



GoGreen Home Energy Financing Program

Monthly Data Summary through October 31, 2024

Background

This report is produced on a monthly basis to supplement [CHEEF's quarterly reports](#) and provide the most recent data on the progress of the GoGreen Home Energy Financing Program (GoGreen Home). To learn more about GoGreen Home, please visit GoGreenFinancing.com. Values for some figures, particularly dollar amounts, are rounded to the nearest thousand or million.

Standard Loan Reporting

Reporting for standard GoGreen Home loans enrolled through the eight participating credit union lenders.

Private Capital Leveraged

Total Amount Financed: \$143.06 million
Total Loan Loss Reserve Contributions: \$18.18 million¹
For every \$1 of credit enhancement allocated, \$7.87 in private capital is leveraged. ²

Financing Activity

Loans Enrolled	Total Amount Financed	Change in Activity ³
299 <i>October 2024</i>	\$6.23 million <i>October 2024</i>	-37.05% <i>September 2024 – October 2024</i>
7,337 <i>All Time⁴</i>	\$143.06 million <i>All Time</i>	+41.71% <i>October 2023 vs. October 2024</i>

Loan Size	Term Length in Months	Interest Rate
\$20,831 <i>October 2024 Average</i>	123 <i>October 2024 Average</i>	6.22% <i>October 2024 Average</i>
\$19,498 <i>All Time Average</i>	112 <i>All Time Average</i>	5.27% <i>All Time Average</i>
\$18,950 <i>October 2024 Median</i>	120 <i>October 2024 Median</i>	6.38% <i>October 2024 Median</i>
\$17,105 <i>All Time Median</i>	120 <i>All Time Median</i>	4.99% <i>All Time Median</i>

¹ This amount reflects a running total of loss reserve account contributions for standard loans as they have been enrolled. The total amount of credit enhancement funds currently encumbered for standard loans is \$15,335,615.35, of which \$13,678,083.25 in contributions came from IOU ratepayer funds. It reflects recaptured funds as loans have paid off and is net of funds paid out as claims on defaults as well as any loan loss reserve contribution adjustments for previous month(s).

² GoGreen Home uses a credit enhancement in the form of a Loan Loss Reserve to leverage private capital at reduced rates and extended term lengths for borrowers.

³ Represents the percentage increase or decrease between total enrolled loans in specified time periods.

⁴ Date of inception is marked by the first loan enrollment in GoGreen Home, July 2016.

Monthly GoGreen Home Data Summary

October 2024

Loans Enrolled per IOU⁵

<i>PG&E</i> <i>October 2024</i>	<i>SCE</i> <i>October 2024</i>	<i>SDG&E</i> <i>October 2024</i>	<i>SoCalGas</i> <i>October 2024</i>	<i>PG&E</i> <i>All Time</i>	<i>SCE</i> <i>All Time</i>	<i>SDG&E</i> <i>All Time</i>	<i>SoCalGas</i> <i>All Time</i>
244 \$5.0 million	30 \$0.70 million	30 \$0.62 million	26 \$0.63 million	5,505 \$104.44 million	1,244 \$25.44 million	464 \$9.16 million	1,394 \$30.18 million

GoGreen Home Loans Enrolled by Lender (All Time)

Lender	Loans Enrolled	Total Amount Financed
California Coast Credit Union	2,854	\$55.58 million
Desert Valleys Federal Credit Union	83	\$1.54 million
Diablo Valley Federal Credit Union	13	\$0.28 million
Eagle Community Credit Union	12	\$0.21 million
First US Community Credit Union	1,397	\$23.41 million
Matadors Community Credit Union	849	\$18.10 million
Pasadena Service Federal Credit Union	4	\$0.07 million
Self Help Federal Credit Union	9	\$0.31 million
Travis Credit Union	2,073	\$42.87 million
Valley Oak Credit Union	43	\$0.68 million

Loan Portfolio Performance as of October 31, 2024⁶

Paid in Full	1,374 Loans	\$21.50 M
Current Outstanding ⁷	5,810 Loans	\$98.55 M
30 -60 Days Past Due	32 Loans	\$510 K
90-120 Days Past Due	11 Loans	\$143 K

Charged off: 110 Loans	\$1,676,070
Claims Paid	\$1,226,429
Recoveries ⁸	\$120,260
Net CE Funds Expended ⁹	\$1,106,169

Cumulative Net Loss Rates by Years of Seasoning (Standard Loans)¹⁰

Seasoned 0 Years	Seasoned 1 Year	Seasoned 2 Years	Seasoned 3 Years	Seasoned 4 Years	Seasoned 5 Years	Seasoned 6 Years ¹¹
0.31%	0.82%	1.38%	2.92%	3.60%	4.72%	0.90%

⁵ Some properties are served by more than one IOU, meaning the total number of loans enrolled and total loan principal per IOU will not match the total number of loans enrolled. Loans enrolled per IOU are reported regardless of what measures are installed.

