



MOLDAW
INSPIRED LIVING FOR GENERATIONS

Taube Koret Campus for Jewish Life



LCS®

\$71,345,000

California Statewide Communities
Development Authority
Revenue Refunding Bonds, Series 2014A
(899 Charleston Project)

CUSIPs:

13080SCY8

13080SCZ5

13080SDA9

13080SDB7

13080SDC5

13080SDD3

Annual Financial Disclosure Report
For the Year Ending June 30, 2022

Filing Date: October 28, 2022

Filed by:

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Authorized Representative Certification

Based upon Audited

June 30, 2022 Financial Statements

Moldaw Residences

Authorized Representative Semi-Annual Certification June 30, 2022

\$71,345,000 California Statewide Communities Development Authority Revenue Refunding Bonds (899 Charleston Project) Series 2014A

Section 3.7 (c) and 3.13 of the Master Trust Indenture

Pursuant to Section 3.7 (c) and 3.13 of the Master Trust Indenture, the undersigned hereby certifies that:

1. They are an "Authorized Representative" as defined in Section 1.1 of the Master Trust Indenture;
2. This certificate is given in connection with the semiannual period ending June 30, 2022;
3. The Long-Term Debt Service Coverage Ratio calculated for the semiannual period ending June 30, 2022 is .81, compared to the required minimum ratio of 1.25;
4. The Days Cash on Hand calculated as of June 30, 2022 is 510, compared to the required minimum of 180 days;
5. The Annual Disclosure Report, including the audited financial statements of Moldaw Residences for the semiannual period ending June 30, 2022 have been provided to the Trustee. The above calculations have been based upon these audited financial statements;
6. To the best of my knowledge, as of the date hereof, Moldaw Residences is not in default in the performance of any covenant contained in the Master Trust Indenture.

Dated: October 28, 2022

Signed:



Print:

Elyse Gerson, Executive Director

899 Charleston
(dba Moldaw Residences)

Debt Service Coverage Ratio

Days Cash on Hand

June 30, 2022

Moldaw Residences

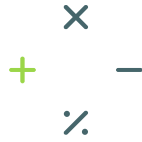
Operating Ratios

Jun-22

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Net Income	\$ (4,262,466)
Future Service Obligation	\$ (1,115,724)
Net Assets Released	\$ 136,612
Amortization Income	\$ (2,088,843)
Development Income	\$ (35,315)
Interest Income	\$ (69,088)
Unrealized Gain/Loss on investments	\$ 120,892
 Amortization Expense	 \$ 53,099
Depreciation Expense	\$ 3,562,817
Interest Expense - Non Operating	\$ 3,226,748
Casualty Losses	\$ 26,282
Extraordinary Loss	\$ 235,180
Transition Costs	\$ 37,359
Miscellaneous Expense	\$ 3,307
Adjusted Net Income	\$ (169,140)
 Entrance Fees	 \$ 14,652,499
Repayments	\$ (10,856,880)
Net Entrance Fees	\$ 3,795,619
 Revenue For Debt Service	 \$ 3,626,479
Debt Service	\$ 4,449,831
Debt Service Coverage Ratio	0.81
 Required Debt Service Coverage Ratio	 1.25
 Cash on Hand	 \$ 21,788,008
 Total Operating Expenses	 \$ 12,381,401
Add: Interest Expense	\$ 3,226,752
 Net Operating Expenses	 \$ 15,608,153
Average Daily Expenses 365 Days	\$ 42,762
Days Cash on Hand (Actual)	510
 Day Cash on Hand Requirement	 180

Audited Financial Statements

June 30, 2022



*Report of Independent Auditors and
Financial Statements*

**899 Charleston
dba Moldaw Residences**

June 30, 2022 and 2021

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Report of Independent Auditors

The Board of Trustees
899 Charleston dba Moldaw Residences

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of 899 Charleston dba Moldaw Residences, which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of revenues and expenses, changes in net deficit, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of 899 Charleston dba Moldaw Residences as of June 30, 2022 and 2021, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of 899 Charleston dba Moldaw Residences and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about 899 Charleston dba Moldaw Residences' ability to continue as a going concern within one year after the date that the financial statements are issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of 899 Charleston dba Moldaw Residences' internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about 899 Charleston dba Moldaw Residences' ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control–related matters that we identified during the audit.

