

# Home Performance with ENERGY STAR & Green Jobs-Green New York Financing

## *Loan Denials from July 2013 - December 2013*

| 2013               | # Loans Denied | # Loans Denied with Completed Projects | % Loans Denied with Completed Projects | # Loans Denied with Market Rate Completed Projects | # Loans Denied with Assisted Completed Projects | % Loans Denied with Market Rate Completed Projects | % Loans Denied with Assisted Completed Projects |
|--------------------|----------------|--|--|--|---|--|---|
| July               | 77             | 8                                      | 10.4%                                  | 0  | 8   | 0.0%   | 100.0%  |
| August             | 79             | 11                                     | 13.9%                                  | 1  | 10  | 9.1%   | 90.9%   |
| September          | 93             | 15                                     | 16.1%                                  | 3  | 12  | 20.0%  | 80.0%   |
| October            | 120            | 11                                     | 9.2%                                   | 0  | 11  | 0.0%   | 100.0%  |
| November           | 115            | 24                                     | 20.9%                                  | 4  | 20  | 16.7%  | 83.3%   |
| December           | 130            | 31                                     | 23.8%                                  | 4  | 27  | 12.9%  | 87.1%   |
| <b>Grand Total</b> | <b>614</b>     | <b>100</b>                             | <b>16.3%</b>                           | <b>12</b>  | <b>88</b>                                       | <b>12.0%</b>                                       | <b>88.0%</b>                                    |

# Green Jobs-Green New York Financing

## *Impact of Changes to Underwriting Guidelines – All Loans*

| Timeframe        | 2013                    |            |          | 2014                     |            |          | % Change                |               |             |
|------------------|-------------------------|------------|----------|--------------------------|------------|----------|-------------------------|---------------|-------------|
|                  | # Applications Received | % Approval | % Denial | # Applications Received* | % Approval | % Denial | # Applications Received | Approval Rate | Denial Rate |
| <b>July</b>      | 315                     | 75.6%      | 24.4%    | 499                      | 85.0%      | 15.0%    | 58.4%                   | 12.4%         | -38.5%      |
| <b>August</b>    | 378                     | 74.5%      | 25.5%    | 614                      | 85.1%      | 14.9%    | 62.4%                   | 14.2%         | -41.6%      |
| <b>September</b> | 323                     | 70.4%      | 29.6%    | 872                      | 84.3%      | 15.7%    | 170.0%                  | 19.7%         | -47.0%      |
| <b>October</b>   | 442                     | 73.4%      | 26.6%    | 893                      | 83.2%      | 16.8%    | 102.0%                  | 13.4%         | -36.8%      |
| <b>November</b>  | 451                     | 74.4%      | 25.6%    | 697                      | 81.9%      | 18.1%    | 54.5%                   | 10.1%         | -29.3%      |
| <b>December</b>  | 394                     | 66.4%      | 33.6%    | N/A                      | N/A        | N/A      | N/A                     | N/A           | N/A         |

