

**LIIF's Lending Portfolio
Portfolio by Loan Product**

Region	FY14		FY15		FY16		FY17		FY18		FY19	
	Total	%	Total	%	Total	%	Total	%	Total	%	Total	%
Acquisition	\$36,712,786	18.2%	\$29,047,034	12.6%	\$58,539,895	20.6%	\$70,692,000	21.5%	\$107,756,433	25.4%	\$120,118,808	27.2%
Construction / Mini Perm	\$63,973,622	31.8%	\$71,708,175	31.2%	\$72,557,059	25.5%	\$80,940,874	24.6%	\$91,375,580	21.6%	\$110,593,295	25.0%
Construction / Permanent	\$17,801,914	8.8%	\$12,702,109	5.5%	\$13,355,083	4.7%	\$26,090,386	7.9%	\$29,977,424	7.1%	\$10,351,726	2.3%
Construction	\$30,011,505	14.9%	\$47,299,643	20.6%	\$49,075,064	17.3%	\$55,306,867	16.8%	\$62,827,667	14.8%	\$56,363,940	12.7%
Mini Perm	\$45,014,126	22.3%	\$52,271,219	22.7%	\$44,420,677	15.6%	\$52,670,064	16.0%	\$68,876,049	16.2%	\$50,997,056	11.5%
Permanent	\$5,496,770	2.7%	\$11,440,538	5.0%	\$35,756,591	12.6%	\$34,346,719	10.4%	\$45,027,724	10.6%	\$68,063,113	15.4%
Predevelopment	\$126,149	0.1%	\$5,526,154	2.4%	\$6,375,962	2.2%	\$4,809,734	1.5%	\$7,667,652	1.8%	\$8,490,036	1.9%
Other	\$2,287,500	1.1%	\$0	0.0%	\$4,173,523	1.5%	\$4,345,114	1.3%	\$10,442,842	2.5%	\$17,103,078	3.9%
Total	\$201,424,373	100.0%	\$229,994,872	100.0%	\$284,253,853	100.0%	\$329,201,757	100.0%	\$423,951,371	100.0%	\$442,081,052	100.0%