The image shows a handwritten signature in black ink that reads "Moss Adams LLP". The signature is written in a cursive, flowing style.

San Francisco, California
October 26, 2022

Financial Statements

899 Charleston dba Moldaw Residences
Statements of Financial Position
June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 8,017,129	\$ 11,034,065
Investments	13,755,879	13,828,646
Accounts receivable	41,054	49,452
Notes receivable	5,244	4,545
Interest receivable	15,000	10,546
Related party receivables	35,316	158,917
Prepaid expenses and other current assets	183,278	490,503
Other receivables	<u>286,504</u>	<u>329,243</u>
Total current assets	22,339,404	25,905,917
DEBT SERVICE FUND	4,421,822	4,428,299
DEPOSITS HELD BY HOME OWNERS ASSOCIATION	639,929	489,021
PROPERTY AND EQUIPMENT, net	100,840,564	103,162,232
BENEFICIAL INTEREST IN JEWISH HOME & SENIOR LIVING FOUNDATION	<u>8,221,046</u>	<u>9,502,395</u>
Total assets	<u><u>\$ 136,462,765</u></u>	<u><u>\$ 143,487,864</u></u>

899 Charleston dba Moldaw Residences
Statements of Financial Position (Continued)
June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
LIABILITIES AND NET DEFICIT		
CURRENT LIABILITIES		
Accounts payable	\$ 587,124	\$ 1,647,072
Entrance fee refund payable	4,256,000	4,089,752
Accrued liabilities	534,146	898,159
Deferred monthly fees	50,435	-
Refundable deposits	734,752	807,770
Related party payable	5,302	7,557
Loans payable, current portion	300,000	300,000
Bonds payable, current portion	<u>1,030,000</u>	<u>980,000</u>
Total current liabilities	7,497,759	8,730,310
LOANS PAYABLE, net of current portion	4,375,265	4,247,371
BONDS PAYABLE, net of current portion	63,156,285	64,186,344
REFUNDABLE ENTRANCE FEES	105,492,841	103,928,154
DEFERRED REVENUE FROM ENTRANCE FEES	7,301,493	7,199,324
FUTURE SERVICE BENEFIT OBLIGATION	<u>-</u>	<u>1,115,724</u>
Total liabilities	<u>187,823,643</u>	<u>189,407,227</u>
NET DEFICIT		
Without donor restrictions	(59,841,564)	(55,579,098)
With donor restrictions	<u>8,480,686</u>	<u>9,659,735</u>
Total net deficit	<u>(51,360,878)</u>	<u>(45,919,363)</u>
Total liabilities and net deficit	<u><u>\$ 136,462,765</u></u>	<u><u>\$ 143,487,864</u></u>

899 Charleston dba Moldaw Residences
Statements of Revenues and Expenses
Years Ended June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
OPERATING REVENUES		
Resident fees	\$ 11,947,650	\$ 12,564,432
Amortization of entrance fees	2,088,845	2,608,330
Fees for services and other income	128,025	591,034
Investment (loss) income	(51,822)	6,168
Government grant revenue	-	1,022,015
Contributions without donor restrictions	25,226	13,159
Net assets released from restrictions - satisfaction of purpose	136,612	130,141
Changes in future service benefit obligation	<u>1,115,724</u>	<u>(1,115,724)</u>
Total operating revenues	<u>15,390,260</u>	<u>15,819,555</u>
EXPENSES		
Salaries and wages	5,608,717	4,401,679
Employee benefits and payroll taxes	1,408,127	1,225,146
Contract services and professional fees	3,906,207	2,834,405
Supplies, utilities, and maintenance	1,442,424	1,938,488
Interest	3,226,751	3,611,269
Depreciation	3,562,817	3,665,256
Other	<u>497,683</u>	<u>1,190,507</u>
Total expenses	<u>19,652,726</u>	<u>18,866,750</u>
DEFICIT OF REVENUES OVER EXPENSES	<u><u>\$ (4,262,466)</u></u>	<u><u>\$ (3,047,195)</u></u>

