5         169,427         5         74,456         5         59,545         5         36,544         5         22,047         5         22,19         2,213         2,214         2,213         2,214         2,213         2,214         2,213         2,214         2,214         2,214         2,214         2,214         2,214         2,214         2,214         2,213         2,214         2,214         2,214         2,214         2,214         2,214         2,214         2,214         2,214         2,214											Twelve Months	Twelve Months
Beal estate assets at Reskond Commercial names         S         168,469         S         72,391         S         14,005         S         2,243         S         2,44         S         3,733         48,064           Senior residential securities         Prime         225,591         244,502         246,557         255,564         302,443         221,457         241,858         223,877         48,064           Non-prime         200,057         246,057         255,564         307,44         307,253         321,655         300,049         302,441         304,447         324,866         273,303         48,447         312,857         321,655         300,049         302,441         310,442         528,305         566,330         566,330         566,330         566,330         566,330         566,330         566,330         566,330         566,330         566,330         566,330         566,330         566,330         566,330         57,84         30,79         4,1701         64,552         40,971         32,260         34,355         45,582         40,971         32,280         73,328         45,582         40,971         32,211         30,307         44,171         747         747         747         747         747,71         757,01         51,114 <th></th> <th></th> <th>-</th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th>			-									
Commercial looms         \$ 103.07         \$ 79,445         \$ 9,79,445         \$ 0,649         \$ 14,065         \$ 242         \$ 243         \$ 244         \$ 244         \$ 243.95         244         \$ 243.95         244         \$ 243.95         244         \$ 243.95         244         \$ 243.95         244.95         \$ 3,734           Senior residential securities         0         240.057         223.057         240.057         225.044         202.046         270.266         272.42         283.477         248.066         273.003           Non-prime         226.057         252.545         530.71         583.703         596.375         590.933         594.426         537.303         596.375           Subordinate residential securities         67.001         74.560         41,598         30.447         52.646         32.917         33.250         34.865         45.952         44.919         36.556           Subordinate residential securities         97.71         14.433         10.865         11.183         12.402         11.803         12.407         11.803         12.407         11.803         12.407         11.803         12.407         11.805         11.817         11.817         11.817         11.817         11.817         11.817         11.817	Real estate assets at Redwood											
Reademail loams         319.353         306.869         313.763         123.914         204.477         199.691         16.463         2.299         2.313         237.837         48.064           Senior residential securities         200.070         226.001         224.211         224.821         224.821         237.687         248.264         370.253         321.665         306.06         302.411         310.946         228.304         228.772         225.041         370.966         302.411         310.946         228.304         228.772         257.575         550.775         560.775         560.933         566.565         564.425         537.305         566.375         560.575         560.933         44.919         36.556           Subordinate residential securities         87.001         74.550         41.598         30.447         32.646         32.917         33.250         34.85         45.852         44.919         36.556           Subordinate residential securities         99.77         72.190         63.141         63.046         75.704         44.757         45.757         45.554         75.599         45.653           Commercial subordinate securities         3.946         9.272         1.227         71.717         7.070         7.1147         7.22		\$ 169.432	\$ 123.367	\$ 79,445	\$ 59.545	\$ 36.434	\$ 14.095	\$ 242	\$ 243	\$ 244	\$ 74,949	\$ 3,734
Prime         325.619         244.921         244.922         246.967         255.84         252.048         273.472         283.477         248.958         273.603           Total senior residential securities         600.589         528.27         527.545         530.744         307.245         332.165         310.689         302.447         332.80         388.735         580.533         594.426         537.303         586.303           Residential residential securities         87.001         74.560         41.599         30.447         32.647         33.250         34.385         45.852         44.319         36.555           Subordinate residential securities         9.721         11.453         10.085         11.183         12.146         11.890         9.151         7.703         41.701         45.994												
Prime         325.619         244.921         244.922         246.967         255.84         252.048         273.472         283.477         248.958         273.603           Total senior residential securities         600.589         528.27         527.545         530.744         307.245         332.165         310.689         302.447         332.80         388.735         580.533         594.426         537.303         586.303           Residential residential securities         87.001         74.560         41.599         30.447         32.647         33.250         34.385         45.852         44.319         36.555           Subordinate residential securities         9.721         11.453         10.085         11.183         12.146         11.890         9.151         7.703         41.701         45.994												
Non-prime         289,970         280,066         283,043         283,744         597,303         586,703         586,705         580,533         594,426         537,303         586,303           Residential securities         87,001         74,550         311,697         32,241         583,703         586,735         580,533         594,426         537,303         586,330           Residential Re-REMC securities         87,001         74,550         30,447         32,246         32,247         33,250         34,385         45,852         44,319         36,556           Subortinate residential securities         97,275         63,141         52,046         45,181         57,804         44,975         45,787         45,584         46,853         46,853           Commercial subortinate securities         3,246         1,227         1,227         1,227         1,227         1,1143         11,141	Senior residential securities											
Total sentor residential securities         000.589         528.277         527.545         530.741         583.703         588.375         580.933         594.420         537.303         586.330           Residential Re-REMIC securities         67.001         74.560         41.598         30.447         32.648         32.917         33.250         34.385         45,852         44.919         36,556           Subordinate residential securities         90.77         11.433         10.485         11.163         12.140         11.801         32.917         33.250         34.385         45,522         40.371           Non-prime         9.721         11.433         10.485         11.163         12.140         11.801         3.677         4.255         11.407         2.828           Commercial subordinate securities         3.946         4.272         4.720         5.200         6.288         6.948         7.274         7.417         7.670         5.114         7.3249         7.31.788           Earring assets at Redwood         1.276.057         1.119.215         1.051.402         825.468         99.722         866.31         689.582         667.270         697.681         97.7249         7.31.788           Earring assets at Redwood         1.276.057	Prime	325,619	248,211	244,502	246,957	255,884	262,048	270,286	278,472	283,477	248,856	273,503
Residential Re-REMIC securities         97,001         74,500         41,598         30,477         32,648         32,917         33,250         34,85         44,852         44,919         36,556           Subordinate residential securities         9,721         11,433         10,865         11,183         12,140         11,180         3,5794         36,079         4,253         11,407         8,282           Commercial subordinate residential securities         9,074         7,219         63,141         53,046         4,5914         4,275         47,576         45,557         44,255         11,407         8,282           Commercial subordinate securities         3,946         4,272         4,720         5,200         6,288         6,945         7,274         7,417         7,670         5,114         7,325           Total releastes assets at Acacia         225,007         1,119,215         1,061,402         825,488         909,728         33,505,467         3,556,467         3,566,884         3,266,88         3,242,77         5,821         4,213         7,777         5,814         7,277         7,417         7,670         5,118         4,232         7,5563         3,505,467         3,556,867         3,566,88         3,242,117         5,461,83         3,577	Non-prime	280,970	280,066	283,043	283,784	307,253	321,655	316,089	302,461	310,948	288,447	312,827
Subordinate residential securities         81,253         69,477         72,199         63,141         53,046         45,914         33,079         41,701         64,532         40,371           Non-prime         9,721         11,433         11,433         12,140         11,800         9,161         7,706         4,253         11,407         42,523         11,407         42,524         42,0371           Total subordinate residential securities         9,721         11,437         17,222         4,720         5,200         6,288         6,948         7,274         7,417         7,670         5,114         7,325           Commercial subordinate securities         3,846         4,272         4,720         5,200         6,288         6,948         7,274         7,417         7,670         5,114         7,325           Commercial subordinate residential securities         3,846         4,272         4,720         5,200         6,288         6,948         7,274         7,417         7,676         8,7784         3,249,211         3,546,415         3,246,211         3,546,415         3,246,211         3,546,415         3,324         222,61         3,3001         43,33         3,246,211         3,546,415         3,324         211,386         5,220,01         2	Total senior residential securities	606,589	528,277	527,545	530,741	563,137	583,703	586,375	580,933	594,426	537,303	586,330
Subordinate residential securities         81,253         69,477         72,199         63,141         53,046         45,914         33,079         41,701         64,532         40,371           Non-prime         9,721         11,433         11,433         12,140         11,800         9,161         7,706         4,253         11,407         42,523         11,407         42,524         42,0371           Total subordinate residential securities         9,721         11,437         17,222         4,720         5,200         6,288         6,948         7,274         7,417         7,670         5,114         7,325           Commercial subordinate securities         3,846         4,272         4,720         5,200         6,288         6,948         7,274         7,417         7,670         5,114         7,325           Commercial subordinate residential securities         3,846         4,272         4,720         5,200         6,288         6,948         7,274         7,417         7,676         8,7784         3,249,211         3,546,415         3,246,211         3,546,415         3,246,211         3,546,415         3,324         222,61         3,3001         43,33         3,246,211         3,546,415         3,324         211,386         5,220,01         2												
