## SHEPHERD'S FINANCE, LLC

## SHEPHERD'S FINANCE, LLC <br> SUPPLEMENT NO. 1 DATED MAY 30, 2024 TO THE PROSPECTUS DATED APRIL 15, 2024

This document supplements, and should be read in conjunction with, the prospectus of Shepherd's Finance, LLC (the "Company," "we," or "our") dated April 15, 2024. Unless otherwise defined in this supplement, capitalized terms used in this supplement shall have the same meanings as set forth in the prospectus.

The purpose of this supplement is to disclose:

- an update regarding the status of our offering;
- the appointment of the Executive Vice President of Lending Operations;
- the change of officer title for William Myrick;
- an update to the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of our prospectus to include information for the three months ended March 31, 2024; and
- our unaudited consolidated financial statements as of and for the three months ended March 31, 2024.


## Status of Our Offering

We commenced this offering of Fixed Rate Subordinated Notes ("Notes"), which is our third follow-on offering of Notes (our "Current Offering"), on September 16, 2022. As of May 22, 2024, we have issued approximately $\$ 18.78$ million of Notes in our Current Offering. As of May 22, 2024, approximately $\$ 51.22$ million of Notes remain available for sale to the public under our Current Offering.

We commenced our initial public offering of Notes on October 4, 2012. On September 29, 2015, we terminated our initial public offering, having issued approximately $\$ 8.25$ million in Notes. We commenced our first follow-on offering of Notes (our "First Follow-on Offering") on September 29, 2015. On March 22, 2019, we terminated our First Follow-on Offering, having issued approximately $\$ 29.99$ million in Notes. We commenced our second follow-on offering of Notes (our "Second Follow-on Offering") on March 22, 2019. On September 16, 2022, we terminated our Second Follow-on Offering, having issued approximately $\$ 34.50$ million in Notes.

## Appointment of the Executive Vice President of Lending Operations

On May 15, 2024, our board of managers appointed Thomas Spatola to serve as our Executive Vice President of Lending Operations. Previously, we did not have an Executive Vice President of Lending Operations. Mr. Spatola's biographical information is hereby added to the "Executive Officers and Board of Managers" subsection of the "Management" section of our prospectus as follows:

Thomas Spatola, age 71, is our Executive Vice President of Lending Operations, a position to which he was appointed in May 2024. Prior to his retirement in 2014, Mr. Spatola had been in various areas of the banking industry for over 35 years. His experience includes secondary marketing, mortgage banking, consumer, commercial and builder/consumer construction lending and the formation of a de novo bank. From 2007 to 2014 , Mr. Spatola served as the President of 84 Financial L.P., a builder spec, model and pre-sold home lending company. During his time at 84 Financial L.P., Mr. Spatola directed the formation of a direct builder lending program and the loss mitigation and collection of approximately $\$ 300,000,000$ in loans in 2007 and 2008 held by participating banks during the housing market decline. In the end, all banks received full pay off and full interest on their loans. Mr. Spatola became the President of Hardy Credit Co. in December 2007 before it was merged with and into 84 Financial L.P. In addition, he served as the President of Federal Trust Mortgage Company, a subsidiary of Federal Trust Corp between 2005 and 2007 and a Senior Vice President of Residential Lending at Liberty Savings Bank, F.S.B. between 1995 and 2005. During that time, Mr. Spatola created and implemented the Builder Direct Lending Program in partnership with 84 Lumber. This program made construction loans to builder customers of 84 Lumber. Mr. Spatola's responsibility included documenting, underwriting, loan closing, the administration of construction loan draws, and loan collection all while controlling loan risk through effective loan policies and procedures. Additionally, he was responsible for securing additional bank investors as the program grew. This program produced approximately 10,000 loans totaling approximately $\$ 2,000,000,000$. Early in his career, Mr. Spatola worked for MGIC, a mortgage insurance company as a secondary loan trader.

## Change of Officer Title of William Myrick

On May 24, 2024, our board of managers approved the change in officer title of William Myrick from Executive Vice President to Partner of the Company. Mr. Myrick previously served as Executive Vice President since April 2021, had served as Executive Vice President of Sales from March 2018 to April 2021, and had served as one the independent managers on our board of managers from March 2012 to March 2018. Other biographical information regarding Mr. Myrick, including his business experience, as well as information regarding Mr. Myrick's compensation, is included in our prospectus. While Mr. Myrick's title as an officer of the Company changed for various business reasons related to his interaction with the public, his compensation and responsibilities did not change. Mr. Myrick's title is hereby updated to the "Executive Officers and Board of Managers" subsection of the "Management" section of our prospectus.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

## (All dollar [\$] amounts shown in thousands.)

The following Management's Discussion and Analysis of Financial Condition and Results of Operations should be read in conjunction with our interim consolidated financial statements and the notes thereto contained elsewhere in this supplement. The following Management's Discussion and Analysis of Financial Condition and Results of Operations should also be read in conjunction with our audited annual consolidated financial statements and related notes and other consolidated financial data (the "2023 Financial Statements") included in the Company's Annual Report on Form 10-K for the year ended December 31, 2023 (the "2023 Form 10-K").

## Overview

During the quarter ended March 31, 2024, the Company continued to focus on the reduction of non-interest earning assets. As of March 31, 2024, gross loan values classified as nonaccrual were 21 or $\$ 4,060$ compared to 17 or $\$ 5,912$ as of December 31, 2023. In addition, as of March 31 , 2024, we had seven foreclosed assets or $\$ 2,277$ compared to one or $\$ 130$ as of December 31, 2023.

The estimated loss on interest income resulting from non-interest earning assets for the quarter ended March 31,2024 was $\$ 222$ compared to $\$ 240$ for the same periods of 2023. Looking ahead, we expect the balance of non-interest earning assets to remain somewhat constant.

While the Company continues to face risks as it relates to the economy and the homebuilding industry, management has decided to focus on the following during the remainder of 2024 and the beginning of 2025:

1. Continue to manage the balance of non-interest-bearing assets, which includes foreclosed real estate and nonaccrual assets.
2. While we anticipate lower loan originations in 2024 as compared to 2023, we will increase our focus on fix and flips as a percentage of sales.
3. Control SG\&A expenses.
4. Slightly increase margin, as compared to our current spread.
5. Maintain liquidity at a level sufficient for loan originations.
6. Reduce the Company's loan loss and impairment expenses.

The continued rise of long-term rates is making it challenging for our customers to sell built product. Housing starts bottomed in November of 2022 and have risen since, despite the increase in long-term rates. Despite the increase in starts, the Company anticipates a decrease in starts during 2024 and is planning accordingly. The rise in short term rates has likely benefited the Company as our competitors' rates have risen faster than ours making us more competitive, but an additional rise in long term interest rates would negatively impact the housing industry as a whole, and therefore us.

We had \$54,090 and \$58,130 in loan receivables, net as of March 31, 2024 and December 31, 2023, respectively. As of March 31, 2024, we had 211 construction and eight development loans with 64 borrowers in 22 states. In addition, during the quarter ended March 31 , 2024 we transferred from loan receivables, net to foreclosed assets approximately $\$ 2,306$. After the transfers from loan receivables, net, our loan assets decreased $\$ 1,734$ to $\$ 56,396$ as of March 31, 2024 from \$58,130 as of December 31, 2023.

During the quarter ended March 31, 2024, the Company completed acquisition of 339 Justabout Land Co. LLC ("339"), in a transaction valued at $\$ 9,122$. The Company paid cash consideration of $\$ 3,000$ plus the amount of our intercompany debt. The Company transferred $\$ 6,122$ from loan receivables, net and acquired $\$ 462$ in accrued interest payable and $\$ 1,750$ in secured notes payable. The Company acquired $\$ 11,330$ in real estate investments from the acquisition of 339 .

Net cash provided by operations decreased $\$ 1,305$ to $\$ 688$ for the quarter ended March 31, 2024 compared to the same period of 2023. The decrease in operating cash flow was due primarily to other assets.

## Critical Accounting Estimates

To assist in evaluating our interim consolidated financial statements, we describe below the critical accounting estimates that we use. We consider an accounting estimate to be critical if: (1) the accounting estimate requires us to make assumptions about matters that were highly uncertain at the time the accounting estimate was made, and (2) changes in the estimate that are reasonably likely to occur from period to period, or use of different estimates that we reasonably could have used, would have a material impact on our consolidated financial condition or results of operations. See our 2023 Form 10-K, as filed with the SEC, for more information on our critical accounting estimates. No material changes to our critical accounting estimates have occurred since December 31, 2023 unless listed below.

## Loan Losses

Fair value of collateral has the potential to impact the calculation of the loan loss provision (the amount we have expensed over time in anticipation of loan losses we have not yet realized). Specifically, relevant to the allowance for loan loss reserve is the fair value of the underlying collateral supporting the outstanding loan balances. Fair value measurements are an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. Due to a rapidly changing economic market, an erratic housing market, the various methods that could be used to develop fair value estimates, and the various assumptions that could be used, determining the collateral's fair value requires significant judgment.
Change in Fair Value Assumption

* Increases in the fair value of the real estate collateral do not impact the loan loss provision, as the value generally is not "written up."
** Assumes the loans were non-performing and a book amount of the loans outstanding of \$54,090.


## Foreclosed Assets

The fair value of real estate will impact our foreclosed asset value, which is recorded at $100 \%$ of fair value (after selling costs are deducted).

|  | March 31,2024 <br> Foreclosed <br> Assets |
| :--- | :--- |
| Change in Fair Value Assumption | Higher/(Lower) |
| Increasing fair value of the foreclosed asset by $35 \% *$ | 2 |
| Decreasing fair value of the foreclosed asset by $35 \% * *$ | $\$$ |

* Increases in the fair value of the foreclosed assets do not impact the carrying value, as the value generally is not "written up." Those gains would be recognized at the sale of the asset.
** Assumes a book amount of the foreclosed assets of \$2,277.


## Results of Operations

## Interest Spread

The following table displays a comparison of our interest income, expense, fees, and spread:

|  | Three Months Ended March 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2024 |  |  | 2023 |  |  |
| Interest Income |  |  | * |  |  | * |
| Estimated interest income | \$ | 2,267 | 15\% | \$ | 2,319 | 15\% |
| Estimated unearned interest income due to COVID-19 |  | - | _\% |  | (118) | (1)\% |
| Interest income on loans | \$ | 2,267 | 15\% | \$ | 2,201 | 14\% |
| Fee income on loans | \$ | 900 | 6\% | \$ | 813 | 5\% |
| Deferred loan fees |  | (164) | (1)\% |  | (160) | (1)\% |
| Fee income on loans, net | \$ | 736 | 5\% | \$ | 653 | 4\% |
| Interest and fee income on loans | \$ | 3,003 | 20\% | \$ | 2,854 | 18\% |
| Interest expense unsecured | \$ | 827 | 6\% | \$ | 723 | 5\% |
| Interest expense secured |  | 470 | 3\% |  | 618 | 4\% |
| Amortization offering costs |  | 54 | -\% |  | 62 | -\% |
| Interest expense | \$ | 1,301 | 9\% | \$ | 1,403 | 9\% |
| Net interest income (spread) | \$ | 1,702 | 11\% | \$ | 1,451 | 9\% |
| Weighted average outstanding loan asset balance | S | 59,024 |  | \$ | 63,979 |  |

*Annualized amount as percentage of weighted average outstanding gross loan balance
There are three main components that can impact our interest spread:

- Difference between the interest rate received (on our loan assets) and the interest rate paid (on our borrowings). The loans we have originated have interest rates which are based on our cost of funds, with a minimum cost of funds of $10.25 \%$. For most loans, the margin is fixed at $2.5 \%$; however, for our development loans the margin is generally fixed at $7 \%$. This component is also impacted by the lending of money with no interest cost (our equity).

Estimated interest income on loans was $15 \%$ for the quarter ended March 31, 2024 compared to $14 \%$ for the same period 2023. Interest income increased $\$ 170$ and our weighted average outstanding loan asset balance indirectly decreased $\$ 4,955$ to $\$ 59,024$ as of March 31,2024 compared the same period of the prior year.

We anticipate our standard margin to be $2.5 \%$ on all future construction loans and generally $7 \%$ on all development loans which yields a blended margin of approximately $3.5 \%$. This $2.5 \%$ may increase because some customers run past the standard repayment time and pay a higher rate of interest after that. For the quarter ended March 31, 2024, margin not including fee income was $5 \%$ compared to $4 \%$ for the same period in the prior year.

- Fee income. Our construction loan fee is $5 \%$ on the amount we commit to lend, which is amortized over the expected life of each loan. When loans terminate before their expected life, the remaining fee is recognized at that time. During 2022, we started charging an annual fee on most of our development loans which varies.

Fee income on loans before deferred loan fee adjustments increased $1 \%$ to $6 \%$ for the quarter ended March 31, 2024 compared to $5 \%$ for the same period of 2023 due primarily to the acquisition of 339 and their related option fee of approximately $\$ 75$ amortized over 12 months.

- Amount of non-performing assets. Generally, two types of non-performing assets negatively affect our interest spread which are loans not paying interest and foreclosed assets.

As of March 31, 2024 and December 31, 2023, foreclosed assets were $\$ 2,277$ and $\$ 140$, respectively, which resulted in a negative impact to our interest spread.

As of March 31, 2024 and December 31, 2023, gross loans receivables nonaccrual loans or loans not earning interest was $\$ 4,060$ and $\$ 5,912$, respectively.

## Credit Loss Provision

Credit loss provision (expense throughout the period) was $\$ 222$ and $\$ 120$ for the quarters ended March 31, 2024 and 2023, respectively.
The allowance for credit losses as of March 31, 2024 and December 31, 2023 was $\$ 471$ and $\$ 695$, respectively.

## Non-Interest Income

## Other Income

During the quarters ended March 31, 2024 and 2023, we consulted for one of our construction and development loan customers which included accounting guidance. Other income related to our consulting fees was $\$ 15$ for the quarter ended March 31, 2024 compared to $\$ 21$ for the same period of 2023, respectively. We anticipate to continue our consulting services to our customers on an as needed basis during 2024.

## Non-Interest Expense

Selling, General and Administrative ("SG\&A") Expenses
The following table displays our SG\&A expenses:

|  | Three Months Ended <br> March 31, 2024 |  | $\begin{gathered} \text { Three Months } \\ \text { Ended } \\ \text { March 31, } 2023 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Selling, general and administrative expenses |  |  |  |  |
| Legal and accounting | \$ | 120 | \$ | 163 |
| Salaries and related expenses |  | 490 |  | 465 |
| Board related expenses |  | 27 |  | 27 |
| Advertising |  | 34 |  | 5 |
| Rent and utilities |  | 28 |  | 17 |
| Loan and foreclosed asset expenses |  | 19 |  | 41 |
| Travel |  | 45 |  | 32 |
| Other |  | 66 |  | 76 |
| Total SG\&A | \$ | 829 | \$ | 826 |

Our SG\&A expense increased $\$ 3$ to $\$ 829$ during the quarter ended March 31, 2024 compared to the same period of 2023. The change in SG\&A was primarily due to higher advertising expense of $\$ 29$ to $\$ 34$ for the quarter ended March 31,2024 compared to $\$ 5$ for the same period of the prior year. The increase in advertising expense was offset by the decrease in accounting and legal fees of $\$ 43$ to $\$ 120$ for the quarter ended March 31 , 2024 compared to $\$ 163$ for the same period of the prior year.