⁶ At their discretion, lenders may include measures in the loan (e.g., solar attic fans) that are not claim-eligible, and that portion of the financing does not receive a credit enhancement. Therefore, the actual claim-eligible amounts are slightly less than the total amounts presented here.

⁷ Reflects the outstanding, unpaid principal balance for the 5,810 loans, based on the latest monthly report from the participating lenders to CAEATFA. The outstanding balance also includes loans that got reinstated after being reported as charged-off by the lender for which no claims were paid.

⁸ Recoveries reimbursed to GoGreen Home from participating lenders.

⁹ Net credit enhancement (CE) funds expended is calculated as Claims Paid less Recoveries.

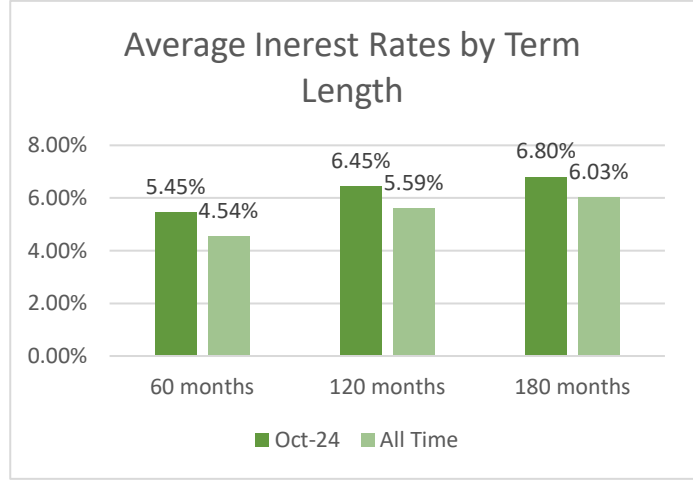
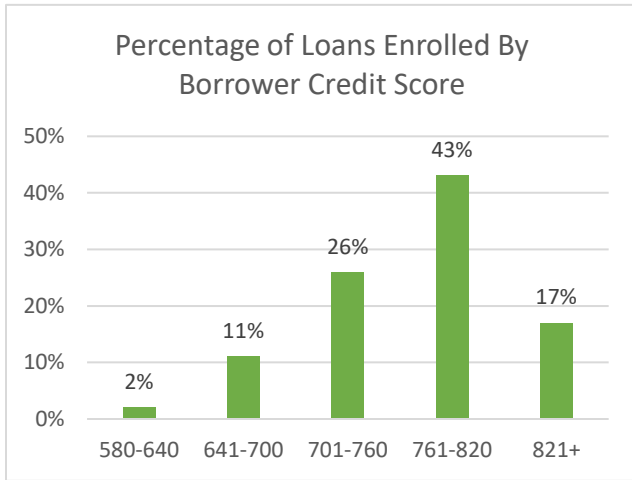
¹⁰ CAEATFA has adjusted loss rate reporting to align with methodology used by the State and Local Energy Efficiency Action Network (SEE Action) in their 2021 report: *Long-Term Performance of Energy Efficiency Loan Portfolios*. Prepared by: Jeff Deason, Greg Leventis, and Sean Murphy of Lawrence Berkeley National Laboratory. "The **cumulative gross loss rate** is the total dollars charged off after some number of years for loans originated at least that long ago (but not past their term) as a share of the original balance of those loans." The Cumulative Net Loss Rates shown here are calculated for each year of seasoning (i.e., how much time has passed since the program issued the loan), and reflect recoveries made after charge-off, for all standard loans.

¹¹ Vintages are pooled by the fiscal year that financings enrolled in the Program. Charge-offs of any of the 25 loans enrolled in the vintage for the first fiscal year of the Program (FY 16-17) can disproportionately affect the Cumulative Net Loss Rate for that period.

