



Loan Portfolio Tape
Developer & Affiliate Loan Portfolio
As of 9.30.2023

Loan Balance 9/30/2023	Type	Risk ¹	LTV% ²	Units	Area Median Income%	# of Construction Jobs	Property Zip Code	DEMOGRAPHICS ³					SUSTAINABILITY			
								(%) 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%				
500,000	LOCR	1	63	-	-	-	91605	91%	3%	0%	6%	1%				
3,800,000	LOCR		-	-	-	-	VARIOUS									
800,595	PERM		3	61	51	-	90044	73%	21%	0%	1%	4%		X		
3,485,938	PERM	1	59	38	60	-	90027	72%	11%	0%	11%	6%	X			
3,281,669	PERM		6	121	40	-	90813	61%	21%	0%	12%	5%	X	X		X
3,519,000	PERM		20	-	-	-	90255	97%	1%	0%	2%	0%				
5,220,000	ACQR	1	62	188	60	218	91607	63%	16%	0%	15%	6%	X			
8,599,546	CONR	1	59	38	117	17	91303	62%	10%	0%	24%	3%				
5,543,623	ACQR	1	55	198	49	230	90002	71%	28%	0%	1%	0%	X	X		
677,892	PERM	1	68	14	40	16	93060	96%	1%	0%	2%	1%		X		
5,379,648	ACQR	1	79	154	41	179	90018	60%	26%	0%	8%	6%	X	X		
587,542	PERM	1	37	10	39	12	90038	79%	7%	0%	8%	7%			X	
2,000,000	ACQR	1	75	65	50	75	95758	24%	21%	0%	36%	19%		X		
3,580,000	ACQR	1	73	59	42	68	90002	75%	24%	0%	0%	0%		X		
5,783,794	BRDG	1	70	184	58	213	95116	64%	0%	0%	32%	3%	X	X		
3,583,831	ACQR	1	52	127	60	147	92025	78%	2%	1%	12%	6%	X	X		
8,473,500	BRDG	1	62	305	60	354	92120	61%	10%	1%	23%	6%		X		
1,158,622	PRED	1	20	-	-	-	90002	75%	24%	0%	0%	0%	X			
2,188,069	PERM	1	54	66	48	77	91201	50%	0%	0%	41%	8%		X		
3,219,886	PERM	1	61	50	49	58	94558	95%	2%	0%	2%	1%		X		
1,140,208	PERM	1	44	13	50	15	93010	90%	2%	1%	4%	3%			X	
815,125	PERM	1	40	10	41	12	93010	90%	2%	1%	4%	3%		X		
4,850,905	PERM	1	28	204	40	-	90810	17%	46%	14%	7%	15%		X	X	
7,276,873	CONR	1	66	37	83	43	91042	84%	6%	0%	3%	8%				
-	ACQR	1	10	70	30	81	93030	88%	3%	3%	4%	1%		X		
3,022,224	ACQR	1	81	187	57	217	94965	65%	6%	0%	12%	17%		X		X
1,225,000	BRDG	1	58	22	30	26	94609	28%	40%	0%	21%	11%			X	
2,532,000	ACQR	1	60	92	78	107	90005	46%	8%	0%	46%	1%	X			X
5,880,000	ACQR	1	56	81	92	94	90019	34%	5%	2%	56%	3%	X			X
1,773,322	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		
5,042,304	PERM	1	55	63	52	73	90745	33%	12%	1%	49%	5%	X	X		
1,720,265	LOCR	1	-	-	-	-	90804	39%	12%	0%	39%	11%		X	X	
6,560,000	ACQR	1	63	200	57	232	92648	73%	1%	0%	12%	14%		X		X
8,853,259	PERM	1	49	110	60	128	93446	78%	7%	1%	2%	12%		X	X	
3,500,000	ACQR	1	16	92	86	107	90020	34%	5%	2%	56%	3%	X			
4,394,736	ACQR	1	100	100	35	116	91311	46%	11%	0%	35%	8%	X	X	X	
9,873,969	CONR	1	63	46	93	53	90057	41%	3%	0%	53%	3%				
8,399,750	LOCR	1	-	115	97	93	VARIOUS									
2,918,378	ACQR	1	55	200	-	-	93103	93%	3%	1%	2%	2%				

