



Loan Portfolio Tape
 Developer & Affiliate Loan Portfolio
 As of 6.30.2021

									DEMOGRAPHICS ²					SUSTAINABILITY			
Loan Balance 6/30/2021	Type	Risk ¹	LTV% ²	Units	Area Median Income%	# of Construction Jobs	Property Zip Code		(%) Hispanic	(%) African American	(%) Native American	(%) Asian	(%) Other	TOD ⁴	LIHTC ⁵	Section 8	Energy Retrofit
962,502	PERM		16	46	57	-	90044		40%	57%	0%	0%	3%				
7,141,872	BRDG	1	6	382	59	443	94102		39%	11%	0%	42%	8%	X		X	X
-	LOCR	1	63	-	-	-	91605		91%	3%	0%	6%	1%				
200,000	LOCR	1	-	250	-	-	VARIOUS								X		
6,541,268	CONR	1	67	42	98	49	91342		90%	6%	0%	4%	0%				
6,013,000	ACQR	1	90	261	59	307	90013		25%	38%	1%	17%	19%		X		
1,440,000	ACQR	1	89	41	48	48	90043		46%	49%	0%	1%	4%		X		
-	LOCR		-	-	-	-	VARIOUS										
2,700,000	BRDG	1	50	216	-	-	93103		93%	3%	1%	2%	2%				
800,595	PERM		3	61	51	-	90044		73%	21%	0%	1%	4%		X		
489,060	ACQR	1	76	22	105	22	90044		76%	24%	0%	0%	0%				
2,255,000	BRDG	1	58	100	47	116	92376		82%	15%	0%	1%	2%		X	X	
2,392,574	CONR	1	65	14	95	16	91343		82%	2%	0%	15%	0%				
3,598,884	PERM	1	59	38	60	-	90027		136%	25%	0%	1%	4%	X			
3,281,669	PERM		6	121	40	-	90813		77%	2%	0%	14%	0%	X	X		X
1,462,146	CONR	1	53	9	80	10	91402		51%	8%	0%	8%	5%				
3,519,000	PERM		20	-	-	-	90255		63%	21%	0%	12%	6%				
6,150,000	ACQR	1	62	188	60	218	91607		214%	6%	0%	2%	0%	X			
6,308,151	CONR	1	59	38	117	17	91303		87%	1%	0%	1%	0%				
1,913,152	ACQR	1	72	60	46	70	92173		12%	3%	0%	3%	1%		X		
619,115	ACQR	1	78	32	92	16	90003		75%	12%	0%	29%	4%				
1,560,000	ACQR	1	71	60	50	70	93307		77%	0%	0%	3%	1%				
195,000	ACQR	1	9	-	-	-	93307		31%	6%	0%	0%	0%				
7,790,000	ACQR	1	90	126	49	146	90011		156%	17%	3%	1%	1%				
1,117,876	BRDG	1	36	74	44	86	94526		845%	92%	14%	4%	4%		X		X
2,767,995	CONR	1	60	10	113	12	91405		75%	10%	0%	14%	1%				
4,230,000	ACQR	1	89	101	43	117	90044		69%	31%	0%	0%	0%		X		
808,633	PRED	1	-	-	-	-	90044		69%	31%	0%	0%	0%		X		
3,137,957	ACQR	1	85	43	30	50	90019		60%	16%	1%	19%	5%				
4,002,543	ACQR	1	55	198	49	230	90002		71%	28%	0%	1%	0%	X	X		
3,150,000	ACQR	1	88	71	42	82	91405		81%	8%	0%	8%	3%		X		
817,102	PRED	1	-	-	-	-	91405		81%	8%	0%	8%	3%		X		
6,421,185	CONR	1	58	30	102	35	91401		90%	7%	0%	3%	0%				
694,823	PERM	1	68	14	40	16	93060		96%	1%	0%	2%	1%		X		
7,993,973	ACQR	1	47	220	116	255	95035		18%	1%	0%	77%	3%	X			
5,896,678	ACQR	1	90	76	48	88	94544		65%	9%	1%	21%	4%	X	X		
4,901,138	ACQR	1	75	60	48	70	94541		47%	27%	0%	21%	5%	X	X		
5,379,648	ACQR	1	79	154	41	179	90018		60%	26%	0%	8%	6%	X	X		
602,394	PERM	1	37	10	39	12	90038		79%	7%	0%	8%	7%			X	
1,667,206	BRDG	1	10	58	57	67	94102		21%	20%	2%	57%	1%	X	X		X
4,603,843	ACQR	1	78	66	34	77	92084		94%	1%	0%	4%	1%		X		
2,000,000	ACQR	1	75	65	50	75	95758		24%	21%	0%	36%	19%		X		
1,525,400	BRDG	1	19	91	41	106	90301		61%	31%	0%	5%	3%		X		
925,000	BRDG	1	15	62	59	72	95965		31%	21%	2%	24%	22%		X		X
790,000	BRDG	1	13	60	59	70	95988		75%	5%	8%	7%	6%		X		X
6,804,000	LOCR	1	-	115	-	93	VARIOUS										
5,363,214	ACQR	1	90	64	30	74	90005		80%	1%	0%	18%	0%	X	X		
5,356,451	ACQR	1	90	64	30	74	90020		26%	7%	0%	64%	4%	X	X		
3,408,908	ACQR	1	74	53	37	61	90255		96%	0%	0%	3%	1%		X		
6,203,277	ACQR	1	84	62	30	72	90029		71%	1%	0%	25%	2%	X	X		
1,336,842	ACQR	1	89	64	30	74	91311		55%	6%	0%	27%	12%		X		
2,236,498	ACQR	1	52	160	59	186	93458		90%	1%	1%	7%	1%		X		