899 Charleston dba Moldaw Residences
Statements of Changes in Net Deficit
Years Ended June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
NET DEFICIT WITHOUT DONOR RESTRICTIONS		
Deficit of revenues over expenses	\$ (4,262,466)	\$ (3,047,195)
Changes in net deficit without donor restrictions	<u>(4,262,466)</u>	<u>(3,047,195)</u>
NET ASSETS WITH DONOR RESTRICTIONS		
Contributions	102,300	159,698
Net assets released from restrictions - satisfaction of purpose	(136,612)	(130,141)
Changes in beneficial interest in Jewish Home & Senior Living Foundation	<u>(1,144,737)</u>	<u>1,523,780</u>
Changes in net assets with donor restrictions	<u>(1,179,049)</u>	<u>1,553,337</u>
CHANGES IN NET DEFICIT	(5,441,515)	(1,493,858)
NET DEFICIT, beginning of year	<u>(45,919,363)</u>	<u>(44,425,505)</u>
NET DEFICIT, end of year	<u><u>\$ (51,360,878)</u></u>	<u><u>\$ (45,919,363)</u></u>

899 Charleston dba Moldaw Residences
Statements of Cash Flows
Years Ended June 30, 2022 and 2021

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from resident fees	\$ 11,956,048	\$ 12,733,119
Cash received from services and other income	103,788	566,891
Interest income received	64,635	81,863
Cash received from contributions and grants	25,226	1,035,174
Cash paid for interest on long-term debt	(3,463,224)	(3,494,574)
Cash paid to suppliers, employees and others	(13,144,444)	(11,413,868)
Net cash used in operating activities	(4,457,971)	(491,395)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property and equipment	(1,392,057)	(1,821,346)
Purchase of investments	(1,600,000)	(5,280,739)
Proceeds from sale of investments	1,551,856	6,400,753
Changes in refundable deposits	(73,018)	(163,830)
Decrease in interest receivable	(4,454)	22,635
Investments earnings transfer from Jewish Home & Senior Living Foundation	136,612	110,699
Net cash used in investing activities	(1,381,061)	(731,828)
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments of bond principal	(980,000)	(935,000)
Payments of loan principal	-	(300,000)
Entrance fees received	14,652,499	7,771,900
Entrance fees refunded	(10,856,880)	(5,487,435)
Net cash provided by financing activities	2,815,619	1,049,465
NET CHANGES IN CASH, CASH EQUIVALENTS, AND RESTRICTED CASH	(3,023,413)	(173,758)
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH, beginning of year	15,462,364	15,636,122
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH, end of year	\$ 12,438,951	\$ 15,462,364

899 Charleston dba Moldaw Residences
Statements of Cash Flows (Continued)
Years Ended June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
RECONCILIATION OF CHANGES IN NET DEFICIT TO NET CASH		
USED IN OPERATING ACTIVITIES		
Changes in net deficit	\$ (5,441,515)	\$ (1,493,858)
Adjustments to reconcile changes in net deficit to net cash		
used in operating activities:		
Amortization of entrance fees	(2,088,845)	(2,608,330)
Amortization of bond issuance costs	53,096	53,096
Amortization of bond premium	(53,155)	(56,503)
Amortization of loan discount	127,894	127,895
Unrealized loss on investments	120,911	53,060
Depreciation	3,562,817	3,665,256
Changes in beneficial interest in Jewish Home &		
Senior Living Foundation	1,144,737	(1,523,780)
Changes in future service benefit obligation	(1,115,724)	1,115,724
Changes in operating assets and liabilities:		
Increase in accounts receivable	8,398	57,988
Decrease (increase) in prepaid expenses and		
other current assets	307,225	(369,279)
Increase in deposits held by home owners association	-	(1,025)
Decrease (increase) in related party and other receivables	166,340	(300,820)
(Decrease) increase in accounts payable and		
related party payable	(1,062,203)	1,080,082
Increase in entrance fee refund payable	701,766	1,340,100
Decrease in accrued liabilities	(940,148)	(1,631,001)
Increase in deferred monthly fees	50,435	-
	<u>\$ (4,457,971)</u>	<u>\$ (491,395)</u>
Net cash used in operating activities		

899 Charleston dba Moldaw Residences

Notes to Financial Statements

NOTE 1 – NATURE OF ACTIVITIES

899 Charleston dba Moldaw Residences (the “Organization”) was established on March 30, 2006, as a nonprofit public benefit corporation in the State of California. The specific and primary purposes of the Organization are: (1) to provide residential facilities that are specifically designated to meet a combination of physical, emotional, recreation, social, and similar needs of aged persons; (2) to maintain arrangements with organizations, facilities, and/or health personnel to address the well-being of the residents; and (3) to adopt policies and procedures designed to address the need of the residents for protection against financial risks associated with the later years of life.