								DEMOGRAPHICS ³					SUSTAINABILITY			
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3,600,000	ACQR	1	36	180	50	209	92025	91%	1%	0%	6%	1%		X		
2,536,223	PERM	1	45	14	60	16	94025	36%	11%	1%	39%	13%				X
9,905,936	PERM	1	37	95	43	110	90806	64%	12%	1%	16%	7%	X	X	X	
765,000	ACQR	1	63	67	26	78	95624	65%	10%	3%	17%	5%		X		
9,560,116	PERM	1	46	103	45	119	90008	17%	67%	1%	12%	3%	X	X	X	
12,659,733	CONR	1	60	54	90	63	91344	56%	12%	0%	28%	4%				
95,281	CONR	1	74	12	105	14	91340	96%	1%	0%	2%	1%				
95,127	CONR	1	74	12	105	14	91352	79%	3%	0%	15%	3%				
1,330,000	ACQR	1	66	58	94	67	90005	57%	6%	1%	35%	1%	X			
2,277,696	PERM	1	27	45	71	52	91324	56%	10%	0%	26%	8%			X	
5,286,076	CONR	1	66	16	104	19	91401	73%	16%	0%	7%	4%				
1,435,000	ACQR	1	49	45	92	52	90005	78%	0%	0%	22%	0%				
16,020,000	ACQR	1	72	340	56	394	94066	23%	8%	0%	64%	4%	X	X		X
10,744,809	ACQR	1	52	97	50	113	92627	73%	2%	0%	15%	11%			X	
4,345,340	BRDG	1	50	426	60	494	95111	55%	4%	0%	39%	2%	X	X		
3,027,985	ACQR	1	100	61	49	71	90008	5%	86%	0%	3%	5%	X	X		
22,351	PRED	1	-	-	-	-	90008	5%	86%	0%	3%	5%	X	X		
7,613,040	PERM	1	79	24	80	-	94578	59%	25%	1%	13%	2%				X
5,535,698	CONR	1	62	39	80	45	90744	95%	2%	0%	2%	0%			X	
6,824,370	ACQR	1	37	497	57	577	94578	45%	12%	0%	40%	3%	X	X		
5,463,278	PERM	1	51	140	58	162	93722	69%	4%	2%	21%	4%				
6,007,491	ACQR	1	100	127	34	147	90015	77%	13%	0%	8%	1%	X	X	X	X
7,917,301	ACQR	1	67	166	59	193	92866	84%	2%	0%	13%	1%		X		
16,593,000	ACQR	1	90	88	87	-	91342	88%	8%	0%	3%	1%			X	
1,777,458	ACQR	1	80	76	49	87	95973	58%	7%	6%	8%	21%		X		X
544,705	ACQR	1	80	60	47	70	95973	58%	7%	6%	8%	21%		X		X
75,435	CONR	1	62	12	111	14	91411	87%	5%	0%	5%	3%	X			
9,884,310	ACQR	1	54	77	49	89	92840	64%	2%	0%	31%	3%		X		
1,226,149	ACQR	1	66	224	91	258	93536	56%	24%	1%	11%	8%				
2,219,422	ACQR	1	80	102	39	118	91006	33%	2%	0%	61%	5%		X	X	
913,108	PRED	1	-	-	-	-	91311	54%	7%	0%	31%	8%	X	X	X	X
9,588,953	ACQR	1	94	131	50	152	94954	68%	3%	1%	16%	13%	X	X		
4,104,226	ACQR	1	48	70	49	81	94063	69%	2%	1%	20%	9%		X	X	
16,070	PRED	1	-	-	-	-	94063	69%	2%	1%	20%	9%		X	X	
10,609,238	ACQR	1	84	220	47	255	95035	10%	2%	0%	85%	3%	X	X	X	X
7,765,348	ACQR	1	47	88	40	102	92627	59%	2%	1%	15%	24%		X		
2,748,403	ACQR	1	65	130	40	151	95819	44%	8%	1%	25%	21%	X	X	X	
727,261	CONR	1	54	15	120	18	90038	80%	7%	0%	8%	5%				
1,592,256	ACQR	1	90	63	50	73	95973							X		
825,718	CONR	1	51	8	107	9	91606	82%	5%	0%	8%	4%	X			
15,772,579	ACQR	1	44	376	96	436	90012	54%	5%	0%	39%	2%	X			
2,549,084	CONR	1	49	51	79	59	90003	83%	14%	0%	1%	2%	X		X	
4,747,714	ACQR	1	100	96	37	111	91910	70%	8%	0%	15%	7%	X	X		
31,920	PRED	1	-	-	-	-	91910	70%	8%	0%	15%	7%	X	X		
10,620,000	ACQR	1	118	51	48	59	90291	64%	18%	0%	7%	10%	X	X		
32,822	PRED	1	-	-	-	-	90291	64%	18%	0%	7%	10%	X	X		
1,563,750	ACQR	1	100	31	29	36	92655	29%	1%	0%	67%	3%		X		
548,543	ACQR	1	78	108	50	125	93245									
131,157	ACQR	1	90	73	50	85	90640	95%	0%	0%	4%	1%	X	X	X	

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								(%) Hispanic	(%) African American	(%) Native American	(%) Asian	(%) Other	TOD ⁴	LIHTC ⁵	Section 8	Energy Retrofit
3,163,604	ACQR	1	49	116	57	135	95035	10%	2%	0%	85%	3%	X	X		
2,473,459	PRED	1	-	124	59	144	91367							X		
2,827,564	ACQR	1	80	80	37	93	92655	29%	1%	0%	67%	3%	X	X		
17,752	PRED	1	-	-	-	-	92655	29%	1%	0%	67%	3%	X	X		
-	CONR	1	43	110	95	128	94306	18%	6%	0%	59%	17%				
811,905	LOCR	1	-	112	30	129	90003	86%	12%	0%	0%	1%	X	X	X	
1,992,861	CONR	1	29	50	49	245	94806	54%	19%	0%	22%	5%		X	X	
1,563,674	LOCR	1	-	-	-	-	90401						X	X	X	
4,965,482	ACQR	1	73	72	52	83	90404	56%	16%	0%	18%	9%		X		
2,296,112	CONR	1	53	53	80	63	90037	87%	11%	0%	1%	2%	X			
1,024,117	ACQR	1	82	33	30	38	91711	53%	10%	1%	21%	16%	X	X	X	
3,172,050	ACQR	1	95	99	40	111	91724	76%	4%	0%	16%	4%	X	X	X	
2,099,748	PRED	1	-	163	55	189	90813	62%	15%	0%	20%	3%	X	X		X
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%				
375,000	LOCR	1	-	-	-	-	VARIOUS									
55,924	PERM	1	13	13	-	-	90201	98%	1%	0%	1%	0%				
45,638	PERM	1	13	13	-	-	90201	100%	0%	0%	0%	0%				
1,194,044	PERM		28	103	58	-	90255	97%	1%	0%	2%	0%		X		
12,500,000	PERM		86	31	41	-	90810	17%	46%	14%	7%	15%				
428,557,446				9,849		10,125		60%	13%	1%	20%	6%	192,465,733	245,783,614	115,251,976	69,396,904

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)