Prime         81.253         69.477         72,199         63.141         53.044         45.974         35.794         36.799         41.701         64.532         40.371           Total subordinate residential securities         90.974         80.910         83.084         74.324         65.186         57.804         44.975         45.967         45.964         75.939         48.653           Commercial subordinate residential securities         3.946         4.272         4.720         5.200         6.288         6.948         7.274         7.417         7.670         5.114         7.322           Total real state assets at Redwood         1.276.027         1.163.1267.002         825.468         909.792         866.131         689.682         672.270         697.681         977.249         731.788           Earning assets at leasticy Sequela         2.979.098         3.140.931         3.207.500         3.287.933         3.351.274         3.426.833         3.566.467         3.588.862         4.2134         6.727         3.628.947         3.686.991           Earning assets at the Fund         -         -         4.94.94         2.2260         33.001         34.343         3.5526         4.2134         6.727         3.68.947         3.688.942         3.66.815	Residential Re-REMIC securities	87,001	74,560	41,598	30,447	32,648	32,917	33,250	34,385	45,852	44,919	36,556
Prime         81.233         69.477         72,199         63.141         53.044         45.914         35.794         38.079         41.701         64.532         40.371           Total subordinate residential securities         90.974         80.910         83.084         74.324         65.196         57.804         44.975         45.967         45.954         75.939         48.653           Commercial subordinate residential securities         3.946         4.272         4.720         5.200         6.288         6.948         7.274         7.417         7.670         5.114         7.325           Commercial subordinate securities         3.946         4.272         4.720         5.200         6.288         6998.792         866.131         689.682         672.270         697.681         977.249         731.788           Earning assets at leads/         2.590.07         2.55.801         2.55.801         3.287.958         3.351.214         3.426.633         3.506.467         3.588.842         3.686.84         3.246.211         3.546.915         3.881.917         43.334         35.528         4.214         6.727         3.628.917         3.628.917         3.686.81         3.546.815         3.881.015           Commercial subordinate residential securitis         3.307.92<	Subordinate residential securities											
Non-prime         9,721         11,433         10,885         11,183         12,140         11,890         9,181         7,708         4,273         44,275           Total subordinate residential securities         9,9,974         80,910         83,084         74,324         65,186         57,804         44,975         45,787         45,954         75,939         48,653           Commercial subordinate securities         3,946         4,272         4,720         5,200         6,248         6,727         7,417         7,670         5,114         7,325           Total real estate assets at Redwood         1,278,057         1,119,215         1,051,402         825,468         909,792         866,131         689,682         672,270         697,681         977,249         731,788           Earning assets at Legacy Sequeia         2,979,098         3,207,500         3,287,393         3,351,473         3,250,547         3,599,882         3,666,884         3,246,113         6,227         298,677         298,597           Total araning assets at the Fund         -         -         4,484         2,2280         3,001         3,433         3,55,641         3,246,211         3,546,615         3,8219           Consolidated Entitides         3,232,005         3,396,732		81 253	69 477	72 199	63 141	53 046	45 914	35 794	38 079	41 701	64 532	40 371
Total subordinate residential securities         90,974         80,910         83,084         74,324         65,166         57,804         44,975         45,787         45,954         75,939         48,653           Commercial subordinate securities         3,846         4,272         4,720         5,200         6,288         6,948         7,274         7,417         7,670         5,114         7,325           Commercial subordinate securities         3,846         4,272         4,720         5,200         6,288         6,948         7,274         7,417         7,670         5,114         7,325           Total real seates assets at Redwood         1,278,057         1,1121         1,015,1402         825,468         900,792         886,131         698,682         672,270         697,681         82,462         73,349         3,245,243         3,405,477         3,589,882         3,666,84         3,246,211         3,546,615         3,881,015         3,245,243         3,200         3,915,468         4,008,861         3,246,211         3,546,615         3,881,015           Cash and cash equivalents         2,11,748         203,242         150,677         149,390         123,317         10,209         25,71         39,314,83         3,546,615         3,881,015 <t< td=""><td>-</td><td></td><td></td><td></td><td>,</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	-				,							
Commercial subordinate securities         3.946         4.272         4.720         5.200         6.288         6.948         7.274         7.417         7.670         5.114         7.325           Total real estate assets at Redwood         1.278.057         1.119.215         1.051.402         825.468         909.792         866.131         689.682         672.270         697.681         977.249         731.788           Earning assets at Legacy Sequoia         2.979.098         3.140.931         3.207.900         3.247.938         3.311.4349         922.468         290.060         299.043         293.677         298.597           Earning assets at the Fund         -         -         4.9448         22.200         3.3001         3.434         3.552         42.11         3.462.211         3.466.149         9.23.677         3.82.200         3.915.488         4.008.661         3.546.615         3.881.015           Consolidated Entities         3.232.005         3.396.732         3.493.485         3.607.925         3.771.280         3.832.200         3.915.468         4.008.661         3.546.615         3.881.015           Cash and cash equivalents         2.11786         203.242         150.677         149.350         112.317         102.099         265.071         339.212												
CDO         762         960         1,247         1,227         1,228         973         1,103         1,207         1,222         1,188         1,126           Total real estate assets at Redwood         1,276,067         1,119,215         1,051,402         825,468         909,792         866,131         689,682         672,270         697,681         977,249         731,786           Earning assets at Legacy Sequoia         2,297,9098         3,740,931         3,207,500         3,287,786         311,949         2,294,683         3,506,447         3,506,447         3,508,482         3,666,843         3,242,113         5,661,99           Earning assets at Other Consolidated Entities         3,232,005         3,396,732         3,494,85         3,607,925         3,721,280         3,770,583         3,832,300         3,915,468         4,008,861         3,546,615         3,681,015           Earning assets at New Sequoia         617,983         697,396         392,622         396,742         225,564         162,271         204,504         161,502         -         429,277         132,712           Earning assets at New Sequoia         617,983         617,983         617,983         617,985         149,875         5,084,82         5,013,86         1,009,89         499,9157         5,0		,	,	,	,== .	,		,		,	,	,
CDO         762         960         1,247         1,227         1,228         973         1,103         1,207         1,222         1,188         1,126           Total real estate assets at Redwood         1,276,067         1,119,215         1,051,402         825,468         909,792         866,131         689,682         672,270         697,681         977,249         731,786           Earning assets at Legacy Sequoia         2,297,9098         3,740,931         3,207,500         3,287,786         311,949         2,294,683         3,506,447         3,506,447         3,508,482         3,666,843         3,242,113         5,661,99           Earning assets at Other Consolidated Entities         3,232,005         3,396,732         3,494,85         3,607,925         3,721,280         3,770,583         3,832,300         3,915,468         4,008,861         3,546,615         3,681,015           Earning assets at New Sequoia         617,983         697,396         392,622         396,742         225,564         162,271         204,504         161,502         -         429,277         132,712           Earning assets at New Sequoia         617,983         617,983         617,983         617,985         149,875         5,084,82         5,013,86         1,009,89         499,9157         5,0	Commercial subordinate securities	3 946	4 272	4 720	5 200	6 288	6 948	7 274	7 4 1 7	7 670	5 1 1 4	7 325
Total real estate assets at Redwood         1.278,067         1.119.215         1.051,402         825,468         909,792         866,131         689,682         672,270         697,681         977,249         731,788           Earning assets at Legacy Sequoia         2.52,907         255,801         285,985         315,039         347,766         311,949         292,468         290,060         299,843         3,246,211         3,246,214												
Earning assets at Acacia         252,907         255,801         289,985         315,039         347,766         311,949         292,468         290,607         299,847         3,246,211         3	Total real estate assets at Redwood											
Earning assets at Lagory Sequeia         2.979.098         3.140.931         3.207.500         3.287.938         3.351.214         3.425.633         3.505.497         3.589.862         3.668.844         6.727         362.19           Total aerning assets at Other Consolidated Entities         3.232.005         3.396.732         3.493.485         3.607.925         3.721.280         3.001         34.334         35.526         42.134         6.727         362.19           Earning assets at New Sequeia         617.983         697.396         392.622         396.742         225.564         162.271         204.504         161.502         -         429.277         132.712           Earning assets at New Sequeia         617.983         697.396         3.906.777         149.350         123.317         102.099         265.071         339.212         311.816         156.499         254.004           Earning assets at New Sequeia         5.339.813         5.416.585         5.083.168         129.026         79.953         4.901.084         4.999.457         5.084.57         5.084.57         5.083.168         129.026         79.851         39.123         5.14.93         5.50.99         71.525         5.50.99         71.525         5.50.99         71.525         5.50.99         71.525         5.199.29										·		