In 2007, 899 Charleston, LLC (the “LLC”) was formed in order to facilitate the bond financing transaction for the 899 Charleston project (the “Project”). The Project included the construction of 193 continuing care retirement community units in Palo Alto, California, which became part of the network of living options, services, and care associated with the Hebrew Home for Aged Disabled (the “Campus”) dba the San Francisco Campus for Jewish Living. The LLC’s rights and obligations under the bond and the Project were assigned to the Organization after it was recognized by the Internal Revenue Service as a tax-exempt organization. In an agreement with the City of Palo Alto, the Project provides a Below-Market Rate (“BMR”) Program that includes, among other services, providing 24 housing units: 12 assisted living units and 12 independent living units at entry fee levels that comply with the income and affordability standards prescribed by the BMR Program for 89 years. The Project also established a \$5 million endowment for financial need with the stipulation that the income be restricted for the support of residents of 899 Charleston or accepted applicants who cannot afford a portion of either the entry fee or the monthly fee.

In October 2009, the construction of the facility was completed, and the Organization commenced operations. As of June 30, 2022, 131 out of 170 available independent living units are occupied. Additionally, as of June 30, 2022, 9 of the 12 assisted living units are occupied and 9 of the 11 memory support units are occupied.

In March 2020, the World Health Organization declared the novel coronavirus (“COVID-19”) spread a pandemic and public health emergency. Since the onset of the pandemic, the Organization has experienced difficulty in filling resident units that become vacant and has incurred additional costs in connection with personal protective equipment and other measures undertaken to prevent infection. The duration and intensity of the disruption from the pandemic is uncertain, and therefore the long-term impact, if any, cannot be predicted.

NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting – The accompanying financial statements have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America (“U.S. GAAP”).

Basis of presentation – The Organization is required to report information regarding its financial position and operations according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net assets without donor restrictions – Represent unrestricted resources available to support the Organization’s operations. This includes resources that were originally restricted by the donor that became available for use by the Organization, in accordance with the intentions of donors.

899 Charleston dba Moldaw Residences

Notes to Financial Statements

Net assets with donor restrictions – Represent contributions that are limited in use by the Organization in accordance with donor-imposed stipulations. These stipulations may expire with time or may be satisfied and removed by the actions of the Organization according to the terms of the contribution. A portion of these contributions is classified as endowments and income from these contributions is primarily available to support the activities of the Organization as directed by the donors (see Note 10). Donor-imposed restrictions are released when a restriction expires; that is, when the stated time has elapsed, when the stated purpose for which the resource was restricted has been fulfilled, or both.

Use of estimates – The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Significant estimates include deferred revenue from entrance fees, future service benefit obligation and recoverability of long-lived assets. Actual results could differ from those estimates.

Cash, cash equivalents, and restricted cash – Cash and cash equivalents consist primarily of cash on deposit and money market accounts that are readily convertible into cash and purchased with original maturities of three months or less.

The following table provides a reconciliation of cash, cash equivalents, and restricted cash reported within the statements of financial position that sum to the total of the same such amounts shown in the statements of cash flows as of June 30:

	2022	2021
Cash and cash equivalents	\$ 8,017,129	\$ 11,034,065
Restricted cash included in debt service fund	4,421,822	4,428,299
Total cash, cash equivalents, and restricted cash	<u>\$ 12,438,951</u>	<u>\$ 15,462,364</u>

Amounts included in restricted cash represent those contractually required to be set aside for future debt service payments.