*\*Includes HP, PV and HP/PV applications*

# Green Jobs-Green New York Financing

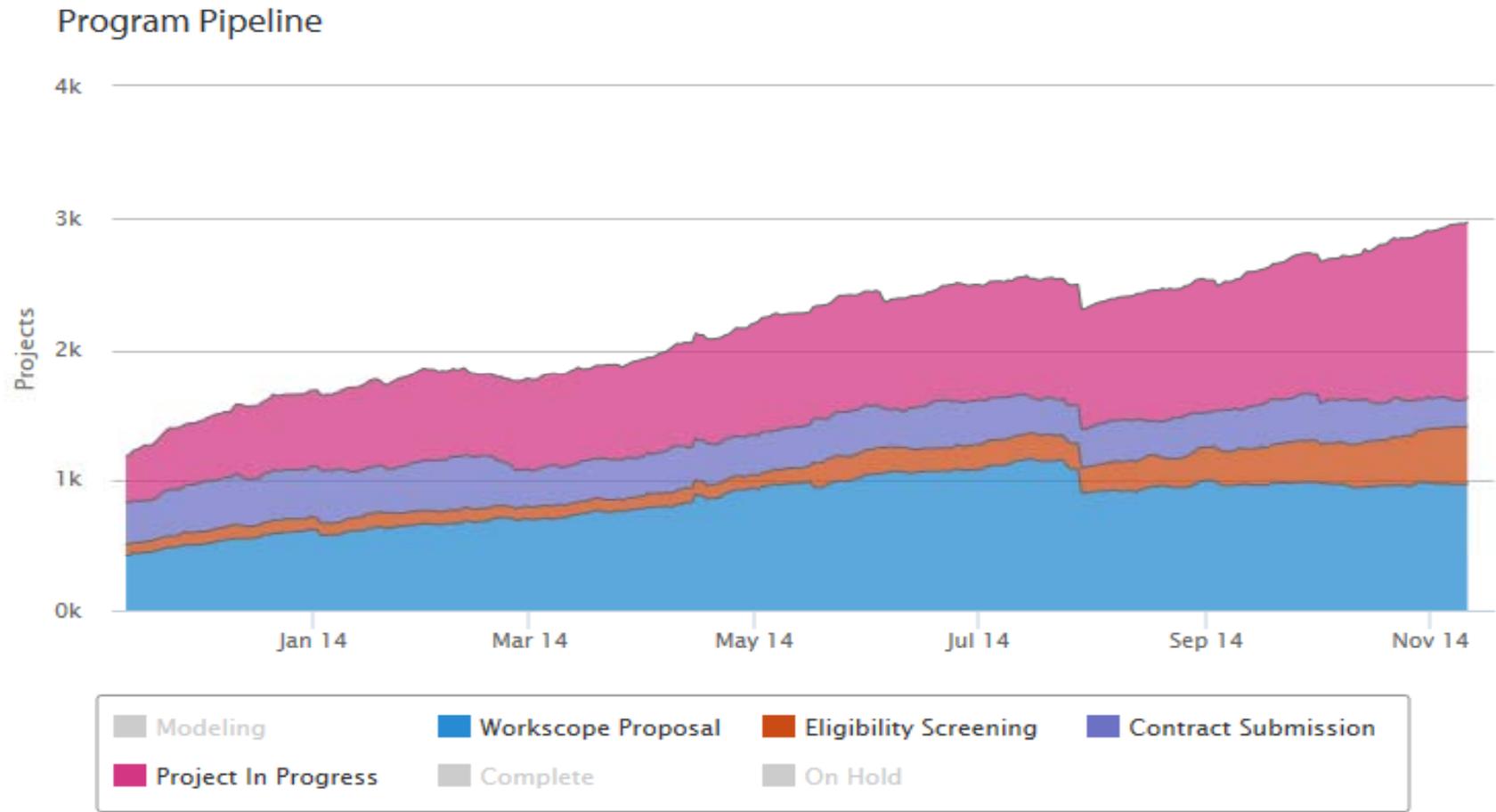
## Impact of Changes to Underwriting Guidelines - HP Loans

| Timeframe        | 2013                       |            |          | 2014                        |            |          | % Change                   |               |             |
|------------------|----------------------------|------------|----------|-----------------------------|------------|----------|----------------------------|---------------|-------------|
|                  | # HP Applications Received | % Approval | % Denial | # HP Applications Received* | % Approval | % Denial | # HP Applications Received | Approval Rate | Denial Rate |
| <b>July</b>      | 314                        | 75.5%      | 24.5%    | 376                         | 81.1%      | 18.9%    | 19.7%                      | 7.4%          | -22.9%      |
| <b>August</b>    | 378                        | 74.5%      | 25.5%    | 388                         | 81.2%      | 18.8%    | 2.6%                       | 9.0%          | -26.3%      |
| <b>September</b> | 322                        | 70.3%      | 29.7%    | 562                         | 78.5%      | 21.5%    | 74.5%                      | 11.7%         | -27.6%      |
| <b>October</b>   | 441                        | 73.4%      | 26.6%    | 625                         | 78.6%      | 21.4%    | 41.7%                      | 7.1%          | -19.5%      |
| <b>November</b>  | 450                        | 74.4%      | 25.6%    | 456                         | 77.1%      | 22.9%    | 1.3%                       | 3.6%          | -10.5%      |
| <b>December</b>  | 394                        | 66.4%      | 33.6%    | N/A                         | N/A        | N/A      | N/A                        | N/A           | N/A         |

