



CALIFORNIA HUB FOR
ENERGY EFFICIENCY
FINANCING

GoGreen Home Energy Financing Program Monthly Data Summary through March 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: \$201.04 million |
| Total Loan Loss Reserve Contributions: \$21.52 million ¹ |
| For every \$1 of credit enhancement allocated, \$9.34 in private capital is leveraged. ² |

Financing Activity

| Loans Enrolled | Total Amount Financed | Change in Activity ³ |
|---------------------------------------|--------------------------------------|--|
| 808 <i>March 2025</i> | \$20.56 million <i>March 2025</i> | +71.91% <i>February 2025 – March 2025</i> |
| 9,724 <i>All Time</i> ⁴ | \$201.04 million <i>All Time</i> | +372.51% <i>March 2024 vs. March 2025</i> |

| Loan Size | Term Length in Months | Interest Rate |
|---------------------------------------|----------------------------------|------------------------------------|
| \$25,448 <i>March 2025 Average</i> | 145 <i>March 2025 Average</i> | 6.35% <i>March 2025 Average</i> |
| \$20,674 <i>All Time Average</i> | 118 <i>All Time Average</i> | 5.53% <i>All Time Average</i> |
| \$21,567 <i>March 2025 Median</i> | 180 <i>March 2025 Median</i> | 6.49% <i>March 2025 Median</i> |
| \$18,000 <i>All Time Median</i> | 120 <i>All Time Median</i> | 5.48% <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 \$17,957,931.00, of which \$16,028,150.39 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

March 2025

Loans Enrolled per IOU⁵

| <i>PG&E</i> <i>March 2025</i> | <i>SCE</i> <i>March 2025</i> | <i>SDG&E</i> <i>March 2025</i> | <i>SoCalGas</i> <i>March 2025</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> |
|---|--|--|---|---|--------------------------------------|--|---|
| 746 \$18.91 million | 30 \$0.80 million | 29 \$0.80 million | 26 \$0.66 million | 7,607 \$154.38 million | 1,368 \$28.97 million | 614 \$13.44 million | 1,508 \$33.19 million |

GoGreen Home Loans Enrolled by Lender (All Time)

| Lender | Loans Enrolled | Total Amount Financed |
|---------------------------------------|-----------------------|------------------------------|
| California Coast Credit Union | 3,339 | \$67.82 million |
| Desert Valleys Federal Credit Union | 91 | \$1.71 million |
| Diablo Valley Federal Credit Union | 30 | \$0.72 million |
| Eagle Community Credit Union | 12 | \$0.21 million |
| First US Community Credit Union | 1,556 | \$26.32 million |
| Matadors Community Credit Union | 891 | \$18.92 million |
| Pasadena Service Federal Credit Union | 4 | \$0.07 million |
| Self Help Federal Credit Union | 88 | \$3.18 million |
| Travis Credit Union | 3,654 | \$80.78 million |
| Valley Oak Credit Union | 59 | \$1.30 million |

Loan Portfolio Performance as of March 31, 2025⁶

| | | | | |
|----------------------------------|-------------|------------|------------------------------------|-------------|
| Paid in Full | 1,777 Loans | \$29.05 M | Charged off: 142 Loans | \$2,147,777 |
| Current Outstanding ⁷ | 7,750 Loans | \$141.45 M | Claims Paid | \$1,710,369 |
| 30 -60 Days Past Due | 36 Loans | \$546 K | Recoveries ⁸ | \$129,068 |
| 90-120 Days Past Due | 17 Loans | \$234 K | Net CE Funds Expended ⁹ | \$1,581,301 |

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 7,750 loans, based on latest monthly report from the participating lenders to CAEATFA. Due to reporting delinquency by Pasadena Service Federal Credit Union, the current outstanding balance for their loans is based on their submitted January 2025 monthly report.

⁸ Recoveries reimbursed to GoGreen Home from participating lenders.