Loss on Foreclosure of Assets
During the quarter ended March 31, 2024 we transferred six loan receivable assets to foreclosed asset which incurred a loss on the transfer of $\$ 159$. No foreclosed assets were transferred from loan receivables during the same period of 2023.

## Consolidated Financial Position

## Acquisition

Acquisition of 339 Justabout Land Co., LLC
Effective February 15, 2024, the Company completed its acquisition of 339 , in a transaction valued at $\$ 9,122$. The Company paid cash consideration of $\$ 3,000$ plus the amount of our intercompany debt.

The property has since been subdivided into two parcels. One parcel is being developed into 37 lots which should be available for construction of homes starting in the summer of 2024, of which one lot was purchased and is currently owned by Benjamin Marcus Homes, LLC ("BMH"), and the other parcel will be developed into 24 lots, which should be available for construction later this year or early next year ( 36 lots owned by 339 which should be available for construction, the " 60 Lots").

We charge an option fee to BMH for the right to buy the 36 lots owned by 339 . The option fee was $\$ 890$ as of February 15,2024 and the Company will defer the revenue related to the option fee over the twelve months subsequent to the acquisition date. As of March 31 , 2024, deferred revenue, real estate investment was $\$ 742$.

The total expected selling price of the lots is approximately $\$ 18,500$. The gross purchase price of approximately $\$ 3,900$ (the "Purchase Price") was then deposited by Mark L. Hoskins and BMH, which they also own, as equity. BMH immediately repaid an intercompany debt to 339 of $\$ 892$, which in turn was returned to the Company, leaving the net investment at $\$ 3,000.339$ was purchased subject to the debt owed by 339 , which included a first position development loan from the Company, and two subordinate financings from lenders outside of the Company.

The following table summarizes the allocation of purchase price to assets and liabilities acquired in connection with the Company's acquisition of 339 based on fair values as of February 15, 2024.

## Acquisition Consideration

| Gross purchase price | \$ | 3,892 |
| :---: | :---: | :---: |
| Debt of 339 to the Company |  | 6,122 |
| Immediate repayment of previous 339 owner of intercompany debt |  | (892) |
| Purchase consideration | \$ | 9,122 |

The purchase price has been allocated to the acquired assets and assumed liabilities based on estimated fair values. The table below provides the provisional recording of assets acquired and liabilities assumed as of the acquisition date.

|  | Amounts recognized as of the acquisition date |  |
| :---: | :---: | :---: |
| (in thousands of dollars) |  |  |
| Purchase Consideration | \$ | 9,122 |
|  |  |  |
| Fair value of identified assets acquired: |  |  |
| Cash | \$ | 4 |
| Real estate investments |  | 11,330 |
| Total identifiable assets |  | 11,334 |
|  |  |  |
| Fair value of liabilities assumed: |  |  |
| Current liabilities |  | 462 |
| Other liabilities |  | 1,750 |
| Total liabilities assumed |  | 2,212 |
|  |  |  |
| Net identifiable assets acquired | \$ | 9,122 |

The allocation presented above is based upon management's estimate of the fair values using valuation techniques including appraisals and purchase contracts, as well as estimating completion costs and future interest costs. In estimating the fair value of the identifiable acquired assets and assumed liabilities, the fair value estimates are based on, but not limited to, expected future revenue and cash flows and estimated discount rates. Except for real estate assets, all assets and liabilities are estimated at their historical carrying values, which approximates fair value. Because of the management contract we have with the seller of 339 , we don't expect any goodwill to exist for this transaction.

## Loans Receivables, net

The following is a roll forward of loans receivable, gross to net:

|  | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Loans receivable, gross | \$ | 56,734 | \$ | 61,293 |
| Less: Deferred loan fees |  | $(1,380)$ |  | $(1,772)$ |
| Less: Deposits |  | $(1,087)$ |  | $(1,056)$ |
| Plus: Deferred origination costs |  | 294 |  | 360 |
| Less: Allowance for credit losses |  | (471) |  | (695) |
| Loans receivable, net | \$ | 54,090 | \$ | 58,130 |

Commercial Loans - Construction Loan Portfolio Summary
We anticipate that the aggregate balance of our construction loan portfolio will increase as built homes take longer to sell.

The following is a summary of our loan portfolio to builders for home construction loans as of March 31, 2024

| State | $\begin{gathered} \text { Number } \\ \text { of } \\ \text { Borrowers } \end{gathered}$ | Number of Loans | $\begin{gathered} \text { Value of } \\ \text { Collateral }{ }^{(1)} \\ \hline \end{gathered}$ |  | CommitmentAmount |  | $\begin{gathered} \text { Gross } \\ \text { Amount } \\ \text { Outstanding } \\ \hline \end{gathered}$ |  | Loan to Value Ratio ${ }^{(2)}$ | Loan Fee |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Arizona | 1 | 4 | \$ | 1,680 | \$ | 1,186 | \$ | 882 | 71\% | 5\% |
| California | 1 | 1 |  | 2,551 |  | 1,530 |  | 1,530 | 60\% | 5\% |
| Connecticut | 1 | 1 |  | 489 |  | 342 |  | 326 | 70\% | 5\% |
| Florida | 11 | 61 |  | 32,589 |  | 16,741 |  | 13,357 | 51\% | 5\% |
| Georgia | 3 | 7 |  | 2,696 |  | 1,645 |  | 907 | 61\% | 5\% |
| Idaho | 1 | 4 |  | 1,462 |  | 1,060 |  | 129 | 73\% | 5\% |
| Illinois | 1 | 1 |  | 1,370 |  | 992 |  | 954 | 72\% | 5\% |
| Indiana | 1 | 1 |  | 335 |  | 235 |  | 155 | 70\% | 5\% |
| Louisiana | 3 | 4 |  | 1,216 |  | 851 |  | 385 | 70\% | 5\% |
| Mississippi | 1 | 1 |  | 369 |  | 258 |  | 180 | 70\% | 5\% |
| Missouri | 1 | 1 |  | 250 |  | 175 |  | 175 | 70\% | 5\% |
| New Jersey | 2 | 6 |  | 2,535 |  | 1,931 |  | 1,221 | 76\% | 5\% |
| New York | 1 | 1 |  | 525 |  | 368 |  | 290 | 70\% | 5\% |
| North Carolina | 8 | 20 |  | 9,623 |  | 6,087 |  | 2,861 | 63\% | 5\% |
| Ohio | 3 | 9 |  | 3,584 |  | 2,440 |  | 1,667 | 68\% | 5\% |
| Pennsylvania | 2 | 22 |  | 20,905 |  | 16,831 |  | 15,135 | 81\% | 5\% |
| South Carolina | 13 | 52 |  | 20,867 |  | 13,105 |  | 7,385 | 63\% | 5\% |
| Tennessee | 3 | 5 |  | 1,554 |  | 1,047 |  | 786 | 67\% | 5\% |
| Texas | 1 | 3 |  | 1,970 |  | 1,693 |  | 1,607 | 86\% | 5\% |
| Utah | 1 | 3 |  | 2,918 |  | 1,792 |  | 1,221 | 61\% | 5\% |
| Virginia | 4 | 4 |  | 1,411 |  | 891 |  | 714 | 63\% | 5\% |
| Total | 63 | 211 | \$ | $\underline{110,899}$ | \$ | $\underline{71,200}$ | \$ | $\underline{51,867}$ | 64\% ${ }^{(3)}$ | 5\% |

(1) The value is determined by the appraised value.
(2) The loan to value ratio is calculated by taking the commitment amount and dividing by the appraised value.
(3) Represents the weighted average loan to value ratio of the loans.

The following is a summary of our loan portfolio to builders for home construction loans as of December 31, 2023:

| State | Number of Borrowers | $\begin{gathered} \text { Number } \\ \text { of } \\ \text { Loans } \end{gathered}$ | $\begin{gathered} \text { Value of } \\ \text { Collateral }{ }^{\mathbf{1})} \\ \hline \end{gathered}$ |  | CommitmentAmount |  | Gross Amount Outstanding |  | Loan to Value Ratio ${ }^{(2)}$ | Loan Fee |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Arizona | 2 | 5 | \$ | 2,148 | \$ | 1,504 | \$ | 846 | 70\% | 5\% |
| California | 1 | 1 |  | 2,551 |  | 1,530 |  | 1,511 | 60\% | 5\% |
| Connecticut | 1 | 2 |  | 1,039 |  | 681 |  | 510 | 66\% | 5\% |
| Florida | 12 | 71 |  | 36,644 |  | 19,279 |  | 14,093 | 53\% | 5\% |
| Georgia | 4 | 8 |  | 2,963 |  | 1,831 |  | 1,229 | 62\% | 5\% |
| Illinois | 1 | 1 |  | 1,600 |  | 992 |  | 763 | 62\% | 5\% |
| Indiana | 1 | 1 |  | 335 |  | 235 |  | 79 | 70\% | 5\% |
| Louisiana | 2 | 3 |  | 773 |  | 541 |  | 300 | 70\% | 5\% |
| Maryland | 1 |  |  | 480 |  | 336 |  | 336 | 70\% | 5\% |
| Missouri | 1 | 2 |  | 820 |  | 570 |  | 439 | 70\% | 5\% |
| New Jersey | 2 | 5 |  | 1,985 |  | 1,563 |  | 954 | 79\% | 5\% |
| North Carolina | 8 | 23 |  | 10,637 |  | 6,681 |  | 2,994 | 63\% | 5\% |
| Ohio | 3 | 10 |  | 3,776 |  | 2,601 |  | 1,686 | 69\% | 5\% |
| Pennsylvania | 2 | 21 |  | 21,301 |  | 16,763 |  | 13,205 | 79\% | 5\% |
| South Carolina | 11 | 50 |  | 20,029 |  | 12,624 |  | 6,694 | 63\% | 5\% |
| Tennessee | 3 | 5 |  | 1,554 |  | 1,047 |  | 696 | 67\% | 5\% |
| Texas | 2 | 4 |  | 1,970 |  | 1,773 |  | 1,693 | 90\% | 5\% |
| Utah | 1 | 3 |  | 2,918 |  | 1,792 |  | 910 | 61\% | 5\% |
| Virginia | 3 | 3 |  | 857 |  | 530 |  | 474 | 62\% | 5\% |
| Washington | 1 | 6 |  | 2,789 |  | 2,427 |  | 2,376 | 87\% | 5\% |
| Total | 62 | 225 | \$ | $\underline{117,169}$ | \$ | $\underline{\text { 75,300 }}$ | \$ | 51,788 | 64\% ${ }^{(3)}$ | 5\% |

(1) The value is determined by the appraised value.
(2) The loan to value ratio is calculated by taking the commitment amount and dividing by the appraised value.
(3) Represents the weighted average loan to value ratio of the loans.

## Commercial Loans - Real Estate Development Loan Portfolio Summary

The following is a summary of our loan portfolio to builders for land development as of March 31, 2024:

| States | Number of Borrowers | Number of Loans | $\begin{gathered} \text { Value of } \\ \text { Collateral }{ }^{(\mathbf{1})} \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Commitment } \\ \text { Amount }^{(2)} \\ \hline \end{gathered}$ |  | Gross Amount Outstanding |  | Loan to Value Ratio ${ }^{(3)}$ | Interest Spread ${ }^{(5)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Delaware | 1 | 1 | \$ | 542 | \$ | 147 | \$ | 147 | 277\% | 7\% |
| Florida | 1 | 1 |  | 63 |  | 280 |  | 64 | 103\% | 7\% |
| Georgia | 1 | 1 |  | 456 |  | 275 |  | 275 | 60\% | 7\% |
| North Carolina | 1 | 2 |  | 1,110 |  | 240 |  | 210 | 19\% | 7\% |
| Pennsylvania | 1 | 1 |  | 3,891 |  | 3,700 |  | 3,652 | 94\% | varies |
| South Carolina | 2 | 2 |  | 1,980 |  | 964 |  | 519 | 26\% | 7\% |
| Total | 7 | 8 | \$ | 8,042 | \$ | 5,607 | \$ | 4,867 | $61 \%{ }^{(4)}$ | 7\% |

(1) The value is determined by the appraised value adjusted for remaining costs to be paid and third-party mortgage balances. In the event of a foreclosure on the property securing these loans, the portion of our collateral that is preferred equity in our Company might be difficult to sell, which could impact our ability to eliminate the loan balance.
(2) The loan to value ratio is calculated by taking the outstanding amount and dividing by the appraised value calculated as described above.
(3) Represents the weighted average loan to value ratio of the loans.
(4) Gross Amount Outstanding credit balances are due to deposits on account.
(5) The interest spread varies for the state of Pennsylvania and is 7\% across other states.

The following is a summary of our loan portfolio to builders for land development as of December 31, 2023:

| States | $\begin{gathered} \begin{array}{c} \text { Number } \\ \text { of } \\ \text { Borrowers } \end{array} \\ \hline \end{gathered}$ | Number of Loans | $\begin{gathered} \text { Value of } \\ \text { Collateral }{ }^{(\mathbf{1})} \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Commitment } \\ \text { Amount } \\ \hline \end{gathered}$ |  | Gross Amount Outstanding ${ }^{(4)}$ |  | Loan to Value Ratio ${ }^{(2)}$ | Interest Spread ${ }^{(5)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Delaware | 1 | 1 |  | 543 |  | 147 |  | 147 | 27\% | 7\% |
| Florida | 3 | 3 |  | 207 |  | 1,378 |  | 133 | 64\% | 7\% |
| New Jersey | 1 | 1 |  | 50 |  | 26 |  | 26 | 51\% | 7\% |
| North Carolina | 1 | 2 |  | 1,110 |  | 240 |  | 210 | 19\% | 7\% |
| Pennsylvania | 1 | 2 |  | 19,983 |  | 8,500 |  | 8,365 | 42\% | varies |
| South Carolina | 2 | 2 |  | 1,980 |  | 965 |  | 624 | 32\% | 7\% |
| Total | 9 | 11 | \$ | $\underline{\text { 23,873 }}$ | \$ | $\underline{11,256}$ | \$ | 9,505 | 40\% ${ }^{(3)}$ | $7 \%$ |

(1) The value is determined by the appraised value adjusted for remaining costs to be paid and third-party mortgage balances. In the event of a foreclosure on the property securing these loans, the portion of our collateral that is preferred equity in our Company might be difficult to sell, which could impact our ability to eliminate the loan balance.
(2) The loan to value ratio is calculated by taking the outstanding amount and dividing by the appraised value calculated as described above.
(3) Represents the weighted average loan to value ratio of the loans.
(4) Gross Amount Outstanding credit balances are due to deposits on account.
(5) The interest spread varies for the state of Pennsylvania and is 7\% across other states.

