



GoGreen Home Energy Financing Program

Monthly Data Summary through January 31, 2025

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: \$168.47 million
Total Loan Loss Reserve Contributions: \$19.67 million¹
For every \$1 of credit enhancement allocated, \$8.56 in private capital is leveraged. ²

Financing Activity

Loans Enrolled	<i>January 2025</i> 415	<i>All Time³</i> 8,446
Total Amount Financed	<i>January 2025</i> \$9.53 million	<i>All Time</i> \$168.47 million
Change in Activity⁴	<i>December 2024 vs. January 2025</i> -2.58%	<i>January 2024 vs. January 2025</i> +104.43%

Loan Size	<i>January 2025 Average</i> \$22,960	<i>All Time Average</i> \$19,946	<i>January 2025 Median</i> \$20,755	<i>All Time Median</i> \$17,608
Term Length in Months	<i>January 2025 Average</i> 139	<i>All Time Average</i> 114	<i>January 2025 Median</i> 180	<i>All Time Median</i> 120
Interest Rate	<i>January 2025 Average</i> 6.48%	<i>All Time Average</i> 5.40%	<i>January 2025 Median</i> 6.49%	<i>All Time Median</i> 5.38%

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 \$16,281,296.85, of which \$14,517,359.54 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 Date of inception is marked by the first loan enrollment in GoGreen Home, July 2016.

⁴ Represents the percentage increase or decrease between total enrolled loans in specified time periods.

Monthly GoGreen Home Data Summary

January 2025

Loans Enrolled per IOU⁵

PG&E <i>January 2025</i>	372 loans, \$8.45 million	PG&E <i>All Time</i>	6,449 loans, \$125.27 million
SCE <i>January 2025</i>	18 loans, \$0.43 million	SCE <i>All Time</i>	1,316 loans, \$27.47 million
SDG&E <i>January 2025</i>	22 loans, \$0.60 million	SDG&E <i>All Time</i>	551 loans, \$11.56 million
SoCalGas <i>January 2025</i>	17 loans, \$0.34 million	SoCalGas <i>All Time</i>	1,459 loans, \$31.83 million

GoGreen Home Loans Enrolled by Lender (All Time)

Lender	Loans Enrolled	Total Amount Financed
California Coast Credit Union	3,143	\$63.12 million
Desert Valleys Federal Credit Union	88	\$1.64 million
Diablo Valley Federal Credit Union	20	\$0.47 million
Eagle Community Credit Union	12	\$0.21 million
First US Community Credit Union	1,503	\$25.28 million
Matadors Community Credit Union	876	\$18.63 million
Pasadena Service Federal Credit Union	4	\$0.07 million
Self Help Federal Credit Union	41	\$1.59 million
Travis Credit Union	2,708	\$56.51 million
Valley Oak Credit Union	51	\$0.95 million

Loan Portfolio Performance as of January 31, 2025⁶

Paid in Full	1,588 Loans	\$25.21 M
Current Outstanding ⁷	6,673 Loans	\$115.97 M
30-60 Days Past Due	43 Loans	\$639 K
90-120 Days Past Due	12 Loans	\$206 K

Charged off: 128 Loans	\$1,922,850
Claims Paid	\$1,555,294
Recoveries ⁸	\$129,068
Net CE Funds Expended ⁹	\$1,426,226

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 6,673 loans, based on latest monthly report from the participating lenders to CAEATFA.

⁸ Recoveries reimbursed to GoGreen Home from participating lenders.

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

Monthly GoGreen Home Data Summary

January 2025

Overall Loss Rate¹⁰

Number of loans Charged off as of January 2025	128
Number of Loans Enrolled as of January 2025	8444
Overall Loss Rate	1.52%

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

Percentage of Loans Enrolled by Borrower Credit Score

580-640	2%
641-700	11%
701-760	25%
761-820	44%
821+	19%

Average Interest Rates by Term Length

60 months	January 2025: 5.83%	All Time: 4.61%
120 months	January 2025: 6.72%	All Time: 5.70%
180 months	January 2025: 6.75%	All Time: 6.16%

How GoGreen Home Makes Financing Feasible

Access to Credit: Loans Enrolled to Borrowers with 580-700 Credit Score

Lenders typically require borrowers to have a minimum credit score of around 700 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.

January 2025	33	All Time	1,097
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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.

January 2025	336	All Time	5,430
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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.

January 2025	134	All Time	1,972
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¹⁰ Overall loss rate calculate as number of loans that charged off verses total number of loans enrolled.

Monthly GoGreen Home Data Summary

January 2025

Borrower Benefits

Average Interest Rate and Cumulative Average Interest for loans with terms up to and including 60 months¹¹

Borrower Benefits	Average Interest Rate	Cumulative Average Interest
With GoGreen Home	4.4%	\$1,577
Without GoGreen Home	10.2%	\$4,025

Average Monthly Payment Reduction Due To Extended Terms For GoGreen Home Loans With Terms > 60 Months¹²

January 2025	GoGreen Home loans with extended term \$292	Same lender's standard Products \$662
All Time	GoGreen Home loans with extended term \$222	Same lender's standard Products \$499

How GoGreen Home Serves Underserved Borrowers (All Time)

Percentage of Loans Made to Upgrade Properties by Census Tract Income¹³

<80% AMI (lower income)	20%
80-120% AMI (moderate income)	40%
>120% AMI (higher income)	41%

Percentage of Loans Made to Upgrade Properties by CalEnviroScreen Score¹⁴

0-24%	31%
25-49%	34%
50-74%	23%
75-100%(DAC)	12%

¹¹ 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.