Earning assets at the Fund         -         -         4,948         22,280         33,001         34,334         35,526         42,134         6,727         36,219           Total earning assets at Other Consolidated Entities         3,232,005         3,396,732         3,493,485         3,607,925         3,771,583         3,832,300         3,915,468         4,008,801         3,546,615         3,881,015           Earning assets at New Sequoia         617,983         697,396         392,622         396,742         225,564         162,271         204,504         161,502         -         429,277         132,712           Cash and cash equivalents         211,786         5,308,818         6,407,848         4,979,485         4,979,953         4,901,084         4,991,557         5,088,452         5,109,990         4,999,519           Balance sheet mark-to-market adjustments         12,087         3,138         5,410,225         5,113,818         5,107,997         4,980,935         5,030,680         5,139,945         5,070,987         5,186,942         5,54,004           Earning assets         15,3879         157,405         19,800         183,186         202,317         160,615         130,818         123,785         146,649         175,550         140,972           Total assets												
Total earning assets at Other Consolidated Entities         3,336,732         3,493,485         3,607,925         3,721,280         3,770,583         3,832,300         3,915,468         4,008,861         3,546,615         3,881,015           Earning assets at New Sequoia         617,983         607,306         392,622         306,772         149,350         152,317         102,099         265,071         339,212         311,86         156,849         224,004           Earning assets         5,339,831         5,416,555         5,088,186         4,979,485         4,901,084         4,91,57         5,088,452         5,018,388         5,019,990         499,9519           Balance sheet mark-to-market adjustments         12,087         3,136         5,54,28         100,858         128,026         79,851         39,123         51,493         52,229         71,525         55,003           Other assets         153,879         15,7485         159,800         183,186         202,397         180,615         130,818         123,785         140,872         175,550         140,972           Total assets         \$ 5,05797         \$ 5,577,206         \$ 5,30,376         \$ 5,141,450         \$ 5,161,488         \$ 5,263,700         \$ 5,4677         \$ 8,8140           Legacy Sequoia ABS issued	Earning assets at Legacy Sequoia	2,979,098	3,140,931	3,207,500	3,287,938		3,425,633	3,505,497			3,246,211	3,546,199
Consolidated Entities         3,232,005         3,396,732         3,49,485         3,60,7925         3,721,280         3,770,583         3,832,300         3,915,468         4,008,615         3,546,615         3,881,015           Earning assets at New Sequoia         617,983         997,396         392,622         396,742         225,564         162,271         204,504         161,502		-	-	-	4,948	22,280	33,001	34,334	35,526	42,134	6,727	36,219
Earning assets at New Sequoia         617.983         697.396         392.622         396.742         225.564         162.271         204.504         161.502         -         429.277         132.712           Cash and cash equivalents         211.786         203.242         150.677         149.350         123.317         102.099         265.071         339.212         311.816         156.849         254.004           Balance sheet mark-to-market adjustments         12.087         3.136         55.628         100.858         128.026         79.851         39.123         51.403         52.629         71.525         55.803           Earning assets - reported value         5.351.918         5.419.721         5.143.814         5.080.343         5.107.979         4.980.935         5.030.680         5.139.945         5.07.0987         5.181.515         505.023           Cher assets         \$ 5.505.797         \$ 5.577.200         \$ 5.283.529         \$ 3.10.376         \$ 5.141.950         \$ 5.141.980         \$ 5.263.730         \$ 5.219.628         \$ 5.196.294           Short-lerm debt         \$ 3.602.07         \$ 157.922         \$ 18.116         \$ 1.777         \$ 4.976         \$ 114.265         -         7.920         \$ -         \$ 5.66.67         \$ 4.814           Legacy Sequoi	5											
Cash and cash equivalents         211,786         203,242         150,677         149,350         123,317         102,099         265,071         339,212         311,816         156,849         254,004           Earning assets         5,339,831         5,416,585         5,088,186         4,979,853         4,901,084         4,991,557         5,088,452         5,018,356         5,109,900         4,999,159           Balance sheet mark-to-market adjustments         12,007         3,136         55,628         100,858         128,026         79,851         39,123         51,439         5,007,987         5,115,55         5,057,987         5,115,55         5,057,987         5,115,55         5,057,987         5,117,455         159,800         183,186         202,397         100,615         130,818         123,785         148,649         175,550         140,972           Total assets         5,507,797         \$,577,206         \$,503,614         \$,5263,529         \$,310,765         \$,11,255         \$,7920         \$,521,963         \$,314,972         \$,147,374         3,289,456         3,365,929         3,349,201         3,518,773         3,589,269         3,199,155         119,628         8,6667         \$,4814         4,991,527         4,814         144,615         144,201         -         -	Consolidated Entities	3,232,005	3,396,732	3,493,485	3,607,925	3,721,280	3,770,583	3,832,300	3,915,468	4,008,861	3,546,615	3,881,015
Cash and cash equivalents         211,786         203,242         150,677         149,350         123,317         102,099         265,071         339,212         311,816         156,849         254,004           Earning assets         5,339,831         5,416,585         5,088,186         4,979,853         4,901,084         4,991,557         5,088,452         5,018,356         5,109,900         4,999,159           Balance sheet mark-to-market adjustments         12,007         3,136         55,628         100,858         128,026         79,851         39,123         51,439         5,007,987         5,115,55         5,057,987         5,115,55         5,057,987         5,115,55         5,057,987         5,117,455         159,800         183,186         202,397         100,615         130,818         123,785         148,649         175,550         140,972           Total assets         5,507,797         \$,577,206         \$,503,614         \$,5263,529         \$,310,765         \$,11,255         \$,7920         \$,521,963         \$,314,972         \$,147,374         3,289,456         3,365,929         3,349,201         3,518,773         3,589,269         3,199,155         119,628         8,6667         \$,4814         4,991,527         4,814         144,615         144,201         -         -	Earning assets at New Sequoia	617 983	607 306	392 622	396 7/2	225 564	162 271	204 504	161 502		129 277	132 712
Earning assets         5,339,831         5,416,585         5,088,186         4,979,485         4,979,953         4,901,084         4,991,557         5,088,452         5,018,358         5,009,900         4,999,519           Balance sheet mark-to-market adjustments         12,087         3,136         55,628         100,858         128,026         79,851         39,123         51,493         52,629         71,525         55,030           Earning assets         reported value         5,351,918         5,419,721         5,143,814         5,080,433         5,107,979         4,980,935         5,030,680         5,139,945         5,070,987         5,181,515         5,055,322           Other assets         \$ 5,505,797         \$ 5,577,206         \$ 5,303,614         \$ 5,263,529         \$ 5,141,550         \$ 5,161,498         \$ 5,263,730         \$ 5,219,636         \$ 5,537,065         \$ 5,196,294           Short-term debt         \$ 362,107         \$ 15,792         \$ 18,116         \$ 1,797         \$ 4,997,931         3,136,592         3,289,456         3,365,929         3,518,773         \$ 5,219,636         \$ 5,266,75         4,814           Legacy Sequoia ABS issued         2,942,13         3,092,013         3,158,577,202         35,6430         3,289,456         3,365,929         3,518,773         3,518,75	5									311 816		
Balance sheet mark-to-market adjustments         12,087         3,136         55,628         100,658         128,026         79,851         39,123         51,493         52,629         71,525         55,803           Earning assets - reported value         5,351,918         5,419,721         5,143,814         5,080,343         5,107,979         4,980,935         5,030,680         5,139,945         5,070,97         5,181,515         5,055,722           Total assets         \$ 5,507,797         \$ 5,577,206         \$ 5,303,614         \$ 5,263,529         \$ 5,141,550         \$ 5,161,498         \$ 5,263,730         \$ 5,216,68         \$ 5,057,797         \$ 5,66,67         4,814           Legacy Sequoia ABS issued         2,934,214         3,092,037         3,153,659         3,229,493         3,289,456         3,369,293         3,439,201         3,518,773         3,589,269         3,191,55         140,972         4,814           Legacy Sequoia ABS issued         2,934,214         3,092,037         3,153,659         3,229,493         3,289,456         3,365,929         3,439,201         3,589,769         3,191,55         119,628           Resecuritization ABS issued         208,281         224,273         257,872         295,902         303,601         274,630         224,242         268,715         288,2												
Earning assets - reported value         5,351,918         5,419,721         5,143,814         5,080,343         5,107,979         4,980,935         5,030,680         5,139,945         5,070,987         5,181,515         5,055,322           Other assets         153,879         157,485         159,800         183,186         202,397         160,615         130,818         123,785         148,649         175,550         140,972           Total assets         \$ 5,505,797         \$ 5,577,206         \$ 5,263,529         \$ 5,141,550         \$ 5,161,498         \$ 5,263,730         \$ 5,219,665         \$ 5,196,294           Short-lerm debt         \$ 362,107         \$ 157,992         \$ 181,161         1,797         \$ 47,976         \$ 1,1425         -         \$ 7,920         \$ 5,6667         \$ 4,814           Legacy Sequoia ABS issued         2,934,214         3,092,037         3,153,659         3,229,493         3,385,929         3,343,201         3,518,773         3,589,269         3,319,518         119,628           Resecuritization ABS issued         208,281         224,273         257,872         295,902         303,601         274,630         254,244         268,715         288,241         200,272         160,428           Long-term debt         138,264         138,242 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>												
Other assets         153,879         157,485         159,800         183,186         202,397         160,615         130,818         123,785         148,649         175,550         144,097           Total assets         \$ 5,505,797         \$ 5,577,206         \$ 5,303,614         \$ 5,263,529         \$ 5,310,376         \$ 5,161,498         \$ 5,263,730         \$ 5,219,636         \$ 5,357,065         \$ 5,196,294           Short-term debt         \$ 362,107         \$ 157,992         \$ 11,150         \$ 1,797         \$ 47,976         \$ 11,265         \$ -\$         \$ 7,920         \$ -\$         \$ 5,66,67         \$ 4,814           Legacy Sequoia ABS issued         269,941         3,092,037         3,153,659         3,229,493         3,289,456         3,439,201         3,439,201         3,58,269         3,190,518         3,477,774           New Sequoia ABS issued         201,241         224,273         257,872         295,902         303,610         274,630         254,244         268,715         288,241         270,160         271,373           Other liabilities         155,412         188,852         221,592         200,078         232,262         151,332         126,428         168,764         200,096         202,272         160,428           Long-term debt         138,24												