The following is a roll forward of our loan receivables, net:

|  | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 58,130 | \$ | 56,650 |
| Originations and modifications |  | 11,440 |  | 58,216 |
| Principal collections |  | $(7,572)$ |  | $(57,895)$ |
| Transferred from loans receivables, net |  | $(8,428)$ |  | - |
| Change in builder deposit |  | (30) |  | (217) |
| Change in allowance for credit losses |  | 224 |  | 1,832 |
| Change in loan fees, net |  | 326 |  | (456) |
|  |  |  |  |  |
| Ending balance | \$ | 54,090 | \$ | 58,130 |

## Credit Quality Information

Effective January 1, 2023, we adopted ASC 326, Financial Instruments-Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments," which replaced the incurred loss methodology for determining out provision for credit losses and allowance for credit losses with current expected credit loss ("CECL") model. Upon the adoption of ASC 326 the total amount of the allowance for credit losses ("ACL") on loans estimated using the CECL methodology increased $\$ 178$ compared to the total amount of the allowance recorded using the prior incurred loss model.

Based on the Company's size, complexity and historical data the aggregate method or loss-rate method was selected to estimate expected credit losses. An expected loss ratio is applied based on internal historical losses and originations. The aggregate method relies upon the performance of an entire segment of the loan portfolio to best represent the behavior of these specific segments over time. In addition, modified open pool approach was used which utilizes our borrowers credit rankings for both construction and development loans. Internal risk-rating grades are assigned by the Company's management based on an analysis of financial and collateral strength and other credit attributes underlying each loan. Loan grades are A, B and C and Unsecured for both construction and development loans where A and C defines the highest and lowest scores, respectively. Unsecured loans in our portfolio do not hold underlying collateral.

Each loan pool is adjusted for qualitative factors not inherently considered in the quantitative analysis. The qualitative adjustments either increase or decrease the quantitative model estimation. We consider factors that are relevant within the qualitative framework which include the following: lending policy, changes in nature and volume of loans, staff experience, changes in volume and trends of non-performing loans, trends in underlying collateral values, quality of our loan review system and other economic conditions, including inflation.

Our Company construction loans are collateralized by land and real estate while our Company development loans are collateralized by land. Secured nonaccrual loans individually evaluated are also collateralized by land and real estate.

The following table presents the Company's gross loans receivable, commitment value and ACL for each respective credit rank loan pool category as of March 31, 2024:

|  | Loans Receivable Gross |  | CommitmentValue |  | ACL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction Loans Collectively Evaluated |  |  |  |  |  |  |
| A Credit Risk | \$ | 41,251 | \$ | 55,581 | \$ | 168 |
| B Credit Risk |  | 6,556 |  | 10,237 |  | 33 |
| C Credit Risk |  | - |  | - |  | - |
| Development Loans Collectively Evaluated |  |  |  |  |  |  |
| A Credit Risk | \$ | 4,073 | \$ | 4,367 | \$ | 2 |
| B Credit Risk |  | 342 |  | 786 |  | - |
| C Credit Risk |  | 452 |  | 454 |  | 18 |
| Secured Nonaccrual Loans Individually Evaluated | \$ | 4,060 | \$ | 5,382 | \$ | 250 |
| Total | \$ | 56,734 | \$ | 76,807 | \$ | 471 |

The following table presents the Company's gross loans receivable, commitment value and ACL for each respective credit rank loan pool category as of December 31, 2023.

|  | Loans Receivable Gross |  | Commitment Value |  | ACL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction Loans Collectively Evaluated |  |  |  |  |  |  |
| A Credit Risk | \$ | 40,252 | \$ | 59,075 | \$ | 211 |
| B Credit Risk |  | 5,718 |  | 10,339 |  | 32 |
| C Credit Risk |  | - |  | - |  |  |
|  | Development Loans Collectively Evaluated |  |  |  |  |  |
| A Credit Risk | \$ | 8,787 | \$ | 9,793 | \$ | 5 |
| B Credit Risk |  | 172 |  | 511 |  |  |
| C Credit Risk |  | 452 |  | 454 |  | 10 |
| Unsecured Nonaccrual Loans Individually Evaluated | \$ | 86 | \$ | 81 | \$ | 86 |
| Secured Nonaccrual Loans Individually Evaluated | \$ | 5,826 | \$ | 6,303 | \$ | 351 |
| Total | \$ | 61,293 | \$ | 86,556 | \$ | 695 |

The following table presents the amortized cost basis of loans on nonaccrual status and loans past due over 89 days still accruing as of March 31, 2024:

|  | Nonaccrual without ACL |  | Nonaccrual with ACL |  |  | Accrual Loans Past Due Over 90 Days |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Secured Nonaccrual Loans Individually Evaluated | \$ | 494 | \$ | 3,566 | \$ |  |

The following table presents the amortized cost basis of loans on nonaccrual status and loans past due over 89 days still accruing as of December 31, 2023:

|  | Nonaccrual with No Allowance for Credit Loss |  | Nonaccrual with Allowance for Credit Loss |  | Loans Past Due Over 89 Days Still Accruing |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Unsecured Nonaccrual Loans Individually Evaluated | \$ |  | \$ | 86 | \$ |
| Secured Nonaccrual Loans Individually Evaluated | \$ | 2,495 | \$ | 3,331 | \$ |
| Total | \$ | 2,495 | \$ | 3,417 | \$ |

For loans greater than 12 months in age that are individually evaluated, appraisals are ordered and prepared if the current appraisal is greater than 13 months old and construction is greater than $90 \%$ complete. If construction is less than $90 \%$ complete the Company uses the latest appraisal on file. At certain times the Company may choose to use a broker's opinions of value ("BOV") as a replacement for an appraisal if deemed more efficient by management. Appraised values are adjusted down for estimated costs associated with asset disposal. Broker's opinion of selling price, use currently valid sales contracts on the subject property, or representative recent actual closings by the builder on similar properties may be used in place of a broker's opinion of value.

Appraisers are state certified, and are selected by first attempting to utilize the appraiser who completed the original appraisal report. If that appraiser is unavailable or unreasonably expensive, we use another appraiser who appraises routinely in that geographic area. BOVs are created by real estate agents. We try to first select an agent we have worked with, and then, if that fails, we select another agent who works in that geographic area.

In addition, our loan portfolio includes performing, forbearance and nonaccrual loans. The Company's policies with respect to placing loans on nonaccrual and individually evaluated if they are past due greater than 90 days unless management deems the loan an exception. A fair market value analysis is performed and an allowance for credit loss is established based on the results of the analysis.

The following is an aging of our gross loan portfolio as of March 31, 2024:

|  | Gross <br> Loan <br> Value | $\begin{gathered} \text { Current } \\ 0-59 \end{gathered}$ | $\begin{gathered} \text { Past } \\ \text { Due } \\ 60-89 \end{gathered}$ |  | $\begin{gathered} \text { Past } \\ \text { Due } \\ 90-179 \\ \hline \end{gathered}$ |  | Past <br> Due $180-269$ |  | Past <br> Due $>270$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Performing Loans |  |  |  |  |  |  |  |  |  |  |
| A Credit Risk | \$ 45,324 | \$ 45,324 | \$ | - | \$ | - | \$ | - | \$ | - |
| B Credit Risk | 6,898 | 6,898 |  | - |  | - |  | - |  | - |
| C Credit Risk | 452 | 452 |  | - |  | - |  | - |  | - |
|  |  |  |  |  |  |  |  |  |  |  |
| Forbearance Loans |  |  |  |  |  |  |  |  |  |  |
| Secured Nonaccrual Loans | 1,607 | - |  | - |  | 753 |  | - |  | 854 |
|  |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual Loans |  |  |  |  |  |  |  |  |  |  |
| Secured Loans | 2,453 | - |  | 623 |  | - |  | 954 |  | 876 |
| Total | \$56,734 | \$52,674 | S | 623 | \$ | 753 | \$ | 954 |  | 730 |

The following is an aging of our gross loan portfolio as of December 31, 2023:


Below is an aging schedule of loans receivable as of March 31, 2024, on a recency basis:

|  | $\begin{gathered} \text { No. } \\ \text { Loans } \end{gathered}$ | Unpaid <br> Balances |  | \% |
| :---: | :---: | :---: | :---: | :---: |
| Current loans (current accounts and accounts on which more than $50 \%$ of an original contract payment was made in the last 59 days) | 198 | \$ | 52,674 | 92.9\% |
| 60-89 days | 14 |  | 623 | 1.1\% |
| 90-179 days | 1 |  | 753 | 1.3\% |
| 180-269 days | 1 |  | 954 | 1.7\% |
| $>270$ days | 5 |  | 1,730 | 3.0\% |
| Subtotal | 219 | \$ | 56,734 | 100.0\% |
|  |  |  |  |  |
| Interest only accounts (Accounts on which interest, deferment, extension and/or default charges were received in the last 60 days) | - | \$ | - | _\% |
| Partial Payment accounts (Accounts on which the total received in the last 60 days was less than $50 \%$ of the original contractual monthly payment. "Total received" to include interest on simple interest accounts, as well as late charges on deferment charges on pre-computed accounts.) | - | \$ | - | \% |
|  |  |  |  |  |
| Total | 219 | \$ | 56,734 | 100.0\% |

Below is an aging schedule of loans receivable as of December 31, 2023, on a recency basis:

|  | $\begin{gathered} \text { No. } \\ \text { Loans } \end{gathered}$ | Unpaid Balances |  | \% |
| :---: | :---: | :---: | :---: | :---: |
| Current loans (current accounts and accounts on which more than $50 \%$ of an original contract payment was made in the last 59 days) | 219 | \$ | 55,381 | 90.4\% |
| 60-89 days | 3 |  | 881 | 1.4\% |
| 90-179 days | 3 |  | 1,497 | 2.4\% |
| 180-269 days | 4 |  | 1,641 | 2.7\% |
| >270 days | 7 |  | 1,893 | 3.1\% |
| Subtotal | 236 | \$ | 61,293 | 100.0\% |
|  |  |  |  |  |
| Interest only accounts (Accounts on which interest, deferment, extension and/or default charges were received in the last 60 days) | - | \$ | - | _\% |
|  |  |  |  |  |
| Partial Payment accounts (Accounts on which the total received in the last 60 days was less than $50 \%$ of the original contractual monthly payment. "Total received" to include interest on simple interest accounts, as well as late charges on deferment charges on pre-computed accounts.) | - | \$ | - | _\% |
| Total | 236 | \$ | 61,293 | 100.0\% |

Below is an aging schedule of loans receivable as of March 31, 2024, on a contractual basis:

|  | No. Loans | Unpaid <br> Balances |  | \% |
| :---: | :---: | :---: | :---: | :---: |
| Contractual Terms - All current Direct Loans and Sales Finance Contracts with installments past due less than 60 days from due date. | 198 | \$ | 52,674 | 92.9\% |
| 60-89 days | 14 |  | 623 | 1.1\% |
| 90-179 days | 1 |  | 753 | 1.3\% |
| 180-269 days | 1 |  | 954 | 1.7\% |
| $>270$ days | 5 |  | 1,730 | 3.0\% |
| Subtotal | 219 | \$ | 56,734 | 100.0\% |
| Interest only accounts (Accounts on which interest, deferment, extension and/or default charges were received in the last 60 days) | - | \$ | - | -\% |
| Partial Payment accounts (Accounts on which the total received in the last 60 days was less than $50 \%$ of the original contractual monthly payment. "Total received" to include interest on simple interest accounts, as well as late charges on deferment charges on pre-computed accounts.) | - | \$ | - | -\% |
| Total | 219 | \$ | 56,734 | 100.0\% |

Below is an aging schedule of loans receivable as of December 31, 2023, on a contractual basis:

|  | $\begin{gathered} \text { No. } \\ \text { Loans } \\ \hline \end{gathered}$ | Unpaid <br> Balances |  | \% |
| :---: | :---: | :---: | :---: | :---: |
| Contractual Terms - All current Direct Loans and Sales Finance Contracts with installments past due less than 60 days from due date. | 219 | \$ | 55,381 | 90.4\% |
| 60-89 days | 3 |  | 881 | 1.4\% |
| 90-179 days | 3 |  | 1,497 | 2.4\% |
| 180-269 days | 4 |  | 1,641 | 2.7\% |
| >270 days | 7 |  | 1,893 | 3.1\% |
| Subtotal | 236 | \$ | 61,293 | 100.0\% |
| Interest only accounts (Accounts on which interest, deferment, extension and/or default charges were received in the last 60 days) | - | \$ | - | _\% |
| Partial Payment accounts (Accounts on which the total received in the last 60 days was less than $50 \%$ of the original contractual monthly payment. "Total received" to include interest on simple interest accounts, as well as late charges on deferment charges on pre-computed accounts.) | - | \$ | - | _\% |
| Total | 236 | \$ | 61,293 | 100.0\% |
| 14 |  |  |  |  |

## Allowance for Credit Losses on Loans

The following table provides a roll forward of the allowance for credit losses as of March 31, 2024:

|  | Performing Loans |  |  |  |  |  |  | Nonaccrual loans |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Construction |  |  |  | Development |  |  | Secured | Unsecured |  |  |
|  | A Credit Risk |  | $\begin{gathered} \hline \text { B Credit } \\ \text { Risk } \\ \hline \end{gathered}$ |  | A Credit Risk | $\begin{gathered} \hline \text { B Credit } \\ \text { Risk } \\ \hline \end{gathered}$ | C Credit Risk |  |  |  |  |
| December 31, 2023 | \$ | (211) | (32) | - | (5) | $\longrightarrow$ | (10) | (351) | (86) |  | (695) |
| Reclassification of ACL on unfunded commitments |  | 59 | 19 | - | - | - | - | - | - |  | 78 |
| Charge-offs |  | - | - | - | - | - | - | 316 | 52 |  | 368 |
| Credit loss provision |  | (16) | (20) | - | 3 | - | (8) | (215) | 34 |  | (222) |
| March 31,2024 | \$ | (168) | (33) |  | (2) | - | (18) | (250) |  |  | (471) |

The following table provides a roll forward of the allowance for credit losses as of December 31, 2023:

|  | Performing Loans |  |  |  |  |  |  | Nonaccrual loans |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Construction |  |  |  | Development |  |  | Secured | Unsecured |  |  |
|  | A Credit Risk |  | $\begin{gathered} \hline \text { B Credit } \\ \text { Risk } \\ \hline \end{gathered}$ | C Credit Risk | A Credit Risk | B Credit Risk | C Credit Risk |  |  |  |  |
| December 31, 2022 | \$ | (174) | (66) | (9) | (37) | (2) | (7) | (247) | $(1,985)$ |  | (2,527) |
| Impact of the adoption of ASC 326 |  | (33) | (1) | (12) | 35 | 2 | (30) | - | (139) |  | (178) |
| Charge-offs |  | - | - | - | - | - | - | 132 | 2,610 |  | 2,742 |
| Reduction in ACL for loan participations |  | 5 | - | - | - | - | - |  | - |  | 5 |
| Credit loss provision |  | (9) | 35 | 21 | (3) | - | 27 | (236) | (572) |  | (737) |
| December 31, 2023 | \$ | (211) | (32) | - | (5) | - | (10) | (351) | (86) |  | (695) |

## Allowance for Credit Losses on Unfunded Loan Commitments

Unfunded commitments to extend credit, which have similar collateral, credit and market risk to our outstanding loans, were $\$ 20,073$ and $\$ 25,263$ as of March 31, 2024 and December 31, 2023, respectively. The ACL is calculated at an estimated loss rate on the total commitment value for loans in our portfolio. The ACL on unfunded commitments is calculated as the difference between the ACL on commitment value less the estimated loss rated and the total gross loan value for loans in our portfolio. As of March 31,2024, the ACL for unfunded commitments was $\$ 78$. As of March 31 , 2024, we had no offbalance sheet transactions, nor do we currently have any such arrangements or obligations.