Monthly GoGreen Home Data Summary

October 2024

GoGreen Home Borrower Credit Scores and Interest Rates (All Time)



How GoGreen Home Makes Financing Feasible

Access to Credit: Loans Enrolled to Borrowers with 580-640 Credit Score

Lenders typically require borrowers to have a minimum credit score of around 640 for unsecured loans of any significant value. Through GoGreen Home, lenders are able to approve loans for borrowers with credit scores as low as 580.

3 October 2024	182 All Time
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Affordable Monthly Payments: Loans Enrolled to Borrowers with Term Lengths >5 Years

The vast majority of lenders typically offer a maximum term length of 5 years for unsecured loans. Through GoGreen Home, lenders are able to extend terms out to 15 years, which significantly lowers monthly payments for borrowers.

213 October 2024	4,612 All Time
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Access to Capital: Loans Enrolled to Borrowers with Total Financed Amount >\$25,000

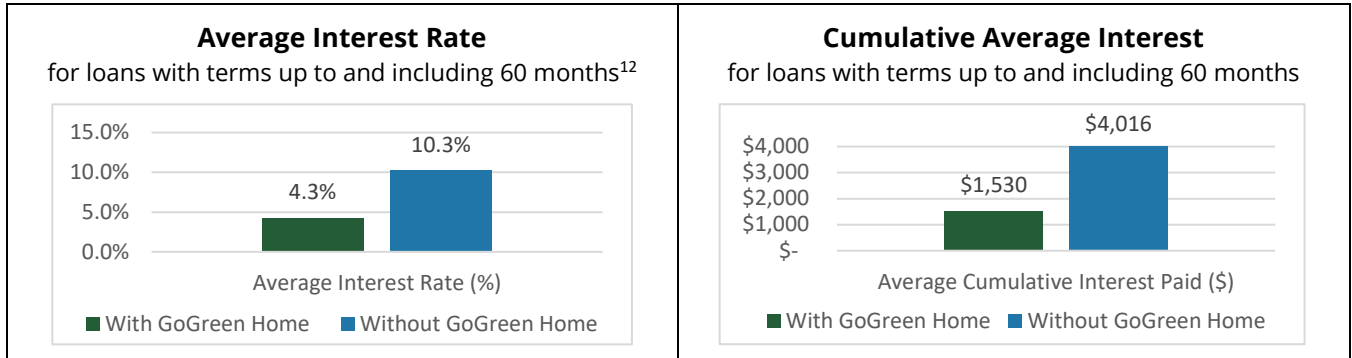
Sufficient access to capital is needed for deeper energy retrofits. While lenders typically limit unsecured loans to about \$25,000, most lenders are able to offer up to \$50,000 for all borrowers through GoGreen Home.