Notes receivable – The Organization enters into continuing care contracts with individuals, of which a portion of the entrance fees are received upon signing of the contracts and notes receivable are issued for the remaining balances due. The notes are non-interest bearing, are due at various dates within a six-month period from the date of issuance and are carried at the unpaid principal balances. Prior to accepting deposits from prospective residents, the Organization does an extensive credit check and verifies the applicant's assets. Based on past collection experiences, the Organization estimated that all the outstanding balances are collectible as of June 30, 2022 and 2021, and no provision of allowance for losses is deemed necessary.

Investments – Investments in debt securities are stated at fair value. Fair value is determined based on quoted market prices. Unrealized gains or losses on investments resulting from market fluctuations are recorded in the statements of revenues and expenses in the period such fluctuations occur. Realized gains or losses on sales of investments are calculated on the average cost basis. Investment sales and purchases are recorded on a trade-date basis and dividends and interest income are recorded when earned on an accrual basis. Investments include money market funds.

Fair value of financial instruments – Management has elected to value financial instruments at fair value on an instrument-by-instrument basis. See Note 9 for fair value hierarchy.

899 Charleston dba Moldaw Residences
Notes to Financial Statements

Contributions and promises to give – Contributions, which may include unconditional promises to give (pledges), are recognized at fair value as revenues in the period received or unconditionally pledged. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. Promises to give are recorded at net realizable value if expected to be collected in one year and at the present value of their estimated future cash flows if expected to be collected in more than one year.

Conditional promises to give are recognized when the conditions on which they depend have been substantially met and the promises become unconditional. There were no conditional promises to give as of June 30, 2022 or 2021.

The Organization uses the allowance method to determine uncollectible pledge receivables. The allowance is based on management’s analysis of specific promises made.

Property and equipment – Property and equipment are recorded at cost. Routine maintenance and repairs are charged to expense as incurred. Depreciation is calculated using the straight-line method over the following useful lives:

Buildings and building equipment	10 to 40 years
Land improvements	5 years
Personal property	3 to 10 years

Donations of property and equipment are recorded at their estimated fair value. Such donations are reported as support without donor restrictions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies net assets with donor restrictions to net assets without donor restrictions at that time.

Accounting for impairment of long-lived assets – The Organization reviews its long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets held and used is measured by comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. Management determined that no impairment occurred to the long-lived assets as of June 30, 2022 and 2021.

899 Charleston dba Moldaw Residences

Notes to Financial Statements

Revenue recognition – Resident fees are reported at the amount that reflects the consideration to which the Organization expects to be entitled to in exchange for the services provided. In accordance with resident agreements, the Organization provides senior living services to residents for a stated monthly fee. The Organization recognizes revenue for senior living services under the resident agreements for independent living in accordance with the provisions of Financial Accounting Standards Board (“FASB”) Accounting Standard Codification (“ASC”) 842, *Leases* (“ASC 842”). The noncancelable term of these resident agreements is less than 12 months; as such, these are accounted for as short-term lease agreements. The Organization recognizes revenue for senior living services under the resident agreements for assisted living and memory support in accordance with the provisions of ASC 606, *Revenue from Contracts with Customers* (“ASC 606”), which is recognized as the services are performed. Resident fee revenue disaggregated by service line for the years ended June 30, 2022 and 2021 is as follows:

	2022	2021
Independent living	\$ 9,249,172	\$ 9,700,433
Assisted living	1,310,653	1,417,933
Memory support	1,387,825	1,446,066
Total resident fees	<u>\$ 11,947,650</u>	<u>\$ 12,564,432</u>

Fees for services and other income is reported at the amount that reflects the consideration to which the Organization expects to be entitled to in exchange for providing the related services. Revenue is recognized as the services are performed and includes monthly service fees for independent living, assisted living and memory care as well as clinic revenue and other miscellaneous income.

Beneficial interest in Jewish Home & Senior Living Foundation – The Organization follows ASC 958, *Not-for-Profit Entities* (“ASC 958”), in recording transactions in which a donor makes a contribution by transferring assets to a not-for-profit organization or charitable trust (the recipient organization, i.e., the Jewish Home & Senior Living Foundation (the “Foundation”). The Foundation accepts the assets from the donor and agrees to use those assets on behalf of or transfer those assets, the return on investment of those assets, or both to another entity (the beneficiary, i.e., the Organization) that is specified by the donor. The recipient organization, the Foundation, recognizes the fair value of those assets as a liability to the specified beneficiary, the Organization, concurrent with recognition of the assets received from the donor. The Organization recognizes an asset, beneficial interest in Foundation, with a corresponding change in beneficial interest in the net assets of the Foundation.