Short-term debt       \$ 362,107       \$ 157,992       \$ 18,116       \$ 1,797       \$ 47,976       \$ 11,265       \$ 7,920       \$ 56,667       \$ 4,814         Legacy Sequoia ABS issued       2,934,214       3,092,037       3,153,659       3,229,493       3,289,456       3,365,929       3,439,201       3,518,773       3,589,269       3,518,773       3,589,269       3,190,518       3,477,574         New Sequoia ABS issued       2094,214       646,095       356,430       359,793       197,758       147,364       184,615       144,201       - </td <td><b>a</b></td> <td></td>	<b>a</b>											
Legacy Sequoia ABS issued $2,934,214$ $3,092,037$ $3,153,659$ $3,229,493$ $3,289,456$ $3,365,229$ $3,439,201$ $3,518,773$ $3,589,269$ $3,190,518$ $3,477,574$ New Sequoia ABS issued $569,941$ $646,095$ $356,430$ $359,793$ $197,758$ $147,364$ $184,615$ $144,201$ $ 391,155$ $119,628$ Resecuritization ABS issued $211,440$ $222,652$ $180,769$ $       101,684$ $-$ Acacia ABS issued $208,281$ $224,273$ $225,7872$ $295,902$ $303,601$ $274,630$ $254,244$ $268,715$ $288,241$ $270,160$ $271,373$ Other liabilities $155,412$ $188,852$ $221,592$ $200,708$ $232,062$ $151,332$ $126,628$ $164,764$ $200,096$ $202,272$ $160,428$ Long-term debt $138,264$ $138,254$ $138,242$ $138,231$ $138,219$ $138,707$ $138,620$ $138,383$ $138,145$ $138,237$ $138,466$ Total liabilities $4,579,659$ $4,665,155$ $4,326,680$ $4,225,924$ $4,209,072$ $4,089,227$ $4,143,108$ $4,242,755$ $4,215,751$ $4,350,693$ $4,172,283$ Noncontrolling interest $  258$ $2,542$ $8,724$ $14,278$ $15,018$ $15,763$ $18,535$ $2,849$ $15,884$ Core equity (1) $914,052$ $908,915$ $921,048$ $934,205$ $964,554$ $958,194$ $964,249$ $953,72$	Total assets	\$ 5,505,797	\$ 5,577,206	\$ 5,303,614	\$ 5,263,529	\$ 5,310,376	\$ 5,141,550	\$ 5,161,498	\$ 5,263,730	\$ 5,219,636	\$5,357,065	\$5,196,294
Legacy Sequoia ABS issued $2,934,214$ $3,092,037$ $3,153,659$ $3,229,493$ $3,289,456$ $3,365,229$ $3,439,201$ $3,518,773$ $3,589,269$ $3,190,518$ $3,477,574$ New Sequoia ABS issued $569,941$ $646,095$ $356,430$ $359,793$ $197,758$ $147,364$ $184,615$ $144,201$ $ 391,155$ $119,628$ Resecuritization ABS issued $211,440$ $222,652$ $180,769$ $       101,684$ $-$ Acacia ABS issued $208,281$ $224,273$ $225,7872$ $295,902$ $303,601$ $274,630$ $254,244$ $268,715$ $288,241$ $270,160$ $271,373$ Other liabilities $155,412$ $188,852$ $221,592$ $200,708$ $232,062$ $151,332$ $126,628$ $164,764$ $200,096$ $202,272$ $160,428$ Long-term debt $138,264$ $138,254$ $138,242$ $138,231$ $138,219$ $138,707$ $138,620$ $138,383$ $138,145$ $138,237$ $138,466$ Total liabilities $4,579,659$ $4,665,155$ $4,326,680$ $4,225,924$ $4,209,072$ $4,089,227$ $4,143,108$ $4,242,755$ $4,215,751$ $4,350,693$ $4,172,283$ Noncontrolling interest $  258$ $2,542$ $8,724$ $14,278$ $15,018$ $15,763$ $18,535$ $2,849$ $15,884$ Core equity (1) $914,052$ $908,915$ $921,048$ $934,205$ $964,554$ $958,194$ $964,249$ $953,72$	Short-term debt	\$ 362,107	\$ 157,992	\$ 18,116	\$ 1,797	\$ 47,976	\$ 11,265	\$ -	\$ 7,920	\$ -	\$ 56,667	\$ 4,814
Rescuritization ABS issued       211,440       222,652       180,769       -       -       -       -       -       -       101,684       -         Acacia ABS issued       208,281       224,273       225,7872       295,902       303,601       274,630       254,244       268,715       288,241       270,160       271,373         Other liabilities       155,412       183,852       221,592       200,708       232,062       151,332       126,428       164,764       200,909       202,272       160,428         Long-term debt       138,254       138,242       138,213       138,219       138,219       138,219       138,219       138,219       138,219       138,219       138,219       138,145       138,243       138,219       138,219       138,219       138,219       138,219       138,219       138,219       138,219       138,219       138,145       138,214       138,214       138,214       138,214       138,214       138,214       138,214       138,214       138,214       138,214       138,214       138,214       138,214       138,145       138,244       138,145       138,245       138,214       138,145       138,245       138,145       138,245       138,145       138,145       138,145 <t< td=""><td>Legacy Sequoia ABS issued</td><td>2,934,214</td><td>3,092,037</td><td>3,153,659</td><td>3,229,493</td><td>3,289,456</td><td>3,365,929</td><td>3,439,201</td><td>3,518,773</td><td>3,589,269</td><td>3,190,518</td><td>3,477,574</td></t<>	Legacy Sequoia ABS issued	2,934,214	3,092,037	3,153,659	3,229,493	3,289,456	3,365,929	3,439,201	3,518,773	3,589,269	3,190,518	3,477,574
Acacia ABS issued208,281224,273227,872295,972295,902303,601274,630254,244268,715288,241270,160271,373Other liabilities155,412183,852221,592200,708232,062151,332126,428164,764200,096202,272160,428Long-term debt138,264138,254138,254138,242138,219138,219138,007138,620138,383138,145138,237138,466Total liabilities4,579,6594,665,1554,326,6804,225,9244,209,0724,089,2274,143,1084,242,7554,215,7514,350,6934,172,283Noncontrolling interest2582,5428,72414,27815,01815,76318,5352,84915,884Core equity (1) Accumulated other comprehensive income (loss)914,052921,048934,205964,554958,194964,249953,720932,721931,998952,324Total equity926,138912,051976,6761,035,0631,092,5801,038,0451,003,3721,005,212985,3501,003,5231,008,127	New Sequoia ABS issued	569,941	646,095	356,430	359,793	197,758	147,364	184,615	144,201	-	391,155	119,628
Other liabilities         155,412         183,852         221,592         200,708         232,062         151,332         126,428         164,764         200,096         202,272         160,428           Long-term debt         138,264         138,254         138,242         138,231         138,219         138,707         138,620         138,383         138,145         138,237         138,466           Total liabilities         4,579,659         4,665,155         4,326,680         4,225,924         4,209,072         4,089,227         4,143,108         4,242,755         4,215,751         4,350,693         4,172,283           Noncontrolling interest         -         258         2,542         8,724         14,278         15,018         15,763         18,535         2,849         15,884           Core equity <sup>(1)</sup> 914,052         908,915         921,048         934,205         964,554         958,194         964,249         953,720         932,721         931,998         952,324           Core equity <sup>(1)</sup> 914,052         12,086         3,136         55,628         100,858         128,026         79,851         39,123         51,493         52,629         71,525         55,803           Total equity         926,138	Resecuritization ABS issued	211,440	222,652	180,769	-	-	-	-	-	-	101,684	-
Long-term debt       138,264       138,254       138,242       138,231       138,219       138,707       138,620       138,383       138,145       138,237       138,666         Total liabilities       4,579,659       4,665,155       4,326,680       4,225,924       4,209,072       4,089,227       4,143,108       4,242,755       4,215,751       4,350,693       4,172,283         Noncontrolling interest       -       258       2,542       8,724       14,278       15,018       15,763       18,535       2,849       15,884         Core equity ( <sup>1</sup> )       914,052       908,915       921,048       934,205       964,554       958,194       964,249       953,720       932,721       931,998       952,324         Accumulated other comprehensive income (loss)       12,086       3,136       55,628       100,858       128,026       79,851       39,123       51,493       52,629       71,525       55,803         Total equity       926,138       912,051       976,676       1,035,063       1,092,580       1,033,072       1,005,212       985,350       1,003,523       1,003,523       1,003,523       1,003,523       1,003,523       1,003,523       1,003,523       1,003,523       1,003,523       1,003,523       1,003,523	Acacia ABS issued	208,281	224,273	257,872	295,902	303,601	274,630	254,244	268,715	288,241	270,160	271,373
Total liabilities       4,579,659       4,665,155       4,326,680       4,225,924       4,209,072       4,089,227       4,143,108       4,242,755       4,215,751       4,350,693       4,172,283         Noncontrolling interest       -       258       2,542       8,724       14,278       15,018       15,763       18,535       2,849       15,884         Core equity <sup>(1)</sup> 914,052       908,915       921,048       934,205       964,554       958,194       964,249       953,720       932,721       931,998       952,324         Accumulated other comprehensive income (loss)       12,086       3,136       55,628       100,858       128,026       79,851       39,123       51,493       52,629       71,525       55,803         Total equity       926,138       912,051       976,676       1,035,063       1,092,580       1,038,045       1,003,372       1,005,212       985,350       1,003,523       1,008,127	Other liabilities					232,062				200,096		
Noncontrolling interest       -       258       2,542       8,724       14,278       15,018       15,763       18,535       2,849       15,884         Core equity <sup>(1)</sup> 914,052       908,915       921,048       934,205       964,554       958,194       964,249       953,720       932,721       931,998       952,324         Accumulated other comprehensive income (loss)       12,086       3,136       55,628       100,858       128,026       79,851       39,123       51,493       52,629       71,525       55,803         Total equity       926,138       912,051       976,676       1,035,063       1,092,580       1,033,045       1,003,372       1,005,212       985,350       1,003,523       1,008,127	÷											
Core equity (1)         914,052         908,915         921,048         934,205         964,554         958,194         964,249         953,720         932,721         931,998         952,324           Accumulated other comprehensive income (loss)         12,086         3,136         55,628         100,858         128,026         79,851         39,123         51,493         52,629         71,525         55,803           Total equity         926,138         912,051         976,676         1,035,063         1,092,580         1,038,045         1,003,372         1,005,212         985,350         1,003,523         1,003,127	Total liabilities	4,579,659	4,665,155	4,326,680	4,225,924	4,209,072	4,089,227	4,143,108	4,242,755	4,215,751	4,350,693	4,172,283
Accumulated other comprehensive income (loss)         12,086         3,136         55,628         100,858         128,026         79,851         39,123         51,493         52,629         71,525         55,803           Total equity         926,138         912,051         976,676         1,035,063         1,092,580         1,038,045         1,003,572         1,005,212         985,350         1,003,523         1,003,6	Noncontrolling interest	-	-	258	2,542	8,724	14,278	15,018	15,763	18,535	2,849	15,884
Accumulated other comprehensive income (loss)         12,086         3,136         55,628         100,858         128,026         79,851         39,123         51,493         52,629         71,525         55,803           Total equity         926,138         912,051         976,676         1,035,063         1,092,580         1,038,045         1,003,372         1,005,212         985,505         1,003,523         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,233         1,003,2	Coro oguity (1)	014 052	008 015	021 049	034 205	064 554	058 104	064 240	053 720	032 724	031 009	052 324
(loss)         12,086         3,136         55,628         100,858         128,026         79,851         39,123         51,493         52,629         71,525         55,803           Total equity         926,138         912,051         976,676         1,035,063         1,092,580         1,038,045         1,003,372         1,005,212         985,350         1,003,523         1,003,823		514,052	500,915	521,040	554,205	504,554	530,194	504,249	555,720	552,121	551,556	552,524
Total equity         926,138         912,051         976,676         1,035,063         1,092,580         1,038,045         1,003,372         1,005,212         985,350         1,003,523         1,008,127	-	12 086	3 136	55 628	100 858	128 026	79 851	39 123	51 493	52 629	71 525	55 803
	Total liabilities and equity	\$ 5,505,797			\$ 5,263,529	\$ 5,310,376		\$ 5,161,498		•	\$5,357,065	\$5,196,294