## Concentrations

Financial instruments that potentially subject the Company to concentrations of credit risk consist principally of loans receivable. Our concentration risks for our top three customers listed by geographic real estate market are summarized in the table below:

|  | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Borrower City | $\begin{gathered} \text { Percent of } \\ \text { Loan } \\ \text { Commitments } \end{gathered}$ | Borrower City | Percent of Loan <br> Commitments |
| Highest concentration risk | Pittsburgh, PA | 28\% | Pittsburgh, PA | 29\% |
| Second highest concentration risk | Palm Bay, FL | 7\% | Cape Coral, FL | 7\% |
| Third highest concentration risk | Cape Coral, FL | 6\% | Palm Bay, FL | 6\% |

## Foreclosed Assets

Below is a roll forward of foreclosed assets:

|  | Three Months Ended March 31, 2024 |  | $\begin{gathered} \text { Year Ended } \\ \text { December 31, } 2023 \\ \hline \end{gathered}$ |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 130 | \$ | 1,582 | \$ | 1,582 |
| Transferred from loans receivables, net |  | 2,306 |  | - |  | - |
| Additions for construction in foreclosed assets |  | 42 |  | 125 |  | 114 |
| Sale proceeds |  | - |  | $(1,549)$ |  | (779) |
| Loss on sale of foreclosed assets |  | - |  | (34) |  | (34) |
| Gain on sale of foreclosed assets |  | - |  | 8 |  | - |
| Loss on foreclosure of assets |  | (159) |  | - |  | - |
| Impairment loss on foreclosed assets |  | (42) |  | (2) |  | (2) |
| Ending balance | \$ | 2,277 | \$ | 130 | \$ | 881 |

## Real Estate Investments

|  | Three Months Ended March 31, 2024 |  | Year Ended <br> December 31, 2023 |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 435 | \$ | 660 | \$ | 660 |
| Additions from 339 acquisition |  | 11,330 |  | - |  | - |
| Gain on sale of real estate investments |  | - |  | 10 |  | - |
| Proceeds from the sale of real estate investments |  | - |  | $(2,131)$ |  | $(2,367)$ |
| Additions for construction/development |  | 216 |  | 1,896 |  | 1,707 |
| Ending balance | \$ | $\underline{11,981}$ | \$ | 435 | \$ |  |

## Customer Interest Escrow

Below is a roll forward of interest escrow:

|  | Three Months Ended March 31, 2024 |  | Year Ended <br> December 31, 2023 |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 292 | \$ | 766 | \$ | 766 |
| Preferred equity dividends |  | - |  | 47 |  | 47 |
| Additions from Pennsylvania loans |  | 408 |  | 654 |  | 17 |
| Additions from other loans |  | 159 |  | 538 |  | 84 |
| Interest, fees, principal or repaid to borrower |  | (557) |  | $(1,713)$ |  | (353) |
| Ending balance | \$ | 302 | \$ | 292 | \$ | 561 |

## Related Party Borrowings

As of March 31, 2024, the Company had $\$ 889, \$ 89$, and $\$ 1,000$ available to borrow against the line of credit from Daniel M. Wallach (our Chief Executive Officer and Chairman of the Board of Managers) and his wife, the line of credit from the 2007 Daniel M. Wallach Legacy Trust, and the line of credit from William Myrick (our Executive Vice President), respectively. A more detailed description is included in Note 7 to the 2023 Financial Statements. These borrowings are included in notes payable secured, net of deferred financing costs on the interim consolidated balance sheet.

As of March 31, 2024, the Company had other unsecured debt of $\$ 700$ with an interest rate of prime plus $1.5 \%$ with Sheldon Investment, LLC, which is related to Gregory Sheldon who is a member of our Board of Managers. Sheldon Investment, LLC may elect to terminate the debt, effective semiannually as of August 16 and/or February 16 of any given year. For the quarters ended March 31, 2024 and 2023, interest expense was $\$ 20$ and $\$ 0$, respectively.

## Secured Borrowings

## Lines of Credit

As of March 31, 2024 and December 31, 2023, the Company had $\$ 336$ and $\$ 327$ borrowed against its lines of credit from affiliates, respectively, which have a total limit of $\$ 2,500$.

None of our lines of credit have given us notice of nonrenewal as of March 31, 2024. The lines will continue to automatically renew unless notice of nonrenewal is given by a lender.

Loan with Hanna Holdings, Inc.
This loan was debt acquired in the 339 acquisition which 339 used the loan to originally purchase the property.

- Principal not to exceed $\$ 1,250$
- Secured with a second position mortgage
- $7 \%$ interest rate
- Due in December 2027, but payable with a payoff associated with each lot sale. Interest accrues and is paid upon each payoff of principal, on the principal amount being paid back.


## Secured Deferred Financing Costs

The Company had secured deferred financing costs of \$3 as of March 31, 2024 and 2023.

Borrowings secured by loan assets are summarized below:

|  | March 31, 2024 |  |  |  | December 31, 2023 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Book Value of Loans which Served as Collateral |  | Due from Shepherd's Finance to Loan Purchaser or Lender |  | Book Value of Loans which Served as Collateral |  | Due from Shepherd's Finance to Loan Purchaser or Lender |  |
| Loan Purchaser |  |  |  |  |  |  |  |  |
| Builder Finance | \$ | 10,036 | \$ | 7,301 | \$ | 7,615 | \$ | 5,770 |
| S.K. Funding |  | 16,915 |  | 6,500 |  | 7,358 |  | 6,500 |
|  |  |  |  |  |  |  |  |  |
| Lender |  |  |  |  |  |  |  |  |
| Shuman |  | 378 |  | 125 |  | 358 |  | 125 |
| Jeff Eppinger |  | 3,370 |  | 1,500 |  | 3,496 |  | 1,500 |
| R. Scott Summers |  | 1,734 |  | 903 |  | 2,177 |  | 1,003 |
| John C. Solomon |  | 1,067 |  | 563 |  | 598 |  | 563 |
| Judith Swanson |  | 9,168 |  | 6,088 |  | 10,038 |  | 5,164 |
|  |  |  |  |  |  |  |  |  |
| Total | \$ | 33,504 | \$ | 22,980 | \$ | 31,640 | S | 20,625 |

## Unsecured Borrowings

Unsecured Notes through the Public Offering ("Notes Program")
The effective interest rate on borrowings through our Notes Program at March 31, 2024 and December 31, 2023 was $9.15 \%$ and $9.01 \%$, respectively, not including the amortization of deferred financing costs.

We generally offer four durations at any given time, ranging from 12 to 48 months from the date of issuance. Our fourth public notes offering, which was declared effective on September 16, 2022, includes a mandatory early redemption option on all Notes, provided that the proceeds are reinvested. In our historical offerings, there were limited rights of early redemption. Our 36-month Note sold in our third public notes offering had a mandatory early redemption option, subject to certain conditions.


The following is a roll forward of deferred financing costs:

|  | Three Months Ended <br> March 31, 2024 |  | Year Ended <br> December 31, 2023 |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deferred financing costs, beginning balance | \$ | 939 | \$ | 835 | \$ | 835 |
| Additions |  | 16 |  | 103 |  | 13 |
| Deferred financing costs, ending balance |  | 955 |  | 939 |  | 848 |
| Less accumulated amortization |  | (758) |  | (703) |  | (530) |
| Deferred financing costs, net | \$ | 197 | \$ | 235 | \$ | 318 |

The following is a roll forward of the accumulated amortization of deferred financing costs:

|  | Three Months Ended <br> March 31, 2024 |  | Year Ended <br> December 31, 2023 |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accumulated amortization, beginning balance | \$ | 703 | \$ | 468 | \$ | 468 |
| Additions |  | 55 |  | 235 |  | 62 |
| Accumulated amortization, ending balance | \$ | 758 | \$ | 703 | \$ | 530 |

## Other Unsecured Debts

Our other unsecured debts are detailed below:

| Loan | $\begin{gathered} \text { Maturity } \\ \text { Date } \end{gathered}$ | Interest <br> Rate ${ }^{(1)}$ | $\begin{gathered} \text { March 31, } \\ 2024 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2023 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unsecured Note with Seven Kings Holdings, Inc. Senior Subordinated | Demand ${ }^{(2)}$ | 9.5\% | \$ | 501 | \$ | 410 |
| Unsecured Line of Credit from Judith Swanson | October 2023 | 10.0\% |  | 912 |  | 1,836 |
| Unsecured Line of Credit from Builder Finance, Inc. |  |  |  |  |  |  |
| Senior Subordinated | January 2024 | 10.0\% |  | 750 |  | 750 |
| Subordinated Promissory Note | April 2024 | 10.0\% |  | 100 |  | 100 |
| Subordinated Promissory Note | February 2025 | 9.0\% |  | 600 |  | 600 |
| Subordinated Promissory Note | March 2026 | 9.75\% |  | 500 |  | 500 |
| Subordinated Promissory Note | December 2027 | 10.0\% |  | 20 |  | 20 |
| Subordinated Promissory Note | February 2024 | 11.0\% |  | - |  | 20 |
| Subordinated Promissory Note | January 2025 | 10.0\% |  | 15 |  | 15 |
| Subordinated Promissory Note | February 2027 | 8.5\% |  | 200 |  |  |
| Subordinated Promissory Note | March 2027 | 10.0\% |  | 26 |  | 26 |
| Subordinated Promissory Note | November 2026 | 9.5\% |  | 200 |  | 200 |
| Subordinated Promissory Note | October 2024 | 10.0\% |  | 700 |  | 700 |
| Subordinated Promissory Note | December 2024 | 10.0\% |  | 100 |  | 100 |
| Subordinated Promissory Note | April 2025 | 10.0\% |  | 202 |  | 202 |
| Subordinated Promissory Note | July 2025 | 8.0\% |  | 100 |  | 100 |
| Subordinated Promissory Note | September 2027 | 10\% |  | 108 |  | 108 |
| Subordinated Promissory Note | October 2025 | 8.0\% |  | 100 |  | 100 |
| Subordinated Promissory Note | December 2025 | 8.0\% |  | 180 |  | 180 |
| Senior Subordinated Promissory Note | March 2026 ${ }^{(3)}$ | 8.0\% |  | 374 |  | 374 |
| Subordinated Promissory Note | August 2026 | 8.0\% |  | 291 |  | 291 |
| Senior Subordinated Promissory Note | July 2026 ${ }^{(4)}$ | 1.0\% |  | 740 |  | 740 |
| Junior Subordinated Promissory Note | July 2026 ${ }^{(4)}$ | 20.0\% |  | 460 |  | 460 |
| Senior Subordinated Promissory Note | October 2024 ${ }^{(4)}$ | 1.0\% |  | 720 |  | 720 |
| Junior Subordinated Promissory Note | October 2024 ${ }^{(4)}$ | 20.0\% |  | 447 |  | 447 |
| Subordinated Promissory Note | March 2029 | 10.0\% |  | 1,320 |  | 1,200 |
| Subordinated Promissory Note | April 2024 | 10.0\% |  | 750 |  | 750 |
| Subordinated Promissory Note | May 2027 | 10.0\% |  | 97 |  | 98 |
| Subordinated Promissory Note | November 2027 | 10.0\% |  | 120 |  | 120 |
| Subordinated Promissory Note | June 2025 | 10.0\% |  | 1,000 |  | - |
| Subordinated Promissory Note | Varies ${ }^{(5)}$ | Prime $+1.5 \%$ |  | 700 |  | - |
|  |  |  | \$ | 12,333 | \$ | $\stackrel{\text { 11,167 }}{ }$ |

(1) Interest rate per annum, based upon actual days outstanding and a 365/366-day year.
(2) Due six months after lender gives notice.
(3) Lender may require us to repay $\$ 20$ of principal and all unpaid interest with 10 days' notice.
(4) These notes were issued to the same holder and, when calculated together, yield a blended rate of $10 \%$ per annum.
(5) Lender may elect to terminate, effective semi-annually as of August 16 and/or February 16 of any given year.

## Preferred Equity and Members' Capital

On April 19, 2024, the Company entered into Amendment No. 4 to the Second Amended and Restated limited Liability Company Agreement ("Fourth Amendment") with an effective date of March 31, 2024 to effect a 100-for-1 unit split of its Series C cumulative preferred units ("Series C Preferred Units") that became effective March 31, 2024. As a result of the split, every Series C Preferred Units, issued and outstanding immediately prior to March 31, 2024, will automatically be reclassified (without any further act) into one hundred Series C Preferred Units.

The Fourth Amendment also increased the maximum number of authorized Series C Preferred Units to 20,000, of which 8,000 are to be issued only pursuant to the Preferred Unit Reinvestment Program. In addition, pursuant to the Fourth Amendment, after six years from the date of investment, instead of being entitled to the right of redemption, the holders of Series C Preferred Units will be entitled to convert all or a portion of the Series C Preferred Units to the common units of the Registrant, on a 1 for 1 basis, after a 12-month waiting period after the notice of conversion is given.

In addition, the Fourth Amendment restricted the right to require the Company to redeem the Series C Preferred Units for cash; therefore, the units were reclassified from mezzanine equity to Members' Capital of $\$ 6,073$ as of March 31, 2024. The Company's redeemable preferred equity was $\$ 4,773$ as of December 31, 2023.

We strive to maintain a reasonable (about $15 \%$ ) balance between (1) preferred equity plus members' capital and (2) total assets. The ratio of preferred equity plus members' capital to total assets was $11.2 \%$ and $10.4 \%$ as of March 31,2024 and December 31, 2023, respectively. We anticipate this ratio to increase as more earnings are retained in 2024 and 2025 and some additional preferred equity may be added.

## Priority of Borrowings

The following table displays our borrowings and a ranking of priority. The lower the number, the higher the priority.

|  | Priority Rank | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Borrowing Source |  |  |  |  |  |
| Purchase and sale agreements and other secured borrowings | 1 | \$ | 24,796 | \$ | 21,196 |
| Secured line of credit from affiliates | 2 |  | 336 |  | 326 |
| Unsecured line of credit (senior) | 3 |  | 1,251 |  | 1,160 |
| Other unsecured debt (senior subordinated) | 4 |  | 1,834 |  | 1,094 |
| Unsecured Notes through our public offering, gross | 5 |  | 21,810 |  | 20,854 |
| Other unsecured debt (subordinated) | 5 |  | 8,341 |  | 8,006 |
| Other unsecured debt (junior subordinated) | 6 |  | 907 |  | 907 |
| Less deferred financing fees |  |  | (200) |  | (238) |
|  |  |  |  |  |  |
| Total |  | \$ | 59,075 | \$ | 53,305 |

## Liquidity and Capital Resources

Our primary liquidity management objective is to meet expected cash flow needs while continuing to service our business and customers. As of March 31, 2024 and December 31, 2023, we had combined loans outstanding of 222 and 236, respectively. In addition, gross loans outstanding were $\$ 56,734$ and $\$ 61,293$ as of March 31, 2024 and December 31, 2023, respectively.