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

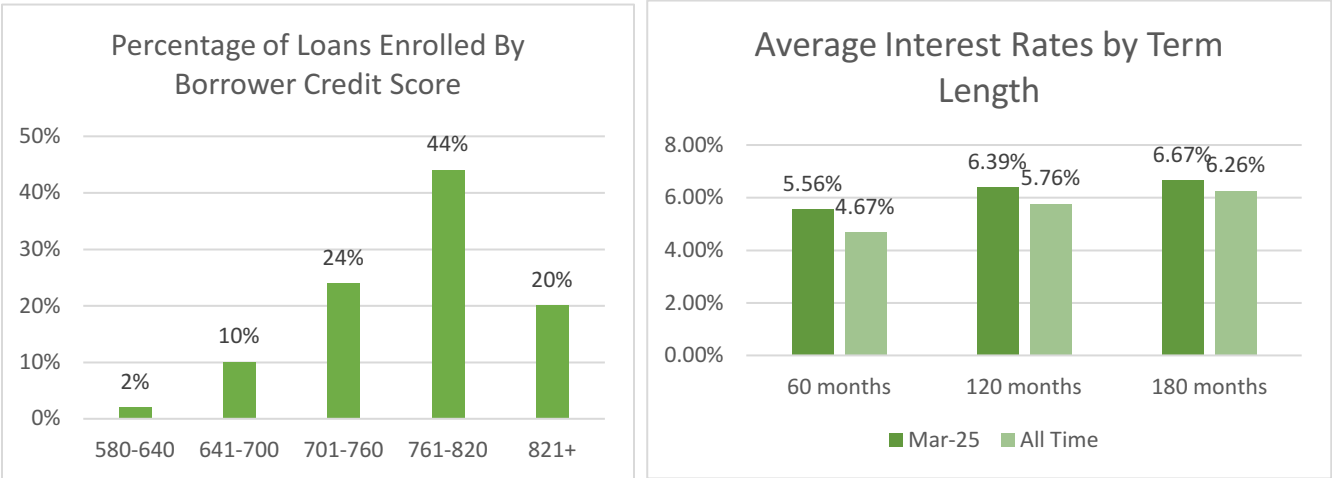
Monthly GoGreen Home Data Summary

March 2025

Overall Loss Rate¹⁰

| | |
|--|-------|
| Number of loans Charged off as of March 2025 | 142 |
| Number of Loans Enrolled as of March 2025 | 9722 |
| Overall Loss Rate | 1.46% |

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



How GoGreen Home Makes Financing Feasible

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

| | |
|-------------------------|--------------------------|
| 47 March 2025 | 1,174 All Time |
|-------------------------|--------------------------|

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.

| | |
|--------------------------|--------------------------|
| 654 March 2025 | 6,454 All Time |
|--------------------------|--------------------------|

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.

| | |
|--------------------------|--------------------------|
| 311 March 2025 | 2,472 All Time |
|--------------------------|--------------------------|

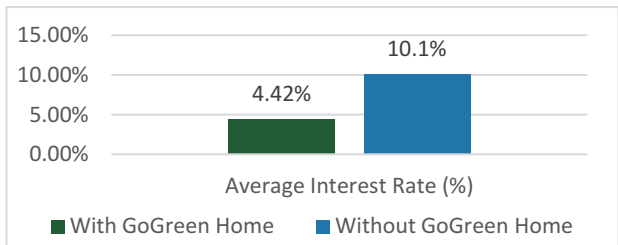
¹⁰ Overall loss rate calculated as number of loans that charged off verses total number of loans enrolled.