(1) Core equity is a non-GAAP metric and is equal to GAAP equity excluding accumulated other comprehensive income (loss).

THE REDWOOD REVIEW 1ST QUARTER 2012

Table 5: Average Balance Sheet



Table 6: Balances & Yields by Securities Portfolio at Redwood 1 (\$ in thousands)

	2012	2011	2011	2011	2011	2010		2012	2011	2011	2011	2011	2010
	Q1	Q4	Q3	Q2	Q1	Q4		Q1	Q4	Q3	Q2	Q1	Q4
Residential Prime Senie							Residential Non-Prime St						
Principal balance	\$ 490,141	\$ 341,780	\$ 329,466	\$ 336,876	\$ 346,317	\$ 358,683	Principal balance	\$ 22,342	\$ 29,864	\$ 26,063	\$ 26,940	\$ 29,095	\$ 31,556
Unamortized discount	(57,193)	(58,424)	(59,415)	(71,985)	(78,306)	(83,465)	Unamortized discount	(7,403)	(9,495)	(7,783)	(8,196)	(8,466)	(10,123
Credit reserve	(31,011)	(27,806)	(28,330)	(18,433)	(16,679)	(15,667)	Credit reserve	(6,566)	(8,477)	(7,639)	(7,913)	(9,469)	(9,229
Unrealized gains, net							Unrealized (losses) gains,						
	34,846	22,690	35,204	39,488	54,860	56,340	net	(231)	(739)	(180)	46	868	984
Fair value	\$ 436,783	\$ 278,240	\$ 276,925	\$ 285,946	\$ 306,192	\$ 315,891	Fair value	\$ 8,142	\$ 11,153	\$ 10,461	\$ 10,877	\$ 12,028	\$ 13,188
Average amortized cost	\$ 316,505	\$ 248,211	\$ 244,502	\$ 246,957	\$ 255,884	\$ 262,048	Average amortized cost	\$ 9,599	\$ 11,283	\$ 10,727	\$ 11,017	\$ 11,957	\$ 11,67
Interest income	\$ 7,161	\$ 6,651	\$ 6,894	\$ 7,099	\$ 7,479	\$ 8,306	Interest income	\$ 489	\$ 509	\$ 502	\$ 531	\$ 598	\$ 61
Annualized yield	9.05%	10.72%	11.28%	11.50%	11.69%	12.68%	Annualized yield	20.38%	18.04%	18.73%	19.27%	20.01%	21.22%
Residential Non-Prime	Senior AFS						Commercial Subordinate	AFS					
Principal balance	\$ 329,182	\$ 349,385	\$ 357,809	\$ 367,209	\$ 372,394	\$ 416,169	Principal balance	\$ 43,226	\$ 50.499	\$ 54.061	\$ 58,127	\$ 74.782	\$ 89,10
Unamortized discount	(68,101)	(75,661)	(71,365)	(81,672)	(87,569)	(104,517)	Unamortized discount	(5,651)	(3,554)	(2,551)	(4,361)	(4,784)	(5,59
Credit reserve	(15,829)	(16,536)	(24,663)	(19,129)	(17,292)	(15,928)	Credit reserve	(33,668)	(43,012)	(47,197)	(48,987)	(64,717)	(76,97
Unrealized (losses)	( , ,	· · · /	· · · /	( , ,	· · · /	, , ,		( - )	( , ,	( , ,	( )	( . ,	
gains, net	10,027	(1,464)	16,380	22,310	30,225	30,641	Unrealized gains, net	1,931	1,512	1,574	1,086	1,081	96
Fair value	\$ 255,279	\$ 255,724	\$ 278,161	\$ 288,718	\$ 297,758	\$ 326,365	Fair value	\$ 5,838	\$ 5,445	\$ 5,887	\$ 5,865	\$ 6,362	\$ 7,49
Average amortized cost	\$ 260,546	\$ 259,281	\$ 263,760	\$ 265,130	\$ 287,991	\$ 301,498	Average amortized cost	\$ 3,946	\$ 4,272	\$ 4,720	\$ 5,199	\$ 6,288	\$ 6,94
Interest income	\$ 5,984	\$ 6,436	\$ 7,199	\$ 7,418	\$ 8,338	\$ 8,415	Interest income	\$ 480	\$ 377	\$ 553	\$ 558	\$ 492	\$ 61
Annualized yield	9.19%	9.93%	10.92%	11.19%	11.58%	11.16%	Annualized yield	48.65%	35.33%	46.87%	42.95%	31.30%	35.46%
Residential Re-REMIC	AFS						CDO Subordinate AFS						
Principal balance	\$ 252,941	\$ 220,697	\$ 194,245	\$ 131,860	\$ 131,860	\$ 139,426	Principal balance	\$ 7,244	\$ 10,717	\$ 10,689	\$ 11,863	\$ 11,837	\$ 14,81
Unamortized discount	(81,817)	(78,226)	(68,861)	(52,375)	(54,855)	(62,471)	Unamortized discount	-	-	(1,082)	(1,083)	(1,082)	(1,08
Credit reserve	(63,702)	(60,563)	(58,106)	(49,033)	(46,546)	(44,182)	Credit reserve	(7,244)	(10,717)	(9,607)			(13,73
Unrealized gains, net	47,239	37,458	45,822	47,123	55,038	52,304	Unrealized gains, net	50	50	50	100	-	
Fair value	\$ 154,661	\$ 119,366	\$ 113,100	\$ 77,575	\$ 85,497	\$ 85,077	Fair value	\$ 50	\$ 50	\$ 50	\$ 100	\$-	\$
Average amortized cost		\$ 74,560	\$ 41.598	\$ 30,447	\$ 32.648	\$ 32.917	Average amortized cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$
Interest income	\$ 2.823	\$ 2,473	\$ 1,675	\$ 1,437	\$ 1,480	\$ 1,440	Interest income	\$-	\$-	\$-	\$ -	\$ 34	\$
Annualized yield	12.98%	13.27%	16.11%	18.87%	18.13%	17.50%	Annualized yield	N/A	N/A	N/A	N/A	N/A	N/
Residential Prime Subo	ordinate AFS	i					Fair Value Securities						
Principal balance	\$ 247,498		\$ 227,562	\$ 248,331	\$ 258,615	\$ 273,042							
Unamortized discount	(24,019)	(14,027)	(22,097)	(29,434)	(24,016)	(24,308)							
Credit reserve	(118,510)	(128,879)	(134,116)	(146,391)	( , ,	(199,754)							
Unrealized (losses)	(	(0,0.0)	(.0.,.10)	(1.10,001)	(	(,							
gains, net	819	(5,603)	(1,071)	(963)	3,858	4,866							
Fair value		\$ 58,717	\$ 70,278	\$ 71,543	\$ 58,870	\$ 53,846	Fair value	\$ 42,042	\$ 22,041	\$ 22,199	\$ 20,451	\$ 20,701	\$ 21,35
Average amortized cost		\$ 69,148	\$ 71,873	\$ 62,786	\$ 52.642	\$ 45,550	Average fair value	\$ 30.773	\$ 22,223	\$ 21.014	\$ 20,472	\$ 21,101	\$ 21,71
Interest income			\$ 3.618	\$ 3,582	,.	\$ 4.170	Interest income	\$ 2.534	\$ 1.883		\$ 2.008	\$ 2,124	\$ 2,24
	φ 0,100	φ 0,109	ψ 0,010	Ψ 0,002									ψ ∠, ∠ <sup>4</sup>

(1) Annualized yields for AFS portfolios are based on average amortized cost. Cash flows from many of our subordinate securities can be volatile and in certain cases (e.g., when the fair value of certain securities are close to zero) any interest income earned can result in unusually high reported yields that are not sustainable and not necessarily meaningful.