Unfunded commitments to extend credit, which have similar collateral, credit and market risk to our outstanding loans, were $\$ 20,988$ and $\$ 25,263$ as of March 31, 2024 and December 31, 2023, respectively. For off-balance-sheet credit exposures, the estimate of expected credit losses has been presented as a liability on the balance sheet as of March 31, 2024. Other than unfunded commitments, we had no off-balance sheet transactions, nor do we currently have any such arrangements or obligations.

We anticipate originations to begin to lower in 2024 due to higher interest rates which slow the of sales of our customer's homes.
To fund our combined loans, we rely on secured debt, unsecured debt, and equity, which are described in the following table:

| Source of Liquidity | $\begin{gathered} \text { As of } \\ \text { March 31, } 2024 \\ \hline \end{gathered}$ |  | As of <br> December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Secured debt, net of deferred financing costs | \$ | 25,129 | \$ | 21,519 |
| Unsecured debt, net of deferred financing costs | \$ | 33,946 | \$ | 31,786 |
| Equity* | \$ | 8,109 | \$ | 6,767 |
| Cash and cash equivalents | \$ | 925 | \$ | 3,522 |

* Equity includes Members' Capital and Preferred Equity.

As of March 31, 2024 and December 31, 2023, cash, cash equivalents and restricted cash was $\$ 925$ and $\$ 3,552$, respectively.
Secured debt, net of deferred financing costs increased $\$ 3,610$ to $\$ 25,129$ as of March 31,2024 compared to $\$ 21,519$ for the year ended December 31, 2023. The increase in secured debt was due primarily to borrowings pursuant to our loan purchase and sale agreements.

Unsecured debt, net of deferred financing costs increased $\$ 2,160$ to $\$ 33,946$ as of March 31,2024 compared to $\$ 31,786$ as of December $31,2023$.
Equity increased $\$ 1,342$ to $\$ 8,109$ as of March 31,2024 compared to $\$ 6,767$ as of December 31,2023 . The increase was due primarily to contributions from Series C Preferred Equity holders of $\$ 1,200$.

We anticipate an increase in our equity during the nine months subsequent to March 31,2024 , mostly through retained earnings. If we are not able to maintain our equity, we will rely more heavily on raising additional funds through the Notes Program.

The total amount of our debt maturing through year ending December 31, 2024 is $\$ 35,975$, which consists of secured borrowings of $\$ 24,579$ and unsecured borrowings of $\$ 11,396$.

Secured borrowings maturing through the year ending December 31, 2024 significantly consists of loan purchase and sale agreements with two loan purchasers (Builder Finance and S. K. Funding) and six lenders. These secured borrowings are listed as maturing over the next 12 months due primarily to their related demand loan collateral. The following are secured facilities listed as maturing in 2024 with actual maturity and renewal dates:

- Swanson - $\$ 6,088$ automatically renews unless notice given;
- Shuman - $\$ 125$ due July 2024 and automatically renews unless notice is given;
- S. K. Funding - $\$ 4,500$ due July 2024 and automatically renews unless notice is given;
- S. K. Funding - \$2,000 due April 2024 and automatically renews unless notice is given;
- Builder Finance, Inc - $\$ 7,301$ with no expiration date;
- New LOC Agreements - $\$ 2,965$ generally one-month notice and nine months to reduce principal balance to zero;
- Wallach LOC - $\$ 165$ due upon demand;
- Wallach Trust - $\$ 171$ due upon demand; and
- Mortgage Payable - $\$ 14$, with payments due monthly.

Unsecured borrowings due by December 31, 2024, consist of Notes issued pursuant to the Notes Program and other unsecured debt of $\$ 5,716$ and $\$ 5,679$, respectively. To the extent that Notes issued pursuant to the Notes Program are not reinvested upon maturity, we will be required to fund the maturities, which we anticipate funding through the issuance of new Notes in our Notes Program. Historically, approximately $72 \%$ of our Note holders reinvest upon maturity. The $36-$ month Note in our Notes program has a mandatory early redemption option, subject to certain conditions. As of March 31 , 2024 , the 36 -month Notes were $\$ 3,042$. Our other unsecured debt has historically renewed. For more information on other unsecured borrowings, see Note 7 - Borrowings. If other unsecured borrowings are not renewed in the future, we anticipate funding such maturities through investments in our Notes Program.

## Summary

We have the funding available to address the loans we have today, including our unfunded commitments. We anticipate our assets reducing in the remainder of 2024; however, we are prepared for an increase of our assets through the net sources and uses (12-month liquidity) listed above as well as future capital from debt, preferred equity, and regular equity. Our expectation to reduce loan asset balances is subject to changes in the housing market and competition. Although our secured debt is almost entirely listed as currently due because of the underlying collateral being demand notes, the vast majority of our secured debt is either contractually set to automatically renew unless notice is given or, in the case of purchase and sale agreements, has no end date as to when the purchasers will not purchase new loans (although they are never required to purchase additional loans).

## Inflation, Interest Rates, and Housing Starts

Since we are in the housing industry, we are affected by factors that impact that industry. Housing starts impact our customers' ability to sell their homes. Faster sales generally mean higher effective interest rates for us, as the recognition of fees we charge is spread over a shorter period. Slower sales generally mean lower effective interest rates for us. Slower sales also are likely to increase the default rate we experience.

Housing inflation has a positive impact on our operations. When we lend initially, we are lending a percentage of a home's expected value, based on historical sales. If those estimates prove to be low (in an inflationary market), the percentage we loaned of the value actually decreases, reducing potential losses on defaulted loans. The opposite is true in a deflationary housing price market. It is our opinion that values are well above average in many of the housing markets in the U.S. today, and our lending against these values is having more risk than prior years. In some of our markets, prices of sold homes are dropping. This is both because some homes are selling for less and because the average home selling is smaller (more affordable). However, we anticipate significant declines in home values in many markets over the next 12 months.

Interest rates have several impacts on our business. First, rates affect housing (starts, home size, etc.). High long-term interest rates may decrease housing starts, having the effects listed above. Housing starts have been increasing for the last several months, but customers are reporting longer hold times of built product. Higher interest rates will also affect our investors. We believe that there will be a spread between the rate our Notes yield to our investors and the rates the same investors could get on deposits at FDIC insured institutions. We also believe that the spread may need to widen if these rates rise. For instance, if we pay $7 \%$ above average CD rates when CDs are paying $0.5 \%$, when CDs are paying $5 \%$, we may have to have a larger than $7 \%$ difference. This may cause our lending rates, which are based on our cost of funds, to be uncompetitive. High interest rates may also increase builder defaults, as interest payments may become a higher portion of operating costs for the builder. Below is a chart showing three-year U.S. treasury rates and 30-year fixed mortgage rates. The U.S. treasury rates, are used by us here to approximate CD rates. Both the short- and long-term interest rates have risen slightly to historically normal levels.


Housing prices are also generally correlated with housing starts, so that increases in housing starts usually coincide with increases in housing values, and the reverse is generally true. Below is a graph showing single family housing starts from 2000 through today.


Source: U.S. Census Bureau
To date, changes in housing starts, CD rates, and inflation have not had a material impact on our business.

## Off-Balance Sheet Arrangements

As of March 31, 2024, we had no off-balance sheet transactions, nor do we currently have any such arrangements or obligations.

## Financial Statements

The financial statements listed below are contained in this supplement:
Interim Consolidated Balance Sheets as of March 31, 2024 (Unaudited) and December 31, 2023
Interim Consolidated Statements of Operations (Unaudited) for the Three Months Ended March 31, 2024 and 2023
Interim Consolidated Statement of Changes in Members' Capital (Unaudited) for the Three Months Ended March 31, 2024 and 2023
Interim Consolidated Statements of Cash Flows (Unaudited) for the Three Months Ended March 31,2024 and 2023
Notes to Interim Consolidated Financial Statements (Unaudited).

## Shepherd's Finance, LLC <br> Interim Consolidated Balance Sheets

| (in thousands of dollars) | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Cash and cash equivalents | \$ | 925 | \$ | 3,522 |
| Accrued interest receivable |  | 918 |  | 1,171 |
| Loans receivable, net |  | 54,090 |  | 58,130 |
| Real estate investments |  | 11,981 |  | 435 |
| Foreclosed assets, net |  | 2,277 |  | 130 |
| Premises and equipment |  | 823 |  | 828 |
| Other assets |  | 1,443 |  | 618 |
| Total assets | \$ | 72,457 | \$ | 64,834 |
| Liabilities, Redeemable Preferred Equity, and Members' Capital |  |  |  |  |
| Customer interest escrow | \$ | 302 | \$ | 292 |
| Accounts payable and accrued expenses |  | 451 |  | 609 |
| Accrued interest payable |  | 3,778 |  | 3,861 |
| Notes payable secured, net of deferred financing costs |  | 25,129 |  | 21,519 |
| Notes payable unsecured, net of deferred financing costs |  | 33,946 |  | 31,786 |
| Deferred revenue - real estate investments |  | 742 |  | - |
| Total liabilities | \$ | 64,348 | \$ | 58,067 |
|  |  |  |  |  |
| Commitments and Contingencies (Note 10) |  |  |  |  |
| Redeemable Preferred Equity |  |  |  |  |
| Series C preferred equity | \$ | - | \$ | 4,773 |
|  |  |  |  |  |
| Members' Capital |  |  |  |  |
| Series C preferred equity |  | 6,073 |  | - |
| Class A common equity |  | 2,036 |  | 1,994 |
| Members' capital | \$ | 8,109 | \$ | 1,994 |
|  |  |  |  |  |
| Total liabilities, redeemable preferred equity and members' capital | \$ | 72,457 | \$ | $\underline{64,834}$ |

The accompanying notes are an integral part of these interim consolidated financial statements.

## Shepherd's Finance, LLC <br> Interim Consolidated Statements of Operations - Unaudited <br> For the Three Months Ended March 31, 2024 and 2023

| (in thousands of dollars) | March 31, 2024 |  | March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net Interest Income |  |  |  |  |
| Interest and fee income on loans | \$ | 3,003 | \$ | 2,854 |
| Interest expense: |  |  |  |  |
| Interest related to secured borrowings |  | 420 |  | 618 |
| Interest related to unsecured borrowings |  | 881 |  | 785 |
| Interest expense | \$ | 1,301 | \$ | 1,403 |
|  |  |  |  |  |
| Net interest income |  | 1,702 |  | 1,451 |
|  |  |  |  |  |
| Less: Credit loss provision |  | 222 |  | 120 |
| Net interest income after credit loss provision |  | 1,480 |  | 1,331 |
| Non-Interest Income |  |  |  |  |
| Other income | \$ | 15 | \$ | 21 |
| Total non-interest income |  | 15 |  | 21 |
|  |  |  |  |  |
| Income before non-interest expense |  | 1,495 |  | 1,352 |
|  |  |  |  |  |
| Non-Interest Expense |  |  |  |  |
| Selling, general and administrative | \$ | 829 | \$ | 826 |
| Depreciation and amortization |  | 21 |  | 20 |
| Loss on foreclosed assets |  | 201 |  | 36 |
| Total non - interest expense |  | 1,051 |  | 882 |
|  |  |  |  |  |
| Net income | \$ | 444 | \$ | 470 |
|  |  |  |  |  |
| Net income attributable to preferred equity holders |  | 145 |  | 160 |
|  |  |  |  |  |
| Net income attributable to common equity holders | \$ | 299 | \$ | 310 |

The accompanying notes are an integral part of these interim consolidated financial statements.

## Shepherd's Finance, LLC <br> Interim Consolidated Statements of Changes in Members' Capital - Unaudited <br> For the Three Months Ended March 31, 2024 and 2023

| (in thousands of dollars) | Series B Preferred Equity |  | Series C <br> Preferred Equity |  | Class A Common Equity |  | Total <br> Members' Capital |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January 1, 2023 | \$ | 1,900 | \$ |  | \$ | 180 | \$ | 2,080 |
| Cumulative effect of CECL adoption as of January 1, 2023 |  | - |  |  |  | (178) |  | (178) |
| Net income attributable to Common A equity |  |  |  | - |  | 310 |  | 310 |
| Contributions from Common A equity |  | - |  |  |  | 1,460 |  | 1,460 |
| Distributions to Common A equity |  | - |  | - |  | (153) |  | (153) |
| Distributions to Series B preferred equity |  | $(1,900)$ |  | - |  | - |  | $(1,900)$ |
| March 31, 2023 | \$ | - | \$ |  | \$ | 1,619 | \$ | 1,619 |
| January 1, 2024 | \$ | - | \$ | - | \$ | 1,994 | \$ | 1,994 |
| Net income attributable to Common A equity |  | - |  | - |  | 299 |  | 299 |
| Net income attributable to Series C equity |  | - |  | 145 |  | - |  | 145 |
| Contributions from Series C equity |  |  |  | 1,200 |  | - |  | 1,200 |
| Conversion of Series C equity |  | - |  | 4,773 |  | - |  | 4,773 |
| Distributions to Series C equity |  | - |  | (45) |  | - |  | (45) |
| Distributions to Class A equity |  | - |  | - |  | (262) |  | (262) |
| Issuance of Common A equity units |  | - |  | - |  | 5 |  | 5 |
| March 31, 2024 | \$ | - | \$ | 6,073 | \$ | 2,036 | \$ | 8,109 |

The accompanying notes are an integral part of the interim consolidated financial statements.