The beneficial interest in the Foundation is placed in certain investments that are exposed to various risks, such as changes in interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities and the level of uncertainty related to the changes in the value of investment securities, it is possible that the value of the Foundation’s investments and net asset balance could fluctuate by a material amount.

899 Charleston dba Moldaw Residences

Notes to Financial Statements

Continuing care contracts – The Organization has entered into continuing care contracts with the residents of its continuing care facilities. Under the provisions of these contracts, residents are required to pay an entrance fee and periodic monthly fees (“resident fees”) in exchange for services and the right to occupy and use the facilities. Entrance fees are one-time payments made by residents of the continuing care facilities that, in addition to monthly fees, provide for living accommodations. The resident fees are subject to adjustment for changes in operating costs or other economic reasons. The continuing care contracts create a performance obligation to provide residency care and services, which will be satisfied over the resident’s remaining stay at the Organization. The nonrefundable portion of the fees is recorded as deferred revenue from entrance fees and amortized to income using the straight-line method over the estimated remaining life expectancy of the resident, in accordance with ASC 606. The period of amortization is adjusted annually using the life expectancy table published in the California Continuing Care Contract Statutes. The change in deferred revenue from entrance fees during the years ended June 30, 2022 and 2021, consists of the following activity:

	2022	2021
Balance, beginning of year	\$ 7,199,324	\$ 8,714,102
New entrance fees received	2,191,014	1,389,435
Amortization of entrance fees	(2,088,845)	(2,608,330)
Other	-	(295,883)
Balance, end of year	<u>\$ 7,301,493</u>	<u>\$ 7,199,324</u>

Refundable entrance fees are primarily non-interest bearing and, depending on the type of contract, can range from 0% to 90% of the total entrance fees. Refundable entrance fees are returned to the resident or the resident’s estate depending on the form of the agreement either upon re-occupancy or termination of the care agreement. As of June 30, 2022 and 2021, the Organization is obligated to refund \$109,748,841 and \$108,017,906 in entrance fees, respectively.

Future service benefit obligation – The Organization annually calculates the present value of the net cost of future services and the use of facilities to be provided to current residents and compares that amount with the balance of deferred revenue from entrance fees. If the present value of the net cost of future services and the use of facilities exceeds the deferred revenue from entrance fees, a liability is recorded (future service benefit obligation) with the corresponding charge to expense. The obligation is discounted at 7.0% for 2022 and 5.5% for 2021, based on the expected long-term rate of return on government obligations. As of June 30, 2022 and 2021, the Organization’s future service benefit obligation was \$0 and \$1,115,724, respectively.

Fair value measurements – ASC 820, *Fair Value Measurement*, establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to measurements involving significant unobservable inputs (Level 3).

The three levels of the fair value hierarchy are as follows:

Level 1 – Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access at the measurement date;

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Level 2 – Inputs are other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly; and

Level 3 – Inputs are unobservable inputs for the asset or liability.

The level in the fair value hierarchy within which a fair value measurement falls is based on the lowest level input that is significant to the fair value measurement, in its entirety.

The fair values of the financial instruments as of June 30, 2022 and 2021, represent management's best estimates of the amounts that would be received to sell those assets or that would be paid to transfer those liabilities in an orderly transaction between market participants at that date. Those fair value measurements maximize the use of observable inputs. However, in situations where there is little, if any, market activity for the asset or liability at the measurement date, the fair value measurement reflects management's own judgments about the assumptions that market participants would use in pricing the asset or liability. Those judgments are developed by management based on the best information available in the circumstances.

Marketing and advertising expenses – The Organization expenses all marketing and advertising expenses as they are incurred, in accordance with ASC 606. Marketing and advertising expense for the years ended June 30, 2022 and 2021 amounted to \$457,279 and \$448,302, respectively.