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Table 6: Balances & Yields by Securities Portfolio at Redwood

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Table 7: Securities and Loans Portfolio Activity at Redwood (\$ in thousands)

	2012	2011	2011	2011	2011	2010			012	2011		2011	201		2011		2010
	Q1	Q4	Q3	Q2	Q1	Q4			Q1	Q4		Q3	Q2		Q1		Q4
Residential Prime Se							Commercial Subordinate										
Beginning fair value	\$278,240	\$276,925	\$285,946	\$306,192	\$315,891	\$315,934	Beginning fair value	\$	5,445	\$ 5,887	\$	5,865	\$ 6,3	362	\$ 7,496	\$	7,912
Acquisitions	193,837	20,373	2,433	8,844	3,317	6,043	Acquisitions		-	-		-		-	-		-
Sales	(20,954)	-	-	(8,554)	(2,825)	-	Sales		-	-		-		-	(2,116)		-
Effect of principal							Effect of principal										
payments	(10,550)	(8,411)	(9,235)	(11,019)	(11,655)	(15,199)	payments		-	-		-		-	-		-
Change in fair value,																	
net	18,075	(10,647)	(2,219)	(9,517)	1,464	9,113	Change in fair value, net		393	(442)	/	22	1	197)	982	<u> </u>	(416)
Ending fair value	\$458,648	\$278,240	\$276,925	\$285,946	\$306,192	\$315,891	Ending fair value	\$	5,838	\$ 5,445	\$	5,887	\$ 5,8	365	\$ 6,362	\$	7,496
<b>Residential Non-Prin</b>	ne Senior						CDO Subordinate										
Beginning fair value	\$276,332	\$298,917	\$307,404	\$316,626	\$346,107	\$354,106	Beginning fair value	\$	1,010	\$ 1,010	\$	1,403	\$ 1,2	296	\$ 1,038	\$	960
Acquisitions	19,521	1,299	1,202	3,154	-	635	Acquisitions		-	-		-		-	-		-
Sales	(25,408)	-	-	-	(24,486)	-	Sales		(859)	-		-		-	-		-
Effect of principal							Effect of principal										
payments	(7,164)	(7,880)	(8,509)	(7,613)	(9,033)	(12,298)	payments		-	-		-		-	-		-
Change in fair value,																	
net	11,673	(16,004)	(1,180)	(4,763)	4,038	3,664	Change in fair value, net		(87)	-		(393)		07	258		78
Ending fair value	\$274,954	\$276,332	\$298,917	\$307,404	\$316,626	\$346,107	Ending fair value	\$	64	\$ 1,010	\$	1,010	\$ 1,4	103	\$ 1,296	\$	1,038
Residential Re-REM	с						Residential Loans										
Beginning fair value	\$119,366	\$113,100	\$ 77,575	\$ 85.497	\$ 85,077	\$ 74,891	Beginning carrying value	\$ 3	95,237	\$228,906	\$ 3	205,301	\$ 54,8	370	\$ 254,936	\$ 6	53,487
Acquisitions	26,135	14,800	36,888	-	-	-	Acquisitions		60,008	174,767		404,597	152,0		98,960		94,863
Sales	(2,527)	-	-	-	(5,230)	-	Sales		45,262)	(235)		-		-	-		-
Effect of principal	( ) )				(-, -,		Transfers to Securitization	``	., . ,	(	, 						
payments	-	-	-	-	-	-	Entities		-	-	(	376,226)		-	(295,103)		-
Change in fair value,											`	. ,			( · · )		
net	11,687	(8,534)	(1,363)	(7,922)	5,650	10,186	Principal repayments		(6,970)	(8,189)	)	(5,115)	(1,	616)	(3,922)		(3,517)
Ending fair value	\$154,661	\$119,366	\$113,100	\$ 77,575	\$ 85,497	\$ 85,077	Transfers to REO		-	-		-		-	-		-
							Changes in fair value, net		93	(12)	)	349		5	(1)		103
Residential Prime Su	ubordinate						Ending carrying value	\$ 3	03,106	\$395,237	\$ 2	228,906	\$205,3	801	\$ 54,870	\$25	54,936
Beginning fair value	\$ 59,060	\$ 70,606	\$ 71,845	\$ 59,239	\$ 54,232	\$ 33,384											
Acquisitions	44,543	-	3,491	21,277	9,906	15,283	Commercial Loans										
Sales	-	-	-	-	-	-	Beginning carrying value	\$ 1	57,726	\$ 98,060	\$	71,168	\$ 42,4	183	\$ 30,537	\$	242
Effect of principal																	
payments	(2,386)	(2,301)	(1,995)	(1,743)	(2,073)	(692)	Originations	2	26,888	60,297		26,908	28,6	60	11,925	3	30,275
Change in fair value,																	
net	4,972	(9,245)	(2,735)	(6,928)	(2,826)	6,257	Principal repayments		(6,091)	(59)	)	(25)		(2)	(2)		(2)
Ending fair value	\$106,189	\$ 59,060	\$ 70,606	\$ 71,845	\$ 59,239	\$ 54,232	Provision for loan losses		(274)	(608)	)	-		-	-		-
							Discount/fee amortization		166	36		9		27	23		22
Residential Non-Prin							Ending carrying value	\$ 1	78,415	\$157,726	\$	98,060	<b>\$</b> 71, <sup>-</sup>	68	\$ 42,483	\$ 3	30,537
Beginning fair value	\$ 11,283	\$ 10,616	\$ 11,036	\$ 12,196	\$ 13,376	\$ 10,041											
Acquisitions	-	1,582	-	-	-	3,820											
Sales	(3,149)	-	-	-	(703)	-											
Effect of principal																	
payments	(229)	(364)	(287)	(336)	(354)	(542)											
Change in fair value,																	
net	324	(551)	(133)	(824)	(123)	57											
Ending fair value	\$ 8.229	\$ 11.283	\$ 10,616	\$ 11,036	\$ 12,196	\$ 13,376	1										

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Table 7: Securities and Loans Portfolio Activity at Redwood



# Table 8A: Residential Prime Securities at Redwood and Underlying Loan Characteristics (1) (\$ in thousands)

	2012 Q1	2011 Q4	2011 Q3	2011 Q2	2011 Q1	2010 Q4	2010 Q3	2010 Q2
Senior AFS	\$ 436,783	\$ 278,240	\$ 276,925	\$ 285,946	\$ 306,192	\$ 315,891	\$ 315,934	\$ 309,702
ubordinate AFS air value	105,788 22,266	58,717 343	70,278 328	71,543 302	58,870 369	53,846 386	33,024 360	16,024 382
otal Residential Prime Securities	\$ 564,837	\$ 337,300	\$ 347,531	\$ 357,791	\$ 365,431	\$ 370,123	\$ 349,318	\$ 326,108
lumber of loops	81,085	85,702	92,071	101,149	109,221	101 172	124,536	140,951
lumber of loans otal loan face	\$30,222,071	\$31,848,071	\$34,816,750	\$39,160,316	\$43,242,656	121,173 \$49,071,513	\$52,490,472	\$59,814,476
verage loan size	\$ 373	\$ 372	\$ 378	\$ 387	\$ 396	\$ 405	\$ 421	\$ 424
Year 2011 origination	2%	0%	0%	0%	0%	0%	0%	0%
Year 2010 origination	0%	0%	0%	0%	0%	0%	0%	0%
Year 2009 origination	0%	0%	0%	0%	0%	0%	0%	0%
Year 2008 origination	0%	0%	0%	0%	0%	0%	0%	0%
Year 2007 origination	11%	10%	10%	9%	10%	9%	11%	7%
Year 2006 origination	3%	1%	1%	1%	11%	11%	11%	14%
Year 2005 origination Year 2004 origination and earlier	17% 67%	19% 70%	19% 70%	18% 72%	17% 62%	17% 63%	16% 62%	20% 59%
Geographic concentration								
Southern CA	23%	23%	23%	24%	24%	24%	25%	25%
Northern CA	23 %	23%	23 %	24 %	24 %	24%	23%	23%
New York	7%	6%	6%	6%	6%	7%	7%	6%
Florida	6%	6%	6%	6%	6%	6%	6%	6%
Virginia	3%	4%	4%	4%	4%	4%	4%	4%
New Jersey	3%	3%	3%	3%	3%	3%	3%	3%
Illinois	3%	3%	3%	3%	3%	3%	3%	3%
Other states	34%	34%	34%	33%	32%	31%	30%	31%
Wtd Avg Original LTV	68%	68%	68%	68%	68%	68%	68%	68%
Original LTV: 0 - 50	12%	12%	12%	13%	12%	13%	13%	13%
Original LTV: 50.01 - 60	11%	11%	11%	12%	11%	12%	11%	12%
Original LTV: 60.01 - 70	23%	23%	23%	23%	22%	22%	22%	22%
Original LTV: 70.01 - 80	50%	49%	49%	48%	50%	49%	49%	50%
Original LTV: 80.01 - 90	3%	3%	3%	3%	3%	3%	3%	2%
Original LTV: 90.01 - 100 Unknown	1% 0%	2% 0%	2% 0%	1% 0%	2% 0%	1% 0%	2% 0%	1% 0%
Wtd Avg FICO	735	735	735	735	736	737	738	739
FICO: <= 680	11%	11%	11%	11%	10%	10%	8%	9%
FICO: 681 - 700	10%	10%	10%	10%	10%	10%	10%	9%
FICO: 701 - 720	14%	14%	14%	14%	14%	14%	14%	14%
FICO: 721 - 740	15%	15%	15%	15%	14%	14%	15%	15%
FICO: 741 - 760	16%	16%	16%	16%	16%	16%	16%	16%
FICO: 761 - 780	17%	17%	17%	17%	18%	18%	19%	19%
FICO: 781 - 800	12%	12%	12%	12%	13%	13%	13%	13%
FICO: >= 801	3%	3%	3%	3%	3%	3%	3%	3%
Unknown	2%	2%	2%	2%	2%	2%	2%	3%
Conforming balance % (2)	54%	55%	54%	60%	59%	59%	58%	58%
> \$1 MM %	9%	8%	8%	8%	8%	9%	9%	9%
2nd Home % Investment Home %	7% 2%	7% 2%	7% 2%	7% 2%	7% 2%	7% 2%	7% 2%	7% 2%
investment nome %	∠ 76	270	2 70	270	2 70	∠ 70	2 70	270
Purchase	40%	40%	39%	39%	42%	42%	43%	43%
Cash Out Refi	23%	23%	23%	23%	23%	23%	22%	22%
Rate-Term Refi	36%	36%	37%	37%	34%	34%	34%	34%
Other	1%	1%	1%	1%	1%	1%	1%	1%
Full Doc	53%	51%	51%	51%	50%	50%	50%	55%
No Doc Other Dec (Lim Red Stated etc)	6% 38%	6% 40%	6% 40%	6%	5%	6%	5% 42%	5%
Other Doc (Lim, Red, Stated, etc) Unknown/Not Categorized	38% 3%	40% 3%	40% 3%	40% 3%	42% 3%	41% 3%	42% 3%	38% 2%
2-4 Family	2%	1%	1%	1%	1%	2%	1%	1%
Condo	2% 9%	9%	9%	9%	10%	2% 10%	10%	10%
	88%	89%	89%	89%	88%	87%	88%	87%
Single Family								