## Shepherd's Finance, LLC Interim Consolidated Statements of Cash Flows - Unaudited <br> For the Three Months Ended March 31, 2024 and 2023

| (in thousands of dollars) | March 31, 2024 |  | March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operations |  |  |  |  |
| Net income | \$ | 444 | \$ | 470 |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |  |  |
| Amortization of deferred financing costs |  | 54 |  | 62 |
| Provision for credit losses |  | 222 |  | 120 |
| Change in loan origination fees, net |  | (326) |  | 103 |
| Depreciation and amortization |  | 21 |  | 20 |
| Loss on foreclosed assets |  | 201 |  | 36 |
| Deferred revenue - real estate investments |  | 742 |  | - |
| Issuance of Common A equity units |  | 5 |  | - |
| Net change in operating assets and liabilities: |  |  |  |  |
| Other assets |  | (919) |  | 575 |
| Accrued interest receivable |  | 253 |  | (286) |
| Customer interest escrow |  | 10 |  | (252) |
| Accrued interest payable |  | 139 |  | 405 |
| Accounts payable and accrued expenses |  | (158) |  | 740 |
|  |  |  |  |  |
| Net cash provided by operating activities |  | 688 |  | 1,993 |
|  |  |  |  |  |
| Cash flows from investing activities |  |  |  |  |
| Loan originations and principal collections, net |  | $(4,206)$ |  | $(4,596)$ |
| Additions for construction in foreclosed assets |  | (42) |  | (114) |
| Acquisition of 339, net of cash acquired |  | $(2,996)$ |  | - |
| Additions for construction in real estate investments |  | (216) |  | $(1,707)$ |
| Proceeds from sale of real estate investments |  | - |  | 2,367 |
| Proceeds from sale of foreclosed assets |  | - |  | 779 |
|  |  |  |  |  |
| Net cash used in investing activities |  | $(7,460)$ |  | $(3,271)$ |
|  |  |  |  |  |
| Cash flows from financing activities |  |  |  |  |
| Contributions from common A equity holders |  | - |  | 1,460 |
| Contributions from preferred C equity holders |  | 1,200 |  | - |
| Distributions to preferred B equity holders |  | - |  | $(1,900)$ |
| Distributions to preferred C equity holders |  | (45) |  | $(1,214)$ |
| Distributions to common equity holders |  | (262) |  | (153) |
| Proceeds from secured note payable |  | 3,992 |  | 4,452 |
| Repayments of secured note payable |  | $(3,065)$ |  | $(1,726)$ |
| Proceeds from unsecured notes payable |  | 3,959 |  | 92 |
| Redemptions/repayments of unsecured notes payable |  | $(1,588)$ |  | (20) |
| Deferred financing costs paid |  | (16) |  | (13) |
|  |  |  |  |  |
| Net cash provided by financing activities |  | 4,175 |  | 978 |
|  |  |  |  |  |
| Net change in cash and cash equivalents |  | $(2,597)$ |  | (300) |
|  |  |  |  |  |
| Cash and cash equivalents |  |  |  |  |
| Beginning of period |  | 3,522 |  | 4,196 |
| End of period | \$ | 925 | \$ | 3,896 |
|  |  |  |  |  |
| Supplemental disclosure of cash flow information |  |  |  |  |
| Cash paid for interest | \$ | 1,218 | \$ | 1,188 |
|  |  |  |  |  |
| Non-cash investing and financing activities |  |  |  |  |
| Earned by Series B preferred equity holders and distributed to customer interest escrow | \$ | - | \$ | 47 |
| Foreclosed assets transferred from loans receivable, net |  | 2,306 | \$ | - |
| Secured and unsecured notes payable transfers | \$ | 924 | \$ | 251 |
| Accrued interest payable transferred to unsecured notes payable | \$ | 684 | \$ | 190 |

The accompanying notes are an integral part of these interim consolidated financial statements.

## Shepherd's Finance, LLC <br> Notes to Consolidated Financial Statements (unaudited)

Information presented throughout these notes to the consolidated financial statements is in thousands of dollars.

## 1. Description of Business

Shepherd's Finance, LLC and subsidiary (the "Company", "we", or "our") was originally formed as a Pennsylvania limited liability company on May 10, 2007. We are the sole member of one consolidating subsidiary, Shepherd's Stable Investments, LLC. The Company operates pursuant to its Second Amended and Restated Limited Liability Company Agreement by and among Daniel M. Wallach and the other members of the Company effective as of March 16, 2017, and as subsequently amended.

The Company extends commercial loans to residential homebuilders (in 22 states as of March 31, 2024) to:

- construct single family homes,
- develop undeveloped land into residential building lots, and
- purchase and improve for sale older homes.


## 2. Acquisition

Acquisition of 339 Justabout Land Co., LLC
Effective February 15, 2024, the Company completed its acquisition of 339 Justabout Land Co. LLC (" 339 "), in a transaction valued at $\$ 9,122$. The Company paid cash consideration of $\$ 3,000$ plus the amount of our intercompany debt.

The property has since been subdivided into two parcels. One parcel is being developed into 37 lots which should be available for construction of homes starting in the summer of 2024, of which one lot was purchased and is currently owned by Benjamin Marcus Homes, LLC ("BMH"), and the other parcel will be developed into 24 lots, which should be available for construction later this year or early next year ( 36 lots owned by 339 which should be available for construction, the " 60 Lots").

We charge an option fee to BMH for the right to buy the 36 lots owned by 339 . The option fee was $\$ 890$ as of February 15,2024 and the Company will defer the revenue related to the option fee over the twelve months subsequent to the acquisition date. As of March 31, 2024, deferred revenue, real estate investment was $\$ 742$.

The total expected selling price of the lots is approximately $\$ 18,500$. The gross purchase price of approximately $\$ 3,900$ (the "Purchase Price") was then deposited by Mark L. Hoskins and BMH, which they also own, as equity. BMH immediately repaid an intercompany debt to 339 of $\$ 892$, which in turn was returned to the Company, leaving the net investment at $\$ 3,000$. 339 was purchased subject to the debt owed by 339 , which included a first position development loan from the Company, and two subordinate financings from lenders outside of the Company.

The following table summarizes the allocation of purchase price to assets and liabilities acquired in connection with the Company's acquisition of 339 based on fair values as of February 15, 2024.

## Acquisition Consideration

| Gross purchase price | $\$$ |
| :--- | ---: |
| $\left.\begin{array}{ll}\text { Debt of } 339 \text { to the Company } & 3,892 \\ \text { Immediate repayment of previous } 339 \text { owner of intercompany debt } & 6,122 \\ \text { Purchase consideration } & 892) \\ \end{array}\right) .9,122$ |  |

The purchase price has been allocated to the acquired assets and assumed liabilities based on estimated fair values. The table below provides the provisional recording of assets acquired and liabilities assumed as of the acquisition date.

|  | Amounts recognized as of the acquisition date |  |
| :---: | :---: | :---: |
| (in thousands of dollars) |  |  |
| Purchase Consideration | \$ | 9,122 |
|  |  |  |
| Fair value of identified assets acquired: |  |  |
| Cash | \$ | 4 |
| Real estate investments |  | 11,330 |
| Total identifiable assets |  | 11,334 |
|  |  |  |
| Fair value of liabilities assumed: |  |  |
| Current liabilities |  | 462 |
| Other liabilities |  | 1,750 |
| Total liabilities assumed |  | 2,212 |
|  |  |  |
| Net identifiable assets acquired | \$ | 9,122 |

The allocation presented above is based upon management's estimate of the fair values using valuation techniques including appraisals and purchase contracts, as well as estimating completion costs and future interest costs. In estimating the fair value of the identifiable acquired assets and assumed liabilities, the fair value estimates are based on, but not limited to, expected future revenue and cash flows and estimated discount rates. Except for real estate assets, all assets and liabilities are estimated at their historical carrying values, which approximates fair value.

## 3. Fair Value

The Company had no financial instruments measured at fair value on a recurring basis as of March 31, 2024 and December 31, 2023.
The following tables present the balances of non-financial instruments measured at fair value on a non-recurring basis:

|  | March 31, 2024 |  |  |  | Quoted <br> Prices in <br> Active <br> Markets for <br> Identical <br> Assets <br> Level 1 |  | Significant <br> Other <br> Observable <br> Inputs <br> Level 2 |  | Significant Unobservable Inputs Level 3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Amount |  | Estimated <br> Fair Value |  |  |  |  |  |  |  |
| Foreclosed assets, net | \$ | 2,277 | \$ | 2,277 | \$ | - | \$ |  | \$ | 2,277 |
| Impaired loans, net |  | 3,810 |  | 3,810 |  | - |  | - |  | 3,810 |
| Total | \$ | 6,087 | \$ | 6,087 | \$ | - | \$ |  | \$ | 6,087 |
| F-7 |  |  |  |  |  |  |  |  |  |  |


|  |  | ecemb | 31, |  |  |  |  |  |  | icant <br> rvable |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Foreclosed assets, net | \$ | 130 | S | 130 | \$ | - | \$ |  | \$ | 130 |
| Impaired loans, net |  | 82 |  | 82 |  | - |  |  |  | 82 |
| Other impaired loans, net |  | 5,393 |  | 5,393 |  | - |  |  |  | 5,393 |
| Total | \$ | 5,605 | \$ | 5,605 | \$ | - | \$ |  | \$ | 5,605 |

The table below is a summary of fair value estimates for financial instruments:

|  | March 31, 2024 |  |  |  | December 31, 2023 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Amount |  | Estimated <br> Fair Value |  | Carrying Amount |  | Estimated Fair Value |  |
| Financial Assets |  |  |  |  |  |  |  |  |
| Cash, cash equivalents and restricted cash | \$ | 925 | \$ | 925 | \$ | 3,522 | \$ | 3,522 |
| Loan receivable, net |  | 54,090 |  | 54,090 |  | 58,130 |  | 58,130 |
| Accrued interest on loans receivables, net |  | 918 |  | 918 |  | 1,171 |  | 1,171 |
| Financial Liabilities |  |  |  |  |  |  |  |  |
| Customer interest escrow |  | 302 |  | 302 |  | 292 |  | 292 |
| Notes payable secured, net |  | 25,129 |  | 25,129 |  | 21,519 |  | 21,519 |
| Notes payable unsecured, net |  | 33,946 |  | 33,946 |  | 31,786 |  | 31,786 |
| Accrued interest payable |  | 3,778 |  | 3,778 |  | 3,861 |  | 3,861 |

## 4. Real Estate Investment Assets

The following table is a roll forward of real estate investment assets:

|  | Three Months Ended <br> March 31, 2024 |  | Year Ended <br> December 31, 2023 |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 435 | \$ | 660 | \$ | 660 |
| Additions from 339 acquisition |  | 11,330 |  | - |  | - |
| Gain on sale of real estate investments |  | - |  | 10 |  | - |
| Proceeds from the sale of real estate investments |  | - |  | $(2,131)$ |  | $(2,367)$ |
| Additions for construction/development |  | 216 |  | 1,896 |  | 1,707 |
| Ending balance | \$ | $\underline{11,981}$ | \$ | 435 | \$ | - |

## 5. Loans Receivables, net

Financing receivables are comprised of the following:

|  | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Loans receivable, gross | \$ | 56,734 | \$ | 61,293 |
| Less: Deferred loan fees |  | $(1,380)$ |  | $(1,772)$ |
| Less: Deposits |  | $(1,087)$ |  | $(1,056)$ |
| Plus: Deferred origination costs |  | 294 |  | 360 |
| Less: Allowance for credit losses |  | (471) |  | (695) |
| Loans receivable, net | \$ | 54,090 | \$ | 58,130 |

## Commercial Construction and Development Loans

Construction Loan Portfolio Summary
As of March 31, 2024, the Company's portfolio consisted of 211 construction and 8 development loans with 64 borrowers in 22 states.
The following is a summary of our loan portfolio to builders for home construction loans as of March 31, 2024 and December 31, 2023:

| Year | Number of States | Number of Borrowers | Number of Loans | $\begin{gathered} \text { Value of } \\ \text { Collateral }^{(1)} \end{gathered}$ |  | Commitment Amount |  | Gross <br> Amount Outstanding |  | Loan to Value Ratio ${ }^{(2)}$ | Loan Fee |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2024 | 22 | 60 | 211 | \$ | 110,899 | \$ | 71,200 | \$ | 51,867 | $64 \%{ }^{(3)}$ | 5\% |
| 2023 | 20 | 62 | 225 | \$ | 117,169 | \$ | 75,300 | \$ | 51,788 | 64\% ${ }^{(3)}$ | 5\% |

(1) The value is determined by the appraised value.
(2) The loan to value ratio is calculated by taking the commitment amount and dividing by the appraised value.
(3) Represents the weighted average loan to value ratio of the loans.

## Real Estate Development Loan Portfolio Summary

The following is a summary of our loan portfolio to builders for land development as of March 31, 2024 and December 31, 2023:

| Year | Number of States | Number of Borrowers | Number of Loans | Gross Value of Collateral ${ }^{(1)}$ |  | Commitment Amount |  | Gross Amount Outstanding |  | Loan to Value Ratio ${ }^{(2)}$ | Interest Spread ${ }^{(4)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2024 | 6 | 7 | 8 | \$ | 8,042 | \$ | 5,607 | \$ | 4,867 | 61\% ${ }^{(3)}$ | varies |
| 2023 | 6 | 9 | 11 | \$ | 23,873 | \$ | 11,256 | \$ | 9,505 | $40 \%{ }^{(3)}$ | vari |

(1) The value is determined by the appraised value.
(2) The loan to value ratio is calculated by taking the outstanding amount and dividing by the appraised value calculated as described above.
(3) Represents the weighted average loan to value ratio of the loans.
(4) The interest spread varies for the state of Pennsylvania and is 7\% across other states.

The following is a roll forward of our loan receivables, net:

|  | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 58,130 | \$ | 56,650 |
| Originations and modifications |  | 11,440 |  | 58,216 |
| Principal collections |  | $(7,572)$ |  | $(57,895)$ |
| Transferred from loans receivables, net |  | $(8,428)$ |  | - |
| Change in builder deposit |  | (30) |  | (217) |
| Change in allowance for credit losses |  | 224 |  | 1,832 |
| Change in loan fees, net |  | 326 |  | (456) |
|  |  |  |  |  |
| Ending balance | \$ | 54,090 | \$ | 58,130 |

## Credit Quality Information

Effective January 1, 2023, we adopted ASC 326, Financial Instruments-Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments, " which replaced the incurred loss methodology for determining out provision for credit losses and allowance for credit losses with current expected credit loss ("CECL") model. Upon the adoption of ASC 326 the total amount of the allowance for credit losses ("ACL") on loans estimated using the CECL methodology increased $\$ 178$ compared to the total amount of the allowance recorded using the prior incurred loss model.

Based on the Company's size, complexity and historical data the aggregate method or loss-rate method was selected to estimate expected credit losses. An expected loss ratio is applied based on internal historical losses and originations. The aggregate method relies upon the performance of an entire segment of the loan portfolio to best represent the behavior of these specific segments over time. In addition, modified open pool approach was used which utilizes our borrowers credit rankings for both construction and development loans. Internal risk-rating grades are assigned by the Company's management based on an analysis of financial and collateral strength and other credit attributes underlying each loan. Loan grades are A, B and C and Unsecured for both construction and development loans where A and C defines the highest and lowest scores, respectively. Unsecured loans in our portfolio do not hold underlying collateral.

Each loan pool is adjusted for qualitative factors not inherently considered in the quantitative analysis. The qualitative adjustments either increase or decrease the quantitative model estimation. We consider factors that are relevant within the qualitative framework which include the following: lending policy, changes in nature and volume of loans, staff experience, changes in volume and trends of non-performing loans, trends in underlying collateral values, quality of our loan review system and other economic conditions, including inflation.

Our Company construction loans are collateralized by land and real estate while our Company development loans are collateralized by land. Secured nonaccrual loans individually evaluated are also collateralized by land and real estate.

