

FINANCIALS

Homewise, Inc. March 31, 2021

Consolidated Statement of Financial Position

ASSETS

CURRENT ASSETS

| | |
|--|--------------|
| Cash and cash equivalents | \$15,852,234 |
| Other restricted cash and interest-bearing deposits in banks | 6,810,731 |
| Broker receivables and other accounts receivable | 9,372,836 |
| Grants receivable | 1,079,084 |
| Amortizing mortgage loans receivable, current portion | 1,864,292 |
| Inventory | 21,263 |
| Other real estate owned | 355,911 |
| Development costs, current portion | 8,641,555 |

Total current assets **43,997,906**

Property and equipment, net 10,948,580

MORTGAGE LOANS RECEIVABLE

| | |
|------------------------------------|-------------|
| Amortizing, net of current portion | 75,752,263 |
| Allowance on amortizing loans | (1,552,331) |

Total amortizing mortgage loans receivable **74,199,932**

| | |
|------------------------------------|-------------|
| Deferred mortgage loans receivable | 29,035,296 |
| Allowance on deferred loans | (3,217,709) |

Total deferred mortgage loans receivable **25,817,587**

Total long-term mortgage loans receivable **100,017,519**

| | |
|---|-----------|
| Mortgage servicing rights | 3,626,309 |
| Development costs, net of current portion | 8,265,571 |
| Qualified low income community investment | 9,533,718 |
| Other assets | 944,912 |

TOTAL ASSETS **\$177,334,515**

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

| | |
|---|-------------|
| Accounts payable | \$4,065,916 |
| Accrued expenses | 1,451,346 |
| Escrows and deposits | 3,773,761 |
| Lines of credit | 4,091,074 |
| Lending notes payable, current portion | 8,421,832 |
| Other notes payable, current portion | 110,867 |
| Notes payable community investment, current portion | 2,208,153 |

| | |
|----------------------------------|-------------------|
| Total current liabilities | 24,122,949 |
|----------------------------------|-------------------|

LONG-TERM LIABILITIES

| | |
|---|------------|
| Line of credit, net of current portion | 812,661 |
| Lending notes payable, net of current portion | 53,614,390 |
| Real estate development notes payable, net of current portion | 12,675,000 |
| Community development notes payable, net of current portion | 750,000 |
| Other notes payable, net of current portion | 3,206,409 |
| Notes payable, equity equivalent investment | 3,300,000 |
| Notes payable, community investment, net of current portion | 4,550,259 |
| Deferred grant revenue | 2,675,519 |
| Due to grantor agency | 882,592 |

| | |
|------------------------------------|-------------------|
| Total long-term liabilities | 82,466,830 |
|------------------------------------|-------------------|

| | |
|--------------------------|--------------------|
| Total liabilities | 106,589,779 |
|--------------------------|--------------------|

NET ASSETS

| | |
|---------------------------|------------|
| Without donor restriction | 68,160,562 |
| With donor restriction | 2,584,174 |

| | |
|-------------------------|-------------------|
| Total net assets | 70,744,736 |
|-------------------------|-------------------|

| | |
|---|----------------------|
| TOTAL LIABILITIES AND NET ASSETS | \$177,334,515 |
|---|----------------------|

Consolidated Statement of Activities

Homewise, Inc. For the year ended March 31, 2021

| | Without donor restrictions | With donor restrictions | Total |
|--|----------------------------|-------------------------|---------------------|
| REVENUES, GAINS & SUPPORT | | | |
| Home development sales | \$24,289,902 | – | \$24,289,902 |
| Loan origination fees | 6,386,900 | – | 6,386,900 |
| Real estate sales commissions | 2,388,377 | – | 2,388,377 |
| Loan portfolio interest | 4,393,105 | – | 4,393,105 |
| Loan servicing fees | 1,084,868 | – | 1,084,868 |
| Amortization of mortgage servicing rights, net | 1,489,244 | – | 1,489,244 |
| Loan capital grants and contributions | 2,218,138 | – | 2,218,138 |
| Operating grants and contributions | 7,882,827 | – | 7,882,827 |
| Gain on sale of asset | 71,014 | – | 71,014 |
| Other revenue | 670,950 | – | 670,950 |
| Released from restrictions | 782,589 | (782,589) | – |
| Total revenues, gains and support | 51,657,914 | (782,589) | 50,875,325 |
| Cost of home development sales | 19,124,742 | – | 19,124,742 |
| EXPENSES | | | |
| Program | 14,931,688 | – | 14,931,688 |
| Administrative | 2,920,262 | – | 2,920,262 |
| Fundraising | 600,631 | – | 600,631 |
| Total expenses | 18,452,581 | – | 18,452,581 |
| Change in net assets | 14,080,591 | (782,589) | 13,298,002 |
| Net assets at beginning of year | 40,134,587 | 17,312,147 | 57,446,734 |
| Restatement (Note 2) | 13,945,384 | (13,945,384) | – |
| Net assets at end of year | \$68,160,562 | \$2,584,174 | \$70,744,736 |

See Notes to Financial Statements.

The financial information presented herein has been compiled from the audited financial statements of Homewise, Inc. and Related Entities. Complete financial statements with accompanying notes and schedules are available upon request.