(1) Only the loan groups providing direct cash flow to securities we own are included.

(2) The definition of a conforming loan has significantly changed over time. For Q3 2011 and subsequent periods, the conforming balance definition that went into effect on October 1, 2011 was used (which had a maximum loan balance of \$625,500). For all periods prior to Q3 2011, the conforming balance definition available in June 2011 was used (which had a maximum loan balance of \$625,500).

	2012	2011	2011	2011	2011	2010	2010	2010
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Senior AFS	\$ 255,279	\$ 255,724	\$ 278,161	\$ 288,718	\$ 297,758	\$ 326,365	\$ 332,829	\$ 303,635
Subordinate AFS Fair value	8,142 19,762	11,153 20,738	10,461 20,911	10,877 18,845	12,028 19,036	13,188 19,930	9,812 21,506	9,842 16,950
Total Residential Non-prime Securities	\$ 283,183	\$ 287,615	\$ 309,533	\$ 318,440	\$ 328,822	\$ 359,483	\$ 364,147	\$ 330,427
··· ··· · · · · · · · · · · · · · · ·	,		,			,	,	,
Number of loans	35,452	54,717	54,538	55,830	57,542	65,949	67,713	72,621
Total loan face	\$7,241,685	\$11,730,410	\$11,878,085	\$12,250,760	\$12,723,531	\$14,615,940	\$15,181,465	\$16,931,963
Average loan size	\$ 204	\$ 214	\$ 218	\$ 219	\$ 221	\$ 222	\$ 224	\$ 233
	201	201	00/	201	001	201	201	00/
Year 2008 origination Year 2007 origination	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%	0% 7%
Year 2006 origination	1%	14%	14%	15%	15%	18%	18%	18%
Year 2005 origination	54%	50%	51%	50%	50%	49%	49%	45%
Year 2004 origination and earlier	45%	36%	35%	35%	35%	33%	33%	30%
Geographic concentration								
Southern CA	22%	21%	21%	21%	21%	20%	21%	22%
Northern CA	16%	15%	15%	15%	14%	14%	14%	14%
Florida	9%	9%	9%	9%	9%	9%	9%	9%
New York	5%	5%	5%	5%	5%	5%	5%	5%
Virginia	2%	3%	3%	3%	3%	4%	4%	4%
New Jersey	3%	3%	3%	3%	3%	3%	3%	4%
Illinois	3%	3%	3%	3%	3%	3%	3%	3%
Other states	40%	41%	41%	41%	42%	42%	41%	40%
Wtd Avg Original LTV	72%	73%	73%	73%	73%	73%	73%	73%
Original LTV: 0 - 50	7%	6%	7%	7%	6%	7%	7%	7%
Original LTV: 50.01 - 60	9%	8%	8%	8%	8%	8%	8%	8%
Original LTV: 60.01 - 70	19%	18%	18%	18%	18%	18%	18%	18%
Original LTV: 70.01 - 80	57%	58%	58%	58%	58%	58%	58%	58%
Original LTV: 80.01 - 90	6%	7%	6%	6%	7%	6%	6%	6%
Original LTV: 90.01 - 100	2%	3%	3%	3%	3%	3%	3%	3%
Unknown	0%	0%	0%	0%	0%	0%	0%	0%
Wtd Avg FICO	714	710	710	710	711	711	711	711
FICO: <= 680	25%	27%	27%	27%	27%	28%	27%	27%
FICO: 681 - 700	14%	14%	14%	14%	14%	14%	14%	14%
FICO: 701 - 720	15%	14%	14%	14%	14%	14%	14%	14%
FICO: 721 - 740	12%	12%	12%	12%	12%	12%	12%	12%
FICO: 741 - 760	12%	12%	12%	12%	12%	11%	12%	11%
FICO: 761 - 780	10%	10%	10%	10%	10%	10%	10%	10%
FICO: 781 - 800	7%	7%	7%	7%	7%	7%	7%	7%
FICO: >= 801	2%	2%	2%	2%	2%	2%	2%	2%
Unknown	3%	2%	2%	2%	2%	2%	2%	2%
Conforming balance % <sup>(2)</sup>	86%	83%	82%	86%	86%	86%	86%	85%
> \$1 MM %	3%	3%	3%	3%	3%	3%	3%	4%
2nd Home %	4%	4%	4%	4%	4%	4%	4%	4%
Investment Home %	15%	14%	14%	13%	13%	13%	13%	13%
Durchase					1001	1001	100/	100/
Purchase	41%	41%	41%	41%	42%	42%	42%	40%
Cash Out Refi	42%	42%	42%	42%	41%	41%	41%	41%
Rate-Term Refi	16%	16%	16%	16%	16%	16%	16%	18%
Other	1%	1%	1%	1%	1%	1%	1%	1%
Full Doc	38%	38%	39%	38%	39%	38%	38%	36%
No Doc	6%	5%	4%	4%	4%	3%	3%	3%
Other Doc (Lim, Red, Stated, etc)	54%	56%	56%	56%	56%	57%	57%	59%
Unknown/Not Categorized	2%	1%	1%	2%	1%	2%	2%	2%
2-4 Family	8%	8%	8%	8%	8%	8%	8%	8%
2-4 Family Condo	8%	8%	8%	8%	8%	8%	8%	8%
Single Family	84%	84%	84%	84%	84%	84%	84%	84%
Other	0%	84% 0%	0%	84% 0%	84% 0%	0%	84% 0%	0%
00101	0 /0	0 /0	0 /0	0 /0	U /0	0 /0	0 /0	0 /0

(1) Only the loan groups providing direct cash flow to securities we own are included.

(2) The definition of a conforming loan has significantly changed over time. For Q3 2011 and subsequent periods, the conforming balance definition that went into effect on October 1, 2011 was used (which had a maximum loan balance of \$625,500). For all periods prior to Q3 2011, the conforming balance definition available in June 2011 was used (which had a maximum loan balance of \$625,500). For all periods prior to Q3 2011, the conforming balance definition available in June 2011 was used (which had a maximum loan balance of \$625,500).