The following table presents the Company's gross loans receivable, commitment value and ACL for each respective credit rank loan pool category as of March 31, 2024:

|  | Loans ReceivableGross |  | $\underset{\text { Value }}{\text { Commitment }}$ |  | ACL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction Loans Collectively Evaluated |  |  |  |  |  |  |
| A Credit Risk | \$ | 41,251 | \$ | 55,581 | \$ | 168 |
| B Credit Risk |  | 6,556 |  | 10,237 |  | 33 |
| C Credit Risk |  | - |  | - |  | - |
| Development Loans Collectively Evaluated |  |  |  |  |  |  |
| A Credit Risk | \$ | 4,073 | \$ | 4,367 | \$ | 2 |
| B Credit Risk |  | 342 |  | 786 |  |  |
| C Credit Risk |  | 452 |  | 454 |  | 18 |
| Secured Nonaccrual Loans Individually Evaluated | \$ | 4,060 | \$ | 5,382 | \$ | 250 |
| Total | \$ | 56,734 | \$ | 76,807 | \$ | 471 |

The following table presents the Company's gross loans receivable, commitment value and ACL for each respective credit rank loan pool category as of December 31, 2023.

|  | Loans ReceivableGross |  | CommitmentValue |  | ACL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction Loans Collectively Evaluated |  |  |  |  |  |  |
| A Credit Risk | \$ | 40,252 | \$ | 59,075 | \$ | 211 |
| B Credit Risk |  | 5,718 |  | 10,339 |  | 32 |
| C Credit Risk |  | - |  | - |  | - |
| Development Loans Collectively Evaluated |  |  |  |  |  |  |
| A Credit Risk | \$ | 8,787 | \$ | 9,793 | \$ | 5 |
| B Credit Risk |  | 172 |  | 511 |  |  |
| C Credit Risk |  | 452 |  | 454 |  | 10 |
| Unsecured Nonaccrual Loans Individually Evaluated | \$ | 86 | \$ | 81 | \$ | 86 |
| Secured Nonaccrual Loans Individually Evaluated | \$ | 5,826 | \$ | 6,303 | \$ | 351 |
| Total | \$ | 61,293 | \$ | 86,556 | \$ | 695 |

The following table presents the amortized cost basis of loans on nonaccrual status and loans past due over 89 days still accruing as of March 31, 2024:


The following table presents the amortized cost basis of loans on nonaccrual status and loans past due over 89 days still accruing as of December 31, 2023:

|  | Nonaccrual with No Allowance for Credit Loss |  | Nonaccrual with Allowance for Credit Loss |  | Loans Past Due Over 89 Days Still Accruing |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Unsecured Nonaccrual Loans Individually Evaluated | \$ |  | \$ | 86 | \$ |
| Secured Nonaccrual Loans Individually Evaluated | \$ | 2,495 | \$ | 3,331 | \$ |
| Total | \$ | 2,495 | \$ | 3,417 | \$ |

[^0]For loans greater than 12 months in age that are individually evaluated, appraisals are ordered and prepared if the current appraisal is greater than 13 months old and construction is greater than $90 \%$ complete. If construction is less than $90 \%$ complete the Company uses the latest appraisal on file. At certain times the Company may choose to use a broker's opinions of value ("BOV") as a replacement for an appraisal if deemed more efficient by management. Appraised values are adjusted down for estimated costs associated with asset disposal. Broker's opinion of selling price, use currently valid sales contracts on the subject property, or representative recent actual closings by the builder on similar properties may be used in place of a broker's opinion of value.

Appraisers are state certified, and are selected by first attempting to utilize the appraiser who completed the original appraisal report. If that appraiser is unavailable or unreasonably expensive, we use another appraiser who appraises routinely in that geographic area. BOVs are created by real estate agents. We try to first select an agent we have worked with, and then, if that fails, we select another agent who works in that geographic area.

In addition, our loan portfolio includes performing, forbearance and nonaccrual loans. The Company's policies with respect to placing loans on nonaccrual and individually evaluated if they are past due greater than 90 days unless management deems the loan an exception. A fair market value analysis is performed and an allowance for credit loss is established based on the results of the analysis.

The following is an aging of our gross loan portfolio as of March 31, 2024:

|  | Gross Loan Value |  | $\begin{gathered} \text { Current } \\ 0-59 \end{gathered}$ |  | Past Due 60-89 |  | Past Due90-179 |  | Past Due180-269 |  | Past Due$>270$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Performing Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| A Credit Risk | \$ | 45,324 | \$ | 45,324 | \$ | - | \$ | - | \$ | - | \$ | - |
| B Credit Risk |  | 6,898 |  | 6,898 |  | - |  | - |  | - |  | - |
| C Credit Risk |  | 452 |  | 452 |  | - |  | - |  | - |  | - |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forbearance Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Secured Nonaccrual loans |  | 1,607 |  | - |  | - |  | 753 |  | - |  | 854 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Secured Loans |  | 2,453 |  | - |  | 623 |  | - |  | 954 |  | 876 |
| Total | \$ | 56,734 | \$ | 52,674 | \$ | 623 | \$ | 753 | \$ | 954 | \$ | 1,730 |

The following is an aging of our gross loan portfolio as of December 31, 2023:

|  | Gross Loan Value |  | $\begin{gathered} \text { Current } \\ 0-59 \\ \hline \end{gathered}$ |  | Past Due 60-89 |  | Past Due90-179 |  | $\begin{aligned} & \text { Past Due } \\ & \mathbf{1 8 0 - 2 6 9} \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { Past Due } \\ >270 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Performing Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| A Credit Risk | \$ | 49,039 | \$ | 49,039 | \$ | - | \$ | - | \$ | - | \$ | - |
| B Credit Risk |  | 5,890 |  | 5,890 |  | - |  | - |  | - |  | - |
| C Credit Risk |  | 452 |  | 452 |  | - |  | - |  | - |  | - |
| Nonaccrual Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Unsecured Loans |  | 86 |  | - |  | - |  | - |  | - |  | 86 |
| Secured Loans |  | 5,826 |  | - |  | 881 |  | 1,497 |  | 1,641 |  | - |
| Total | \$ | $\underline{61,293}$ | \$ | 55,381 | \$ | 881 | \$ | 1,497 | \$ | $\underline{1,641}$ | \$ | 86 |

Below is an aging schedule of loans receivable as of March 31, 2024, on a recency basis:

|  | $\begin{aligned} & \text { No. } \\ & \text { Loans } \end{aligned}$ | Unpaid Balances |  | \% |
| :---: | :---: | :---: | :---: | :---: |
| Current loans (current accounts and accounts on which more than $50 \%$ of an original contract payment was made in the last 59 days) | 198 | \$ | 52,674 | 92.9\% |
| 60-89 days | 14 |  | 623 | 1.1\% |
| 90-179 days | 1 |  | 753 | 1.3\% |
| 180-269 days | 1 |  | 954 | 1.7\% |
| $>270$ days | 5 |  | 1,730 | 3.0\% |
|  |  |  |  |  |
| Subtotal | 219 | \$ | 56,734 | 100.0\% |
|  |  |  |  |  |
| Interest only accounts (Accounts on which interest, deferment, extension and/or default charges were received in the last 60 days) | - | \$ | - | _\% |
|  |  |  |  |  |
| Partial Payment accounts (Accounts on which the total received in the last 60 days was less than $50 \%$ of the original contractual monthly payment. "Total received" to include interest on simple interest accounts, as well as late charges on deferment charges on precomputed accounts.) | - | \$ | - | -\% |
|  |  |  |  |  |
| Total | 219 | \$ | 56,734 | 100.0\% |

Below is an aging schedule of loans receivable as of December 31, 2023, on a recency basis:


Below is an aging schedule of loans receivable as of March 31, 2024, on a contractual basis:


Below is an aging schedule of loans receivable as of December 31, 2023, on a contractual basis:

|  | No. Loans |  | Unpaid Balances | \% |
| :---: | :---: | :---: | :---: | :---: |
| Contractual Terms - All current Direct Loans and Sales Finance |  |  |  |  |
| Contracts with installments past due less than 60 days from due date. | 219 | \$ | 55,381 | 90.4\% |
| 60-89 days | 3 |  | 881 | 1.4\% |
| 90-179 days | 3 |  | 1,497 | 2.4\% |
| 180-269 days | 4 |  | 1,641 | 2.7\% |
| $>270$ days | 7 |  | 1,893 | 3.1\% |
|  |  |  |  |  |
| Subtotal | 236 | \$ | 61,293 | 100.0\% |
|  |  |  |  |  |
| Interest only accounts (Accounts on which interest, deferment, extension and/or default charges were received in the last 60 days) | - | \$ | - | _\% |
|  |  |  |  |  |
| Partial Payment accounts (Accounts on which the total received in the last 60 days was less than $50 \%$ of the original contractual monthly payment. "Total received" to include interest on simple interest accounts, as well as late charges on deferment charges on precomputed accounts.) | - | \$ | - | _\% |
|  |  |  |  |  |
| Total | 236 | \$ | 61,293 | 100.0\% |

## Allowance for Credit Losses on Loans

The following table provides a roll forward of the allowance for credit losses as of March 31, 2024:

|  | Performing Loans |  |  |  |  |  | Nonaccrual loans |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Construction |  |  | Development |  |  | Secured | Unsecured |  |  |
|  |  |  | $\begin{gathered} \mathrm{C} \\ \text { Credit } \\ \text { Risk } \\ \hline \end{gathered}$ |  | B Credit Risk |  |  |  |  |  |
| December 31, 2023 | \$ (211) | (32) | - | (5) | - | (10) | (351) | (86) | \$ | (695) |
| Reclassification of ACL on unfunded commitments | 59 | 19 | - | - | - | - | - | - |  | 78 |
| Charge-offs | - | - | - | - | - | - | 316 | 52 |  | 368 |
| Credit loss provision | (16) | (20) | - | 3 | - | (8) | (215) | 34 |  | (222) |
| March 31,2024 | \$ (168) | (33) |  | (2) | - | (18) | (250) |  | \$ | (471) |

The following table provides a roll forward of the allowance for credit losses as of December 31, 2023:

|  | Performing Loans |  |  |  |  |  | Nonaccrual loans |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Construction |  |  | Development |  |  |  |  |  |  |
|  | A <br> $\begin{array}{c}\text { Credit } \\ \text { Risk }\end{array}$ | $\begin{gathered} \hline \text { B } \\ \text { Credit } \\ \text { Risk } \end{gathered}$ | $\begin{gathered} \hline \mathrm{C} \\ \text { Credit } \\ \text { Risk } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { A } \\ \text { Credit } \\ \text { Risk } \end{gathered}$ |  | $\begin{gathered} \hline \text { C } \\ \text { Credit } \\ \text { Risk } \\ \hline \end{gathered}$ | Secured | Unsecured |  | Total |
| December 31, 2022 | \$ (174) | (66) | (9) | (37) | (2) | (7) | (247) | $(1,985)$ |  | (2,527) |
| Impact of the adoption of ASC 326 | (33) | (1) | (12) | 35 | 2 | (30) | - | (139) |  | (178) |
| Charge-offs | - | - | - | - | - | - | 132 | 2,610 |  | 2,742 |
| Reduction in ACL for loan participations | 5 | - | - | - | - | - |  | - |  | 5 |
| Credit loss provision | (9) | 35 | 21 | (3) | - | 27 | (236) | (572) |  | (737) |
| December 31, 2023 | \$ (211) | (32) | - | (5) | - | (10) | (351) | (86) |  | (695) |

## Allowance for Credit Losses on Unfunded Loan Commitments

Unfunded commitments to extend credit, which have similar collateral, credit and market risk to our outstanding loans, were $\$ 20,073$ and $\$ 25,263$ as of March 31, 2024 and December 31, 2023, respectively. The ACL is calculated at an estimated loss rate on the total commitment value for loans in our portfolio. The ACL on unfunded commitments is calculated as the difference between the ACL on commitment value less the estimated loss rated and the total gross loan value for loans in our portfolio. As of March 31,2024, the ACL for unfunded commitments was $\$ 78$. As of March 31, 2024, we had no offbalance sheet transactions, nor do we currently have any such arrangements or obligations.

## Concentrations

Financial instruments that potentially subject the Company to concentrations of credit risk consist principally of loans receivable. Our concentration risks for our top three customers listed by geographic real estate market are summarized in the table below:

|  | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Borrower City | $\begin{gathered} \text { Percent of } \\ \text { Loan } \\ \text { Commitments } \end{gathered}$ | Borrower City | $\begin{gathered} \hline \text { Percent of } \\ \text { Loan } \\ \text { Commitments } \end{gathered}$ |
| Highest concentration risk | Pittsburgh, PA | 28\% | Pittsburgh, PA | 29\% |
| Second highest concentration risk | Palm Bay, FL | 7\% | Cape Coral, FL | 7\% |
| Third highest concentration risk | Cape Coral, FL | 6\% | Palm Bay, FL | 6\% |

## 6. Foreclosed Assets

The following table is our roll forward of foreclosed assets:

|  | Three Months <br> Ended <br> March 31, 2024 |  | Year Ended <br> December 31, 2023 |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 130 | \$ | 1,582 | \$ | 1,582 |
| Transferred from loans receivables, net |  | 2,306 |  | - |  | - |
| Additions for construction in foreclosed assets |  | 42 |  | 125 |  | 114 |
| Sale proceeds |  | - |  | $(1,549)$ |  | (779) |
| Loss on sale of foreclosed assets |  | - |  | (34) |  | (34) |
| Gain on sale of foreclosed assets |  | - |  | 8 |  | - |
| Loss on foreclosure of assets |  | (159) |  | - |  | - |
| Impairment loss on foreclosed assets |  | (42) |  | (2) |  | (2) |
| Ending balance | \$ | 2,277 | \$ | 130 | \$ | 881 |

## 7. Borrowings

The following table displays our borrowings and a ranking of priority:

|  | Priority Rank | March 31, 2024 |  | December 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Borrowing Source |  |  |  |  |  |
| Purchase and sale agreements and other secured borrowings | 1 | \$ | 24,796 | \$ | 21,196 |
| Secured line of credit from affiliates | 2 |  | 336 |  | 326 |
| Unsecured line of credit (senior) | 3 |  | 1,251 |  | 1,160 |
| Other unsecured debt (senior subordinated) | 4 |  | 1,834 |  | 1,094 |
| Unsecured Notes through our public offering, gross | 5 |  | 21,810 |  | 20,854 |
| Other unsecured debt (subordinated) | 5 |  | 8,341 |  | 8,006 |
| Other unsecured debt (junior subordinated) | 6 |  | 907 |  | 907 |
| Less deferred financing fees |  |  | (200) |  | (238) |
| Total |  | \$ | 59,075 | \$ | 53,305 |

The following table shows the maturity of outstanding debt as of March 31, 2024:

| Year Maturing | Total Amount Maturing |  | Public Offering |  | Other Unsecured |  | Secured Borrowings |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2024 | \$ | 34,725 | \$ | 5,717 | \$ | 5,679 | \$ | 23,329 |
| 2025 |  | 9,074 |  | 6,857 |  | 2,198 |  | 19 |
| 2026 |  | 3,945 |  | 1,360 |  | 2,565 |  | 20 |
| 2027 |  | 7,327 |  | 5,485 |  | 571 |  | 1,271 |
| 2028 |  | 2,413 |  | 2,391 |  | - |  | 22 |
| 2029 and thereafter |  | 1,791 |  | - |  | 1,320 |  | 471 |
| Total | \$ | 59,275 | \$ | 21,810 | \$ | 12,333 | \$ | 25,132 |

## Secured Borrowings

## Lines of Credit

As of March 31, 2024 and December 31, 2023, the Company had $\$ 336$ and $\$ 327$ borrowed against its lines of credit from affiliates, respectively, which have a total limit of $\$ 2,500$.

None of our lines of credit have given us notice of nonrenewal as of March 31, 2024. The lines will continue to automatically renew unless notice of nonrenewal is given by a lender.