									DEMOGRAPHICS ²					SUSTAINABILITY			
Loan Balance 6/30/2021	Type	Risk ¹	LTV% ²	Units	Area Median Income%	# of Construction Jobs	Property Zip Code	(%) Hispanic	(%) African American	(%) Native American	(%) Asian	(%) Other	TOD ⁴	LIHTC ⁵	Section 8	Energy Retrofit	
805,475	PRED	1	-	-	-	-	90255	96%	0%	0%	3%	1%		X			
10,490,233	ACQR	1	90	71	42	82	92630	63%	4%	0%	27%	6%		X			
3,414,023	ACQR	1	73	59	42	68	90002	75%	24%	0%	0%	0%		X			
950,652	ACQR	1	61	96	50	111	95757	20%	11%	1%	63%	5%		X			
16,946,560	CONR	1	65	89	93	103	94612	24%	37%	1%	31%	7%		X			
2,153,519	ACQR	1	90	70	40	81	90804	39%	12%	0%	39%	11%		X			
1,889,944	BRDG	1	76	184	47	213	92201	84%	3%	0%	11%	2%		X			
5,556,933	BRDG	1	70	184	58	213	95116	64%	0%	0%	32%	3%	X	X			
5,749,271	ACQR	1	48	123	39	143	95050	54%	5%	0%	34%	8%	X	X			
409	LOCR	1	-	-	-	-	VARIOUS							X			
2,108,710	ACQR	1	78	74	59	86	94965	40%	38%	1%	13%	8%		X			
85,512	CONR	1	36	51	30	59	90301	27%	68%	1%	0%	3%					
10,465,685	ACQR	1	80	156	46	181	95126	46%	5%	1%	36%	13%	X	X			
5,010,534	ACQR	1	67	72	49	84	94015	22%	3%	0%	73%	2%	X	X			
3,352,552	ACQR	1	52	127	60	147	92025	78%	2%	1%	12%	6%	X	X			
3,935,000	BRDG	1	42	140	56	162	93722	69%	4%	2%	21%	4%		X			
7,928,438	BRDG	1	62	305	60	354	92120	61%	10%	1%	23%	6%		X			
3,553,572	CONR	1	65	32	89	37	91311	46%	11%	0%	35%	8%					
1,063,585	PRED	1	20	-	-	-	90002	75%	24%	0%	0%	0%	X				
2,235,847	PERM	1	54	66	48	77	91201	50%	0%	0%	41%	8%		X			
3,287,794	PERM	1	61	50	49	58	94558	95%	2%	0%	2%	1%		X			
7,722,328	ACQR	1	75	103	44	119	90045	52%	10%	2%	30%	5%		X			
1,162,430	PERM	1	44	13	50	15	93010	90%	2%	1%	4%	3%			X		
850,887	PERM	1	40	10	41	12	93010	90%	2%	1%	4%	3%		X			
5,444,307	ACQR	1	90	102	50	118	91402	74%	1%	1%	22%	3%		X			
4,850,905	PERM	1	28	204	40	-	90810	17%	46%	14%	7%	15%		X	X		
5,237,176	ACQR	1	70	241	87	280	90015	66%	23%	0%	10%	1%		X	X		
3,758,823	ACQR	1	79	54	30	63	90006	84%	1%	0%	15%	0%		X	X		
1,116,521	PRED	1	-	-	-	-	90006	84%	1%	0%	15%	0%		X	X		
6,864,140	ACQR	1	75	91	40	106	91306	77%	5%	0%	16%	2%		X	X		
5,305,960	ACQR	1	77	150	50	174	95818	33%	3%	0%	48%	15%		X	X		
730,601	PRED	1	-	-	-	-	91306	77%	5%	0%	16%	2%		X	X		
2,637,033	ACQR	1	78	64	36	74	90744	93%	3%	1%	1%	1%		X			
1,348,144	CONR	1	55	6	113	7	90032	88%	3%	0%	7%	2%					
4,824,474	CONR	1	66	28	112	32	91601	68%	21%	0%	7%	4%					
1,006,560	CONR	1	66	37	83	43	91042	84%	6%	0%	3%	8%					
666,272	ACQR	1	68	6	108	7	90026	35%	5%	0%	60%	0%					
1,363,182	ACQR	1	10	70	30	81	93030	88%	3%	3%	4%	1%		X			
24,198	PRED	1	-	75	38	87	90073	22%	64%	0%	10%	4%		X			
3,238,690	ACQR	1	81	187	57	217	94965	65%	6%	0%	12%	17%		X		X	
7,512,009	ACQR	1	64	220	86	255	91303	85%	5%	0%	8%	2%					
9,064,852	ACQR	1	53	330	29	384	90004	71%	3%	0%	24%	2%		X	X	X	
585,946	BRDG	1	58	22	30	26	94609	28%	40%	0%	21%	11%	X		X		
2,241,556	ACQR	1	60	92	78	107	90005	46%	8%	0%	46%	1%	X			X	
1,060,347	PRED	1	-	142	50	165	95407	83%	1%	3%	10%	3%		X			
5,464,429	ACQR	1	56	81	92	94	90019	34%	5%	2%	56%	3%	X			X	
1,581,984	ACQR	1	35	174	60	202	95757	35%	26%	1%	32%	6%	X	X			
3,240,000	ACQR	1	90	92	40	107	90028	52%	27%	3%	14%	4%	X	X			
5,270,881	PERM	1	55	63	52	73	90745	33%	12%	1%	49%	5%	X	X			
847,804	CONR	1	70	15	99	17	90020	68%	21%	0%	7%	4%					
1,519,752	LOCR	1	-	-	-	-	90804	39%	12%	0%	39%	11%		X	X		
6,939,441	ACQR	1	71	200	57	232	92648	73%	1%	0%	12%	14%		X		X	
272,575	PRED	1	-	-	-	-	90073	22%	64%	0%	10%	4%				X	
9,123,250	PERM	1	49	110	60	128	93446	78%	7%	1%	2%	12%		X	X		
1,214,063	PRED	1	-	62	30	72	90029	71%	1%	0%	25%	2%	X	X	X	X	
669,375	ACQR	1	90	85	40	99	90002	96%	4%	0%	0%	0%	X	X	X		
33,500	PRED	1	-	-	-	-	90002	96%	4%	0%	0%	0%	X	X	X		
3,115,000	ACQR	1	16	92	86	107	90020	34%	5%	2%	56%	3%	X				
4,020,500	ACQR	1	100	100	35	116	91311	46%	11%	0%	35%	8%	X	X	X		
5,144,963	ACQR	1	90	142	50	165	95407	83%	1%	3%	10%	3%		X	X		