Table 9: Residential Real Estate Loan Characteristics 1(\$ in thousands)

	2012 Q1	2011 Q4	2011 Q3	2011 Q2	2011 Q1	2010 Q4	2010 Q3	2010 Q2
Residential loans	\$3,682,379	\$4,231,324	\$4,190,773	\$3,892,161	\$3,819,692	\$3,818,659	\$3,754,053	\$3,807,334
Number of loans	\$3,062,379 11,079	54,231,324 12,490	12,526	12,258	12,301	12,413	\$3,754,053 12,500	\$3,807,334 12,725
Average loan size	\$ 332	\$ 339	\$ 335	\$ 318	\$ 311	\$ 308	\$ 300	\$ 299
	φ 002	φ 000	ф 000	φ 010	¢ on	φ 000	φ 000	φ 200
Adjustable %	73%	72%	74%	81%	84%	86%	90%	90%
Hybrid %	9%	9%	10%	10%	11%	10%	10%	10%
Fixed %	18%	19%	16%	9%	5%	4%	0%	0%
Amortizing %	21%	22%	19%	11%	8%	7%	5%	4%
nterest-only %	79%	78%	81%	89%	92%	93%	95%	96%
Florida	11%	11%	12%	12%	13%	13%	13%	13%
Southern California	12%	12%	12%	12%	11%	11%	11%	11%
Northern California	16%	14%	14%	12%	11%	11%	10%	9%
New York	7%	7%	8%	8%	8%	7%	8%	8%
Georgia	4%	4%	5% 4%	5%	5% 4%	5% 4%	5% 4%	5% 4%
New Jersey	4% 5%	4% 6%	4% 5%	4% 5%	4% 5%	4% 5%	4% 5%	4% 5%
Fexas Colorado	3%	3%	3%	3%	4%	4%	4%	4%
/irginia	3%	3%	3% 2%	3%	4% 3%	4% 3%	4%	4%
Arizona	2%	2%	2%	2%	2%	2%	2%	2%
llinois	2%	3%	2%	2%	2%	2%	2%	3%
Dther states	31%	31%	31%	32%	32%	33%	33%	33%
	••/	<u></u>	00/		001	001		
Year 2012 origination	4% 9%	0% 13%	0% 9%	0% 3%	0%	0% 0%	0% 0%	0% 0%
Year 2011 origination					0%			
Year 2010 origination Year 2009 origination	8% 3%	9% 3%	10% 4%	8% 4%	7% 5%	5% 5%	2% 5%	0% 6%
Year 2008 origination	0%	0%	4%	4%	0%	0%	0%	0%
Year 2007 origination	2%	2%	2%	2%	2%	2%	2%	2%
Year 2006 origination	2 % 5%	2 /8 4%	4%	2 % 5%	2 % 5%	2 % 5%	2 % 5%	2 % 5%
Year 2005 origination	3%	3%	3%	3%	4%	4%	4%	4%
Year 2004 origination or earlier	66%	66%	68%	75%	77%	79%	82%	83%
	66%	66%	66%	66%	66%	66%	660/	66%
Wtd Avg Original LTV Original LTV: 0 - 50	19%	19%	20%	19%	19%	19%	66% 19%	19%
Original LTV: 50 - 60	13%	13%	13%	13%	13%	12%	12%	19%
Original LTV: 60 - 70	22%	22%	21%	21%	21%	21%	21%	20%
Original LTV: 70 - 80	41%	40%	40%	40%	40%	41%	41%	42%
Original LTV: 80 - 90	2%	2%	2%	2%	2%	2%	2%	2%
Driginal LTV: 90 - 100	4%	4%	4%	5%	5%	5%	5%	5%
	740	740	700	700	705	70.4	700	
Ntd Avg FICO FICO: < = 600	740 0%	740 0%	739 1%	736 1%	735 1%	734 1%	733 1%	733 1%
FICO: < = 600 FICO: 601 - 620	0% 1%	0% 1%	1%	1%	1%	1%	1%	1%
FICO: 621 - 640	1%	1%	2%	2%	2%	2%	2%	2%
FICO: 621 - 660	3%	3%	3%	3%	3%	3%	4%	2 % 4%
FICO: 661 - 680	5 % 6%	6%	5 % 6%	7%	3 % 7%	7%	4 /8 7%	4 % 7%
FICO: 681 - 700	9%	9%	9%	10%	10%	11%	11%	11%
FICO: 701 - 720	12%	12%	12%	12%	13%	13%	13%	13%
FICO: 721 - 740	12%	12%	12%	13%	13%	13%	13%	13%
FICO: 741 - 760	14%	14%	14%	14%	14%	14%	14%	14%
FICO: 761 - 780	18%	19%	18%	18%	17%	17%	17%	17%
FICO: 781 - 800	17%	18%	17%	15%	15%	14%	13%	13%
FICO: > = 801	6%	5%	5%	4%	4%	4%	4%	4%
Conforming balance % <sup>(2)</sup>	42%	41%	42%	49%	50%	51%	53%	53%
6 balance in loans > \$1mm per loan	22%	22%	22%	20%	20%	20%	18%	18%
	1001					100/	100/	
nd home % nvestment home %	10% 3%	11% 3%	11% 3%	11% 3%	11% 3%	12% 4%	12% 4%	12% 4%
Purchase	33%	33%	33%	32%	31%	31%	31%	31%
Cash out refinance	28%	28%	29%	31%	33%	33%	34%	34%
Rate-term refinance	38%	38%	37%	36%	35%	35%	34%	34%
Other	1%	1%	1%	1%	1%	1%	1%	1%

(1) This table presents characteristics of residential loans held by consolidated Sequoia entities and residential loans held by Redwood and intended to be securitized by future Sequoia entities or sold to third parties.

(2) The definition of a conforming loan has significantly changed over time. For Q3 2011 and subsequent periods, the conforming balance definition that went into effect on October 1, 2011 was used (which had a maximum loan balance of \$625,500). For all periods prior to Q3 2011, the conforming balance definition available in June 2011 was used (which had a maximum loan balance of \$625,500). For all periods prior to Q3 2011, the conforming balance definition available in June 2011 was used (which had a maximum loan balance of \$625,500).

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Table 9: Residential Real Estate Loan Characteristics

Table 10: Commercial Loan Characteristics<sup>1</sup> (\$ in thousands)

	2012 Q1	2011 Q4	2011 Q3	2011 Q2	2011 Q1	2010 Q4	2010 Q3	2010 Q2
Commercial loans	\$182,803	\$158,847	\$158,846	\$98,600	\$71,651	\$42,953	\$30,955	\$ 457
Number of loans	19	15	16	12	9	6	4	1
Average loan size	\$ 9,621	\$ 9,928	\$ 9,928	\$ 8,217	\$ 7,961	\$ 7,159	\$ 7,739	\$ 457
Fixed %	92%	91%	91%	100%	100%	100%	100%	100%
Hybrid %	8%	9%	9%	0%	0%	0%	0%	0%
Amortizing %	16%	19%	19%	14%	1%	1%	1%	100%
Interest-only %	84%	81%	81%	86%	99%	99%	99%	0%
Illinois	18%	21%	21%	12%	17%	28%	39%	0%
California	20%	21%	21%	18%	10%	1%	1%	100%
New York	17%	16%	16%	19%	26%	43%	60%	0%
<i>l</i> ichigan	7%	8%	8%	13%	0%	0%	0%	0%
Massachesetts	0%	4%	4%	6%	8%	14%	0%	0%
Florida	13%	4%	4%	6%	8%	14%	0%	0%
Kentucky	2%	3%	3%	4%	6%	0%	0%	0%
Texas	5%	2%	2%	4%	0%	0%	0%	0%
Other	18%	21%	21%	18%	25%	0%	0%	0%
Year 2012 origination	15%	0%	0%	0%	0%	0%	0%	0%
/ear 2011 origination	68%	81%	81%	69%	57%	28%	0%	0%
/ear 2010 origination	17%	19%	19%	31%	43%	71%	99%	0%
Year 2004 origination	<1%	<1%	<1%	<1%	<1%	1%	1%	100%
Retail	25%	29%	29%	30%	10%	0%	0%	0%
Office	25%	29%	29%	25%	34%	57%	60%	100%
lospitality	18%	20%	20%	18%	25%	0%	0%	0%
Aulti-family	23%	14%	14%	14%	14%	14%	0%	0%
/lixed-use	7%	8%	8%	13%	17%	29%	40%	0%
Other	2%	0%	0%	0%	0%	0%	0%	0%

(1) This table presents characteristics of commercial loans held-for-investment by Redwood.

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Table 10: Commercial Loan Characteristics

#### **REDWOOD TRUST CORPORATE INFORMATION**

## **EXECUTIVE OFFICERS:**

Martin S. Hughes Chief Executive Officer

Brett D. Nicholas President

Fred J. Matera Chief Investment Officer

Christopher J. Abate Chief Financial Officer

Scott M. Chisholm Managing Director

John H. Isbrandtsen Managing Director

Andrew P. Stone General Counsel

Harold F. Zagunis Managing Director

STOCK LISTING: The Company's common stock is traded on the New York Stock Exchange under the symbol **RWT** 

CORPORATE HEADQUARTERS: One Belvedere Place, Suite 300 Mill Valley, California 94941 Telephone: (415) 389-7373

NEW YORK OFFICE: 1114 Avenue of the Americas Suite 3405 New York, New York 10036

TRANSFER AGENT: Computershare Trust Company, N.A. 2 North LaSalle Street Chicago, IL 60602 Telephone: (888) 472-1955

#### **DIRECTORS:**

George E. Bull, III Chairman of the Board

**Richard D. Baum** Former Chief Deputy Insurance Commissioner for the State of California

Thomas C. Brown CEO and Principal Shareholder, Urban Bay Properties, Inc.

Mariann Byerwalter Chairman, JDN Corporate Advisory LLC

**Douglas B. Hansen** Private Investor

Martin S. Hughes Chief Executive Officer

**Greg H. Kubicek** President, The Holt Group, Inc.

Jeffrey T. Pero Retired Partner, Latham & Watkins LLP

Georganne C. Proctor Former Chief Financial Officer, TIAA-CREF

Charles J. Toeniskoetter Chairman, Toeniskoetter Development, Inc.

INVESTOR RELATIONS: Mike McMahon Managing Director

Investor Relations Hotline: (866) 269-4976 Email: investorrelations@redwoodtrust.com

For more information about Redwood Trust, please visit our website at: www.redwoodtrust .com