## Loan with Hanna Holdings, Inc.

This loan was debt acquired in the 339 acquisition which 339 used the loan to originally purchase the property.

- Principal not to exceed $\$ 1,250$
- Secured with a second position mortgage
- $7 \%$ interest rate
- Due in December 2027, but payable with a payoff associated with each lot sale. Interest accrues and is paid upon each payoff of principal, on the principal amount being paid back.


## Secured Deferred Financing Costs

The Company had secured deferred financing costs of \$3 as of March 31, 2024 and December 31, 2023.

## Secured Borrowings Secured by Loan Assets

Borrowings secured by loan assets are summarized below:

|  | March 31, 2024 |  |  |  | December 31, 2023 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Book Value of Loans which Served as Collateral |  | Due from Shepherd's Finance to Loan Purchaser or Lender |  | Book Value of Loans which Served as Collateral |  | Due fromShepherd'sFinance to LoanPurchaser orLender |  |
| Loan Purchaser |  |  |  |  |  |  |  |  |
| Builder Finance | \$ | 10,036 | \$ | 7,301 | \$ | 7,615 | \$ | 5,770 |
| S.K. Funding |  | 16,915 |  | 6,500 |  | 7,358 |  | 6,500 |
| Lender |  |  |  |  |  |  |  |  |
| Shuman |  | 378 |  | 125 |  | 358 |  | 125 |
| Jeff Eppinger |  | 3,370 |  | 1,500 |  | 3,496 |  | 1,500 |
| R. Scott Summers |  | 1,734 |  | 903 |  | 2,177 |  | 1,003 |
| John C. Solomon |  | 1,067 |  | 563 |  | 598 |  | 563 |
| Judith Swanson |  | 9,168 |  | 6,088 |  | 10,038 |  | 5,164 |
|  |  |  |  |  |  |  |  |  |
| Total | \$ | $\underline{\text { 33,504 }}$ | \$ | 22,980 | \$ | 31,640 | \$ | $\underline{\text { 20,625 }}$ |

## Unsecured Borrowings

## Unsecured Notes through the Public Offering_("Notes Program")

The effective interest rate on borrowings through our Notes Program at March 31, 2024 and December 31, 2023 was $9.15 \%$ and $9.01 \%$, respectively, not including the amortization of deferred financing costs.

We generally offer four durations at any given time, ranging from 12 to 48 months from the date of issuance. Our fourth public notes offering, which was declared effective on September 16, 2022, includes a mandatory early redemption option on all Notes, provided that the proceeds are reinvested. In our historical offerings, there were limited rights of early redemption. Our 36 -month Note sold in our third public notes offering had a mandatory early redemption option, subject to certain conditions.

The following table is a roll forward of our Notes Program:

|  | Three Months Ended <br> March 31, 2024 |  | Year Ended <br> December 31, 2023 |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Notes outstanding, beginning of period | \$ | 20,854 | \$ | 21,576 | \$ | 21,576 |
| Notes issued |  | 1,349 |  | 1,353 |  | 76 |
| Note repayments / redemptions |  | (393) |  | $(2,075)$ |  | $(1,829)$ |
| Gross Notes outstanding, end of period | \$ | 21,810 | \$ | 20,854 | \$ | 19,823 |
| Less deferred financing costs, net |  | (197) |  | (235) |  | (318) |
| Notes outstanding, net | \$ | 21,613 | \$ | 20,619 | \$ | 19,505 |

The following is a roll forward of deferred financing costs:

|  | $\begin{array}{c}\text { Three Months } \\ \text { Ended } \\ \text { March 31, 2024 }\end{array}$ |  |  | $\begin{array}{c}\text { Year Ended } \\ \text { December 31, 2023 }\end{array}$ |  |
| :--- | :--- | ---: | :--- | ---: | :--- | \(\left.\begin{array}{c}Three Months <br>

Ended <br>
March 31, 2023\end{array}\right]\)

The following is a roll forward of the accumulated amortization of deferred financing costs:

|  | Three Months Ended <br> March 31, 2024 |  | $\begin{gathered} \text { Year Ended } \\ \text { December 31, } 2023 \\ \hline \end{gathered}$ |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accumulated amortization, beginning balance | \$ | 703 | \$ | 468 | \$ | 468 |
| Additions |  | 55 |  | 235 |  | 62 |
| Accumulated amortization, ending balance | \$ | 758 | \$ | 703 | \$ | 530 |

[^1]
## Other Unsecured Debts

Our other unsecured debts are detailed below:

| Loan | Maturity Date | Interest <br> Rate ${ }^{(1)}$ | $\begin{gathered} \text { March 31, } \\ 2024 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2023 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unsecured Note with Seven Kings Holdings, Inc. Senior |  |  |  |  |  |  |
| Subordinated | Demand ${ }^{(2)}$ | 9.5\% | \$ | 501 | \$ | 410 |
| Unsecured Line of Credit from Judith Swanson | October 2023 | 10.0\% |  | 912 |  | 1,836 |
| Unsecured Line of Credit from Builder Finance, Inc. Senior |  |  |  |  |  |  |
| Subordinated | January 2024 | 10.0\% |  | 750 |  | 750 |
| Subordinated Promissory Note | April 2024 | 10.0\% |  | 100 |  | 100 |
| Subordinated Promissory Note | February 2025 | 9.0\% |  | 600 |  | 600 |
| Subordinated Promissory Note | March 2026 | 9.75\% |  | 500 |  | 500 |
| Subordinated Promissory Note | December 2027 | 10.0\% |  | 20 |  | 20 |
| Subordinated Promissory Note | February 2024 | 11.0\% |  | - |  | 20 |
| Subordinated Promissory Note | January 2025 | 10.0\% |  | 15 |  | 15 |
| Subordinated Promissory Note | February 2027 | 8.5\% |  | 200 |  | - |
| Subordinated Promissory Note | March 2027 | 10.0\% |  | 26 |  | 26 |
| Subordinated Promissory Note | November 2026 | 9.5\% |  | 200 |  | 200 |
| Subordinated Promissory Note | October 2024 | 10.0\% |  | 700 |  | 700 |
| Subordinated Promissory Note | December 2024 | 10.0\% |  | 100 |  | 100 |
| Subordinated Promissory Note | April 2025 | 10.0\% |  | 202 |  | 202 |
| Subordinated Promissory Note | July 2025 | 8.0\% |  | 100 |  | 100 |
| Subordinated Promissory Note | September 2027 | 10\% |  | 108 |  | 108 |
| Subordinated Promissory Note | October 2025 | 8.0\% |  | 100 |  | 100 |
| Subordinated Promissory Note | December 2025 | 8.0\% |  | 180 |  | 180 |
| Senior Subordinated Promissory Note | March 2026 ${ }^{(3)}$ | 8.0\% |  | 374 |  | 374 |
| Subordinated Promissory Note | August 2026 | 8.0\% |  | 291 |  | 291 |
| Senior Subordinated Promissory Note | July $2026^{(4)}$ | 1.0\% |  | 740 |  | 740 |
| Junior Subordinated Promissory Note | July 2026 ${ }^{(4)}$ | 20.0\% |  | 460 |  | 460 |
| Senior Subordinated Promissory Note | October 2024 ${ }^{(4)}$ | 1.0\% |  | 720 |  | 720 |
| Junior Subordinated Promissory Note | October 2024 ${ }^{(4)}$ | 20.0\% |  | 447 |  | 447 |
| Subordinated Promissory Note | March 2029 | 10.0\% |  | 1,320 |  | 1,200 |
| Subordinated Promissory Note | April 2024 | 10.0\% |  | 750 |  | 750 |
| Subordinated Promissory Note | May 2027 | 10.0\% |  | 97 |  | 98 |
| Subordinated Promissory Note | November 2027 | 10.0\% |  | 120 |  | 120 |
| Subordinated Promissory Note | June 2025 | 10.0\% |  | 1,000 |  | - |
| Subordinated Promissory Note | Varies ${ }^{(5)}$ | Prime $+1.5 \%$ |  | 700 |  | - |
|  |  |  | \$ | 12,333 | \$ | 11,167 |

(1) Interest rate per annum, based upon actual days outstanding and a 365/366-day year.
(2) Due six months after lender gives notice.
(3) Lender may require us to repay $\$ 20$ of principal and all unpaid interest with 10 days' notice.
(4) These notes were issued to the same holder and, when calculated together, yield a blended rate of $10 \%$ per annum.
(5) Lender may elect to terminate, effective semi-annually as of August 16 and/or February 16 of any given year.

## 8. Interest Escrow

Below is a roll forward of interest escrow:

|  | Three Months Ended <br> March 31, 2024 |  | Year Ended <br> December 31, 2023 |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 292 | \$ | 766 | \$ | 766 |
| Preferred equity dividends |  | - |  | 47 |  | 47 |
| Additions from Pennsylvania loans |  | 408 |  | 654 |  | 17 |
| Additions from other loans |  | 159 |  | 538 |  | 84 |
| Interest, fees, principal or repaid to borrower |  | (557) |  | $(1,713)$ |  | (353) |
| Ending balance | \$ | 302 | \$ | 292 | \$ | 561 |

## 9. Series C Preferred Equity

On April 19, 2024, the Company entered into Amendment No. 4 to the Second Amended and Restated limited Liability Company Agreement ("Fourth Amendment") with an effective date of March 31, 2024 to effect a 100 -for-1 unit split of its Series C cumulative preferred units ("Series C Preferred Units") that became effective March 31, 2024. As a result of the split, every Series C Preferred Units, issued and outstanding immediately prior to March 31, 2024, will automatically be reclassified (without any further act) into one hundred Series C Preferred Units.

The Fourth Amendment also increased the maximum number of authorized Series C Preferred Units to 20,000, of which 8,000 are to be issued only pursuant to the Preferred Unit Reinvestment Program. In addition, pursuant to the Fourth Amendment, after six years from the date of investment, instead of being entitled to the right of redemption, the holders of Series C Preferred Units will be entitled to convert all or a portion of the Series C Preferred Units to the common units of the Registrant, on a 1 for 1 basis, after a 12 -month waiting period after the notice of conversion is given.

In addition, the Fourth Amendment restricted the right to require the Company to redeem the Series C Preferred Units for cash; therefore, the units were reclassified from mezzanine equity to Members' Capital of $\$ 6,073$ as of March 31, 2024. The Company's redeemable preferred equity was $\$ 4,773$ as of December 31, 2023.

The Series C Preferred Units have a fixed value which is their purchase price and preferred liquidation and distribution rights. Yearly distributions of $12 \%$ of the Series C Preferred Units' value will be made on a quarterly basis.

Roll forward of Series C Preferred Equity:

|  | Three Months Ended March 31, 2024 |  | $\begin{gathered} \text { Year Ended } \\ \text { December 31, } 2023 \\ \hline \end{gathered}$ |  | Three Months Ended <br> March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning balance | \$ | 4,773 | \$ | 5,725 | \$ | 5,725 |
| Additions from new investment |  | 1,200 |  | - |  | - |
| Distributions |  | (45) |  | $(1,539)$ |  | $(1,214)$ |
| Additions from reinvestments |  | 145 |  | 587 |  | 160 |
| Ending balance | \$ | 6,073 | \$ | 4,773 | \$ | 4,671 |

The following table shows the earliest conversion options for investors in Series C Preferred Equity as of March 31, 2024:

| Year Maturing | Total Amount <br> Convertible |  |
| :--- | ---: | ---: |
|  | $\$$ | 2,539 |
| 2024 | 526 |  |
| 2025 | 309 |  |
| 2026 | 1,291 |  |
| 2027 | 206 |  |
| 2028 |  | 1,202 |
| 2029 and thereafter | $\$$ | 6,073 |

## 10. Related Party Transactions

As of March 31, 2024, the Company had $\$ 1,079, \$ 85$, and $\$ 1,000$ available to borrow against the line of credit from Daniel M. Wallach (our Chief Executive Officer and Chairman of the Board of Managers) and his wife, the line of credit from the 2007 Daniel M. Wallach Legacy Trust, and the line of credit from William Myrick (our Executive Vice President), respectively.

As of March 31, 2024, the Company had other unsecured debt of $\$ 700$ with an interest rate of prime plus $1.5 \%$ with Sheldon Investment, LLC, which is related to Gregory Sheldon who is a member of our Board of Managers. Sheldon Investment, LLC may elect to terminate the debt, effective semi-annually as of August 16 and/or February 16 of any given year. For the quarters ended March 31, 2024 and 2023, interest expense was $\$ 20$ and $\$ 0$, respectively.

A more detailed description is included in Note 7 to the 2023 Financial Statements. These borrowings are included in notes payable secured, net of deferred financing costs on the interim consolidated balance sheet.

## 11. Commitments and Contingencies

Unfunded commitments to extend credit, which have similar collateral, credit risk, and market risk to our outstanding loans, were $\$ 20,073$ and $\$ 25,263$ at March 31, 2024 and December 31, 2023, respectively.

## 12. Selected Quarterly Consolidated Financial Data (Unaudited)

|  | $\begin{gathered} \text { Quarter } 1 \\ 2024 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Quarter } 4 \\ 2023 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Quarter } 3 \\ 2023 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Quarter } 2 \\ 2023 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Quarter } 1 \\ 2023 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest and fee income | \$ | 1,702 | \$ | 1,606 | \$ | 1,464 | \$ | 1,509 | \$ | 1,451 |
| Credit loss provision |  | 222 |  | 443 |  | 131 |  | 43 |  | 120 |
| Net interest income after loan loss provision |  | 1,480 |  | 1,163 |  | 1,333 |  | 1,466 |  | 1,331 |
| Gain on sale of foreclosed assets |  | - |  | - |  | - |  | 8 |  | - |
| Gain on the sale of real estate assets |  | - |  | - |  | - |  | 10 |  | - |
| Dividend or other income |  | 15 |  | 24 |  | 16 |  | 19 |  | 21 |
| SG\&A expense |  | 829 |  | 662 |  | 591 |  | 617 |  | 826 |
| Depreciation and amortization |  | 21 |  | 20 |  | 21 |  | 20 |  | 20 |
| Loss on foreclosed assets |  | 201 |  | 9 |  | - |  | (9) |  | 36 |
| Net income | \$ | 444 | \$ | 496 | \$ | 737 | \$ | 875 | \$ | 470 |

## 13. Non-Interest Expense Detail

The following table displays our selling, general and administrative expenses:

|  | For the Three Months Ended March 31, 2024 |  | For the Three Months Ended March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: |
| Selling, general and administrative expenses |  |  |  |  |
| Legal and accounting | \$ | 120 | \$ | 163 |
| Salaries and related expenses |  | 490 |  | 465 |
| Board related expenses |  | 27 |  | 27 |
| Advertising |  | 34 |  | 5 |
| Rent and utilities |  | 28 |  | 17 |
| Loan and foreclosed asset expenses |  | 19 |  | 41 |
| Travel |  | 45 |  | 32 |
| Other |  | 66 |  | 76 |
| Total SG\&A | \$ | 829 | \$ | 826 |

## 14. Subsequent Events

Management of the Company has evaluated subsequent events through May 15, 2024, the date these interim consolidated financial statements were issued.


[^0]:    F-11

[^1]:    F-18