*\*Includes all applications with HP*

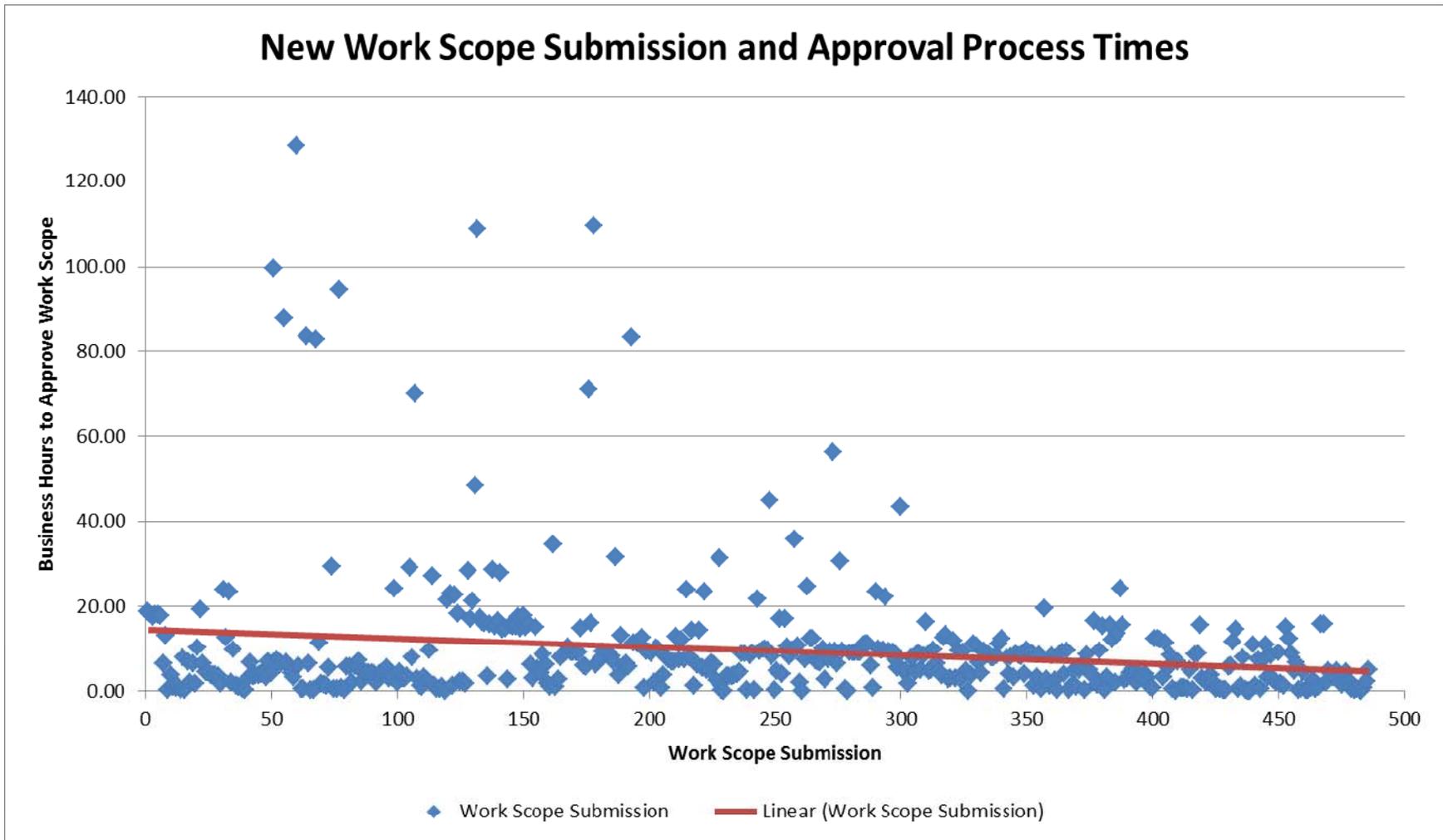


Time Period 11/11/2013 - 11/11/2014



Audit applications are up 61% over this time last year, with less than a day approvals





Work scope approval times since start of new approval process (October 9, 2014) now average less than 1 business day