77 October 2024	1,613 All Time
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Monthly GoGreen Home Data Summary

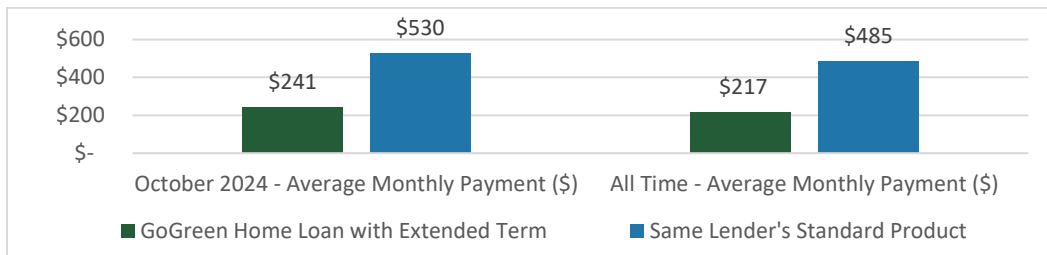
October 2024

Borrower Benefits



Average Monthly Payment Reduction Due to Extended Terms

for GoGreen Home loans with terms >60 months¹³



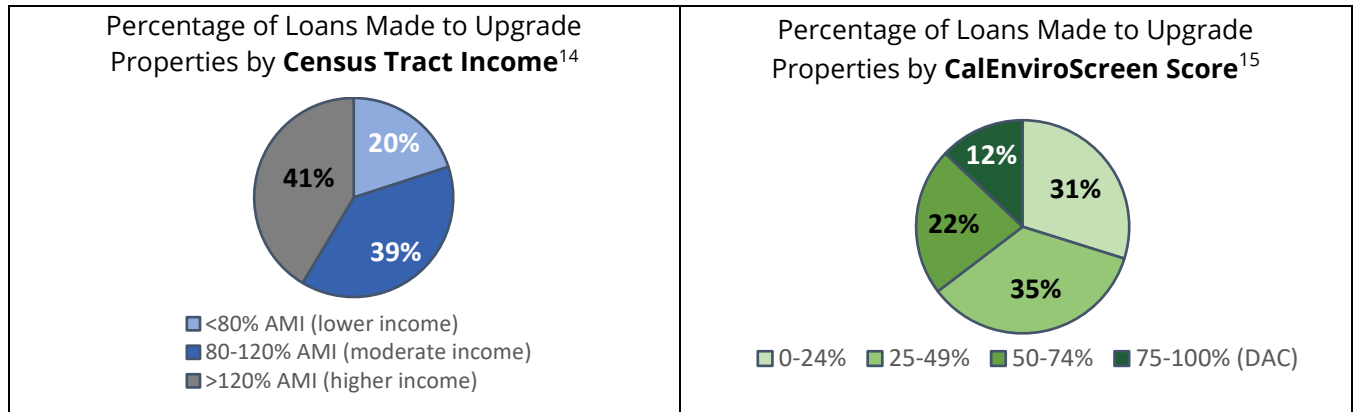
¹² These charts compare actual interest rates between GoGreen Home loans and the interest rates of equivalent non-GoGreen Home signature products offered by the Program's participating lenders (as reported by the lenders to CAEATFA), using a data set for loans with terms up to 60 months for borrowers who would have qualified for non-GoGreen Home loans.

¹³ This chart compares monthly payments between GoGreen Home loans with terms greater than 60 months and what monthly payments would have been if the borrower had used the same lender's non-GoGreen Home signature product limiting them to shorter term lengths. Loans from one participating lender who currently offers signature products with terms greater than 60 months are excluded from this comparison. Signature product terms from participating lenders are updated quarterly.

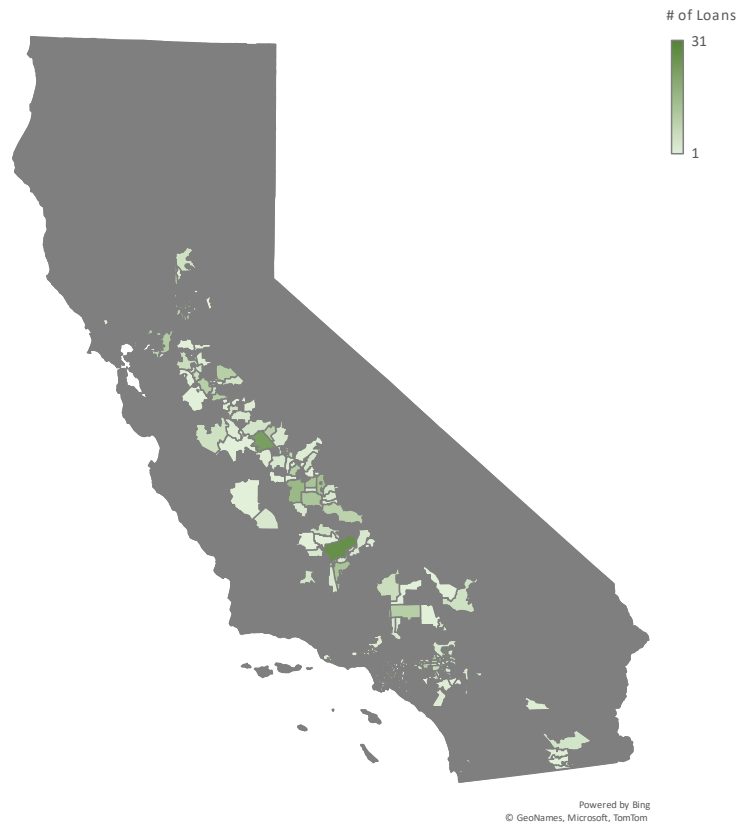
Monthly GoGreen Home Data Summary

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How GoGreen Home Serves Underserved Borrowers (All Time)



Geographic Breakdown by Zip Code of Loans Made to Upgrade Properties in Disadvantaged Communities (DACs) as Designated by CalEnviroScreen



¹⁴ Low-to-Moderate Income (LMI) census tracts, for the purpose of this reporting and providing a 20% loss reserve contribution for the lender, includes tracts with median income that falls below 120% of the Area Median Income (AMI). 59% of loans have been made to properties in LMI census tracts and 56% of total loan capital has gone to properties in LMI census tracts.