Monthly GoGreen Home Data Summary

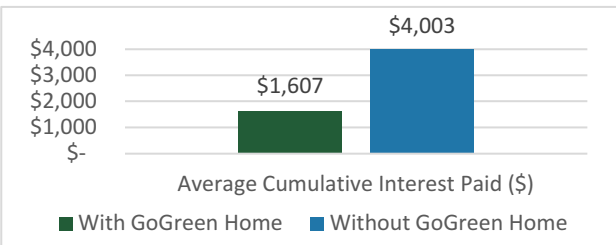
March 2025

Borrower Benefits

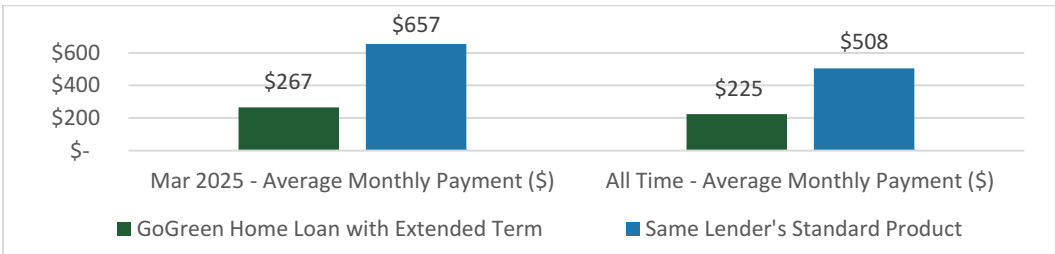
Average Interest Rate
for loans with terms up to and including 60 months¹¹



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



Average Monthly Payment Reduction Due to Extended Terms
for GoGreen Home loans with terms >60 months¹²



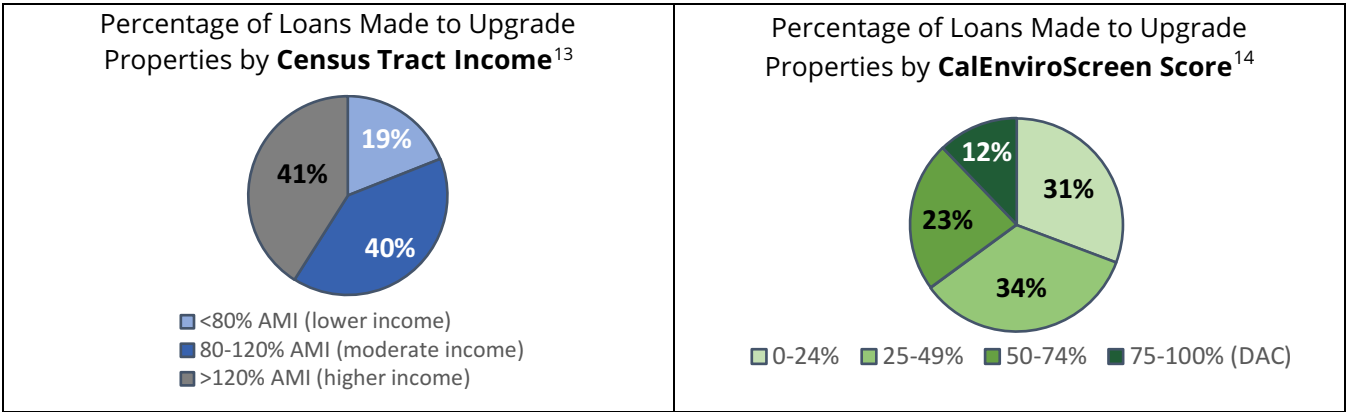
¹¹ These charts compare actual interest rates between GoGreen Home loans and the interest rates of equivalent non-GoGreen Home signature products offered by the Program’s participating lenders (as reported by the lenders to CAEATFA), using a data set for loans with terms up to 60 months for borrowers 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.