¹² 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.

¹³ 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.

¹⁴ 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

January 2025

GoGreen Home Loans Enrolled by County¹⁵

County	State	# of loans by county
SACRAMENTO COUNTY	CA	1,853
SOLANO COUNTY	CA	1,010
LOS ANGELES COUNTY	CA	593
PLACER COUNTY	CA	530
SAN DIEGO COUNTY	CA	519
KERN COUNTY	CA	396
CONTRA COSTA COUNTY	CA	373
STANISLAUS COUNTY	CA	308
FRESNO COUNTY	CA	285
SAN JOAQUIN COUNTY	CA	277
ALAMEDA COUNTY	CA	273
YOLO COUNTY	CA	271
ORANGE COUNTY	CA	262
RIVERSIDE COUNTY	CA	259
SAN BERNARDINO COUNTY	CA	171
EL DORADO COUNTY	CA	159
SUTTER COUNTY	CA	86
MADERA COUNTY	CA	77
TULARE COUNTY	CA	74
NAPA COUNTY	CA	68
YUBA COUNTY	CA	68
SONOMA COUNTY	CA	49
NEVADA COUNTY	CA	42
MERCED COUNTY	CA	39
KINGS COUNTY	CA	38
SHASTA COUNTY	CA	37
VENTURA COUNTY	CA	37
BUTTE COUNTY	CA	36
SANTA CLARA COUNTY	CA	36
SAN LUIS OBISPO COUNTY	CA	29
TEHAMA COUNTY	CA	27
SAN FRANCISCO COUNTY	CA	25
MARIN COUNTY	CA	22
SANTA BARBARA COUNTY	CA	19
AMADOR COUNTY	CA	15
MENDOCINO COUNTY	CA	13
CALAVERAS COUNTY	CA	12

¹⁵ Counties that do not receive IOU service (Del Norte, Modoc, Siskiyou, and Trinity) are currently ineligible for GoGreen Home. Over 99% of Californians live in a county served by at least one GoGreen Home contractor.

Monthly GoGreen Home Data Summary

January 2025

SAN MATEO COUNTY	CA	11
TUOLUMNE COUNTY	CA	11
LAKE COUNTY	CA	8
COLUSA COUNTY	CA	6
HUMBOLDT COUNTY	CA	5
GLENN COUNTY	CA	4
IMPERIAL COUNTY	CA	3
MONTEREY COUNTY	CA	3
PLUMAS COUNTY	CA	2
SANTA CRUZ COUNTY	CA	2
INYO COUNTY	CA	1
MARIPOSA COUNTY	CA	1
SAN BENITO COUNTY	CA	1

Statewide Reach

Participating Finance Companies	8 ¹⁶
Participating Contractors ¹⁷	1,367
Contractors Who Enrolled in GoGreen Home In January 2025	67
Contractors Who Enrolled a Project in January 2025	114
Finance-Only Projects ¹⁸ in January 2025	98%

Measures Installed (All Time)

Top 5 Energy Efficiency Measures Installed

				
HVAC Equipment 5,564 Projects	Cool Roofs 1,385 Projects	Windows 1,283 Projects	HVAC Ductwork 1,000 Projects	Insulation 691 Projects

¹⁶ Eagle Credit Union ceased submitting new financings for enrollment as of February 1, 2023 and Pasadena Credit Union ceased submitted new financings for enrollment as of January 12, 2024. Both lenders will continue monthly reporting on outstanding loans.

¹⁷ Represents the number of contractors currently enrolled in GoGreen Home. Over time, some contractors are suspended or removed from the Program as part of routine quality checks for reasons such as license expirations.

¹⁸ Cases in which the borrower made upgrades using GoGreen Home without rebates or incentives from an IOU, REN or CCA.

Monthly GoGreen Home Data Summary

January 2025

Heat Pumps Installed

Space Heating	<i>January 2025</i> 124 Projects	<i>All Time</i> 1,931 Projects
Water Heating	<i>January 2025</i> 1 Project	<i>All Time</i> 173 Projects

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.¹⁹

Financing Activity (All Time)

Microloans Enrolled	2,358
Total Amount Financed	\$3,785,267
Loan Size Average	\$1,605
Loan Size Median	\$1,393
Borrower Relationship to Property: Renters or Lessees	972
Borrower Relationship to Property: Owners	1,386
Top 3 Appliances Purchased	Clothes Washer: 814 Refrigerator: 803 Clothes Dryer (Gas): 737

¹⁹ 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 January, this was 12.08%.

Monthly GoGreen Home Data Summary

January 2025

Percentage of Microloans Enrolled by Borrower Credit Score

580-640	54%
641-700	28%
701-760	12%
761-820	5%
821+	1%

Marketplace Microloan Portfolio Performance as of January 31, 2025

Paid in Full	368 Loans	\$527 K
Current Outstanding ²⁰	1,370 Loans	\$1.77 M
30-60 Days Past Due	81 Loans	\$108 K
90-120 Days Past Due	1 Loan	\$1 K

Charged Off: 538 Loans	\$723,615
Claims Paid ²¹	\$334,324
Recoveries	\$0
Net CE Funds Expended	\$334,324

²⁰ Reflects the outstanding, unpaid principal balance for the 1,370 marketplace microloans, as reported to CAEATFA.

²¹ To date, 277 claims have been paid for charged-off marketplace microloans.