								DEMOGRAPHICS ³					SUSTAINABILITY			
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1,740,000	PERM		48	196	45	-	90810	17%	46%	14%	7%	15%				
598,056	PERM		3	81	49	-	90810	17%	46%	14%	7%	15%				
447,427	LOCR	1	-	-	-	-	90000									
87,332	PERM	1	13	13	-	-	90201	98%	1%	0%	1%	0%				
78,441	PERM	1	13	13	-	-	90201	100%	0%	0%	0%	0%				
1,194,044	PERM		28	103	58	-	90255	97%	1%	0%	2%	0%		X		
11,900,000	PERM		86	31	41	-	90810	17%	46%	14%	7%	15%				
TOTAL				10,001		9,924		72%	14%	1%	17%	4%	125,572,347	267,821,778	70,402,022	43,359,228

Footnotes:

- 1) Loans to controlled affiliates are not risk rated
- 2) Lines of credit do not have LTV's
- 3) Demographic information is gathered from the Census based on Zipcode and not individual units in the developments.
- 4) Transit Oriented Development
- 5) Low-Income Housing Tax Credit

Source data: <https://geomap.ffiec.gov/FFIECGeocMap/GeocodeMap1.aspx>

Type:

ACQR	Acquisition
BRDG	Bridge
CONR	Construction
LOCR	Line of Credit
PRED	Predevelopment
PERM	Permanent Loan

Affordability as % of AMI

Affordability	Area Median Income (AMI)
Extremely Low Income	0-30%
Very Low Income	30-50%
Low Income	50-80%
Moderate Income	80-120%

Risk Rating

1	Pass (Lowest Risk)
2	Watch
3	Special Mention
4	Substandard
5	Doubtful
6	Loss (High Risk)