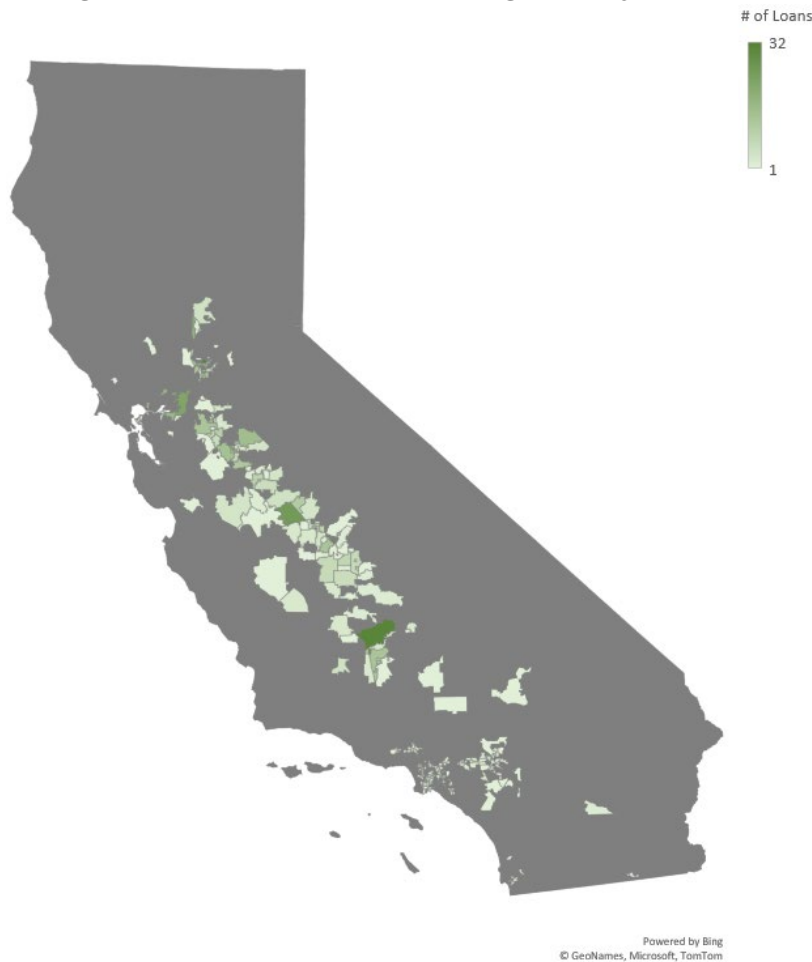
Monthly GoGreen Home Data Summary

March 2025

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



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.

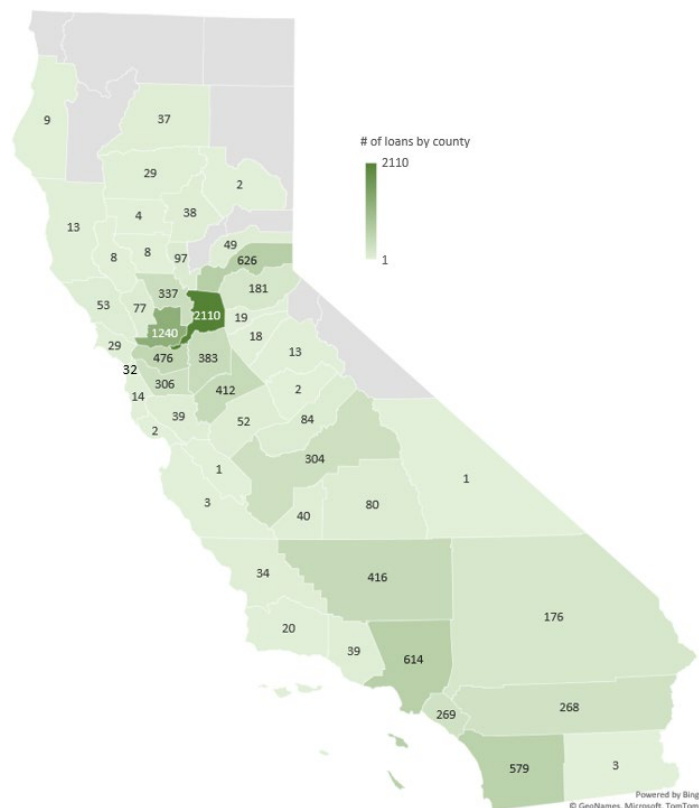
¹⁴ CalEnviroScreen is a pollution burden mapping tool that uses environmental, health, and socioeconomic data to produce scores for every census tract in California; CAEATFA is reporting loans for properties in tracts scoring in the highest quartile (75-100%) as loans for projects in disadvantaged communities (DACs). This data uses the most recent version of CalEnviroScreen available at the time of publication.