¹⁵ CalEnviroScreen is a pollution burden mapping tool that uses environmental, health, and socioeconomic data to produce scores for every census tract in California; CAEATFA is reporting loans for properties in tracts scoring in the highest quartile (75-100%) as loans for projects in disadvantaged communities (DACs). This data uses the most recent version of CalEnviroScreen available at the time of publication.

Monthly GoGreen Home Data Summary

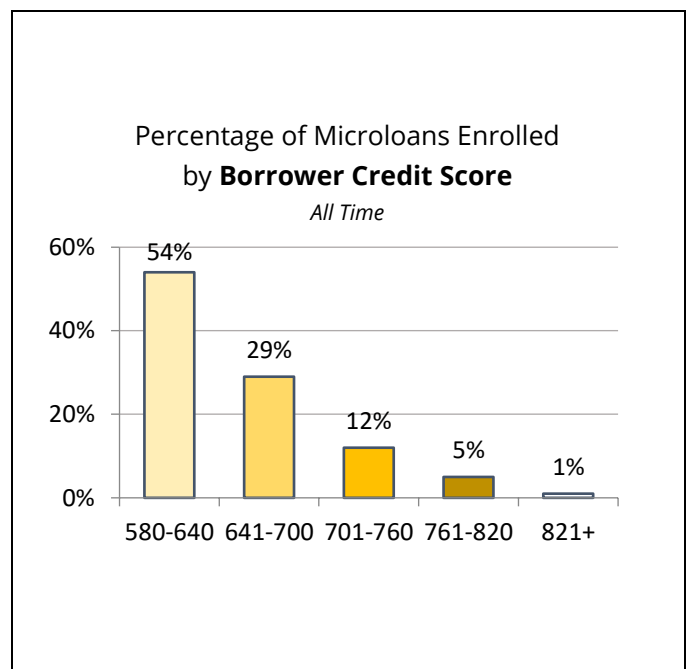
October 2024

Marketplace Microloan Reporting

This section reports on microloans enrolled through IOU online marketplaces operated by platform provider Enervee. Microloans, per GoGreen Home regulations, are limited to \$5,000; the marketplace microloans offered on Enervee’s platforms under the Eco Financing brand are reported on separately so as not to skew data presented for full-size loans in other sections. Prior to June 2022, all enrolled Eco Financing marketplace microloans were issued by One Finance for products purchased by SoCalGas customers through the utility’s marketplace. One Finance offered a 60-month term length and a single interest rate of 9.82% to all borrowers. In June 2023, Lewis and Clark Bank re-launched the Eco Financing marketplace microloan offer for the SoCalGas marketplace and launched an Eco Financing microloan product for Enervee’s California Marketplace. The new microloans are approved for up to 60 months with a 9.99% interest rate for customers who opt for auto-pay.²⁰

Financing Activity (All Time)

Microloans Enrolled	2,127
Total Amount Financed	\$3,389,544
Loan Size Average	\$1,594
Loan Size Median	\$1,379
Borrower Relationship to Property: Renters or Lessees	884
Borrower Relationship to Property: Owners	1,243
Top 3 Appliances Purchased	Clothes Washer: 743 Refrigerator: 731 Clothes Dryer (Gas): 665



Marketplace Microloan Portfolio Performance as of October 31, 2024

Paid in Full	209 Loans	\$280 K
Current Outstanding ²¹	1338 Loans	\$1.67 M
30-60 Days Past Due	119 Loans	\$161 K
90-120 Days Past Due	10 Loans	\$8 K

Charged Off: 451 Loans	\$592,953
Claims Paid ²²	\$192,493
Recoveries	\$0
Net CE Funds Expended	\$192,493

²⁰ The 9.99% interest rate is for customers who enroll in autopay. Without autopay enrollment, the interest rate is GoGreen Home’s max allowable rate of the 10-year Treasury bonds plus seven hundred fifty (750) basis points as of the first day of the applicable calendar quarter. For loans enrolled in October, this was 11.31%.

²¹ Reflects the outstanding, unpaid principal balance for the 1,338 marketplace microloans.

²² To date, 183 claims have been paid for charged-off marketplace microloans.