Monthly GoGreen Home Data Summary

March 2025

Statewide Reach






GoGreen Home Loans Enrolled by County¹⁵



| | |
|-----------------|--|
| 8 ¹⁶ | Participating Finance Companies |
| 1,445 | Participating Contractors ¹⁷ |
| 34 | Contractors Who Enrolled in GoGreen Home In March 2025 |
| 169 | Contractors Who Enrolled a Project in March 2025 |
| 91% | Finance-Only Projects ¹⁸ in March 2025 |

Measures Installed (All Time)

Top 5 Energy Efficiency Measures Installed

| | | | | |
|---|---|---|--|---|
|  |  |  |  |  |
| HVAC Equipment | Cool Roofs | Windows | HVAC Ductwork | Insulation |
| 6,299 Projects | 1,532 Projects | 1,348 Projects | 1,150 Projects | 751 Projects |

Heat Pumps Installed

| | | | |
|---|---|---|---|
| Space Heating <i>March 2025</i> | Space Heating <i>All Time</i> | Water Heating <i>March 2025</i> | Water Heating <i>All Time</i> |
| 212 Projects | 2,254 Projects | 9 Projects | 187 Projects |

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.

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

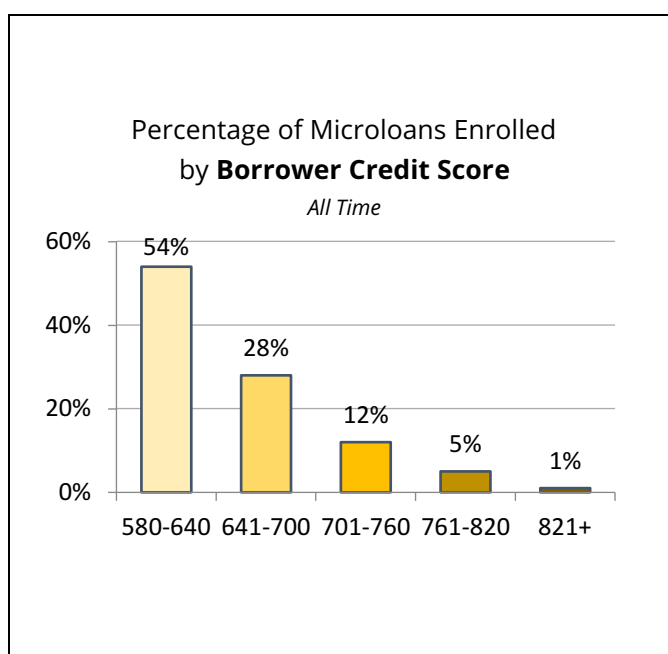
March 2025

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 | 2,383 |
| Total Amount Financed | \$3,841,149 |
| Loan Size Average | \$1,612 |
| Loan Size Median | \$1,398 |
| Borrower Relationship to Property: Renters or Lessees | 980 |
| Borrower Relationship to Property: Owners | 1,403 |
| Top 3 Appliances Purchased | Clothes Washer: 823 Refrigerator: 809 Clothes Dryer (Gas): 741 |



Marketplace Microloan Portfolio Performance as of March 31, 2025

| | | |
|-----------------------------------|-------------|----------|
| Paid in Full | 390 Loans | \$556 K |
| Current Outstanding ²⁰ | 1,359 Loans | \$1.71 M |
| 30-60 Days Past Due | 49 Loans | \$71 K |
| 90-120 Days Past Due | 1 Loan | \$1 K |

| | |
|---------------------------|-----------|
| Charged Off: 584 Loans | \$780,685 |
| Claims Paid ²¹ | \$417,633 |
| Recoveries | \$0 |
| Net CE Funds Expended | \$417,633 |

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 March, this was 12.08%.

²⁰ Reflects the outstanding, unpaid principal balance for the 1,359 marketplace microloans, as reported to CAEATFA.

²¹ To date, 339 claims have been paid for charged-off marketplace microloans.