Income taxes – The Organization is exempt from federal and California state income taxes under the provisions of Internal Revenue Code Section 501(c)(3) and by the Franchise Tax Board under Section 23701(d) of the California Revenue and Taxation Code.

U.S. GAAP requires the Organization to evaluate tax positions taken by the Organization and recognize a tax liability if the Organization has taken an uncertain position that more likely than not would not be sustained upon examination by the applicable tax authority. The Organization has reviewed its tax positions for all open tax years and believes that it has appropriate support for the tax positions taken. Therefore, no liability has been recorded.

Functional allocation of expenses – The costs of providing the Organization's various programs and supporting services have been summarized on a functional basis (see Note 14). Expenses for salaries and wages, employee benefits and payroll taxes (except for worker's compensation), contract services and professional fees, supplies, utilities, and maintenance, and other are charged directly to departments within each functional area. Additionally, certain indirect costs have been allocated among the programs and supporting services benefited. Worker's compensation insurance expense is allocated based on salaries and wages for each functional area. Interest related to the bonds used to fund construction of the facility and interest expense on the vehicles used to transport residents are designated as program expense. All other interest expense is designated as management and general expense. Depreciation expense is allocated based on the number of personnel in each function.

Performance indicator – The performance indicator reported in the statements of revenues and expenses is captioned as "deficit of revenues over expenses." Changes in net deficit without donor restrictions that are excluded from the performance indicator include funds released from restriction to purchase capital assets.

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Subsequent events – Subsequent events are events or transactions that occur after the statement of financial position date, but before financial statements are issued. The Organization recognizes in the financial statements the effects of all subsequent events that provide additional evidence about conditions that existed at the date of the statement of financial position, including the estimates inherent in the process of preparing the financial statements. The Organization's financial statements do not recognize subsequent events that provide evidence about conditions that did not exist at the date of the statement of financial position, but arose after the statement of financial position date, and before financial statements are issued.

The Organization has evaluated subsequent events through October 26, 2022, which is the date the financial statements are issued.

Reclassifications – Certain reclassifications were made to the 2021 amounts to conform to the 2022 presentation.

NOTE 3 – GOVERNMENT GRANT REVENUE

The Organization applied for a grant under the U.S. Small Business Administration Paycheck Protection Program ("PPP") loan program. The loan was granted and funded in the amount of \$1,022,015 in April 2021. The Organization subsequently applied for forgiveness and was granted forgiveness in July 2021. The \$1,022,015 of funds received have been accounted for as a government grant. Since the criteria for qualifying forgiveness were met as of June 30, 2021, the entire amount has been recognized as revenue in the year ended June 30, 2021.

NOTE 4 – CONCENTRATION OF CREDIT RISK

The Organization has defined its financial instruments that are subject to credit risk as cash and cash equivalents. The Organization maintains its cash in bank deposit accounts, which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts, and management believes it is not exposed to any significant credit risk on cash and cash equivalents.

NOTE 5 – INVESTMENTS

Investments, carried at fair value, are summarized as follows as of June 30:

	2022		2021	
	Cost	Fair Value	Cost	Fair Value
Money market funds and short-term investments	\$ 13,755,879	\$ 13,755,879	\$ 12,222,491	\$ 12,222,491
U.S. treasury securities	-	-	1,500,759	1,505,925
Debt securities - non-U.S. government	-	-	99,914	100,230
	<u>\$ 13,755,879</u>	<u>\$ 13,755,879</u>	<u>\$ 13,823,164</u>	<u>\$ 13,828,646</u>

Investments in securities are exposed to various risks, such as changes in interest rates or credit ratings and market fluctuations. Due to the level of risk associated with certain investment securities and the level of uncertainty related to changes in the value of investment securities, it is possible that the value of the Organization's investments and net asset balance could fluctuate materially.

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Net unrealized loss on investments for the years ended June 30, 2022 and 2021, included in fees for services and other income in the statements of revenues and expenses, were \$120,911 and \$53,060, respectively.

NOTE 6 – PROPERTY AND EQUIPMENT, NET

Property and equipment, net consist of the following as of June 30:

	2022	2021
Buildings and building equipment	\$ 128,134,304	\$ 127,863,305
Land improvements	781,717	781,717
Furniture and equipment	9,095,312	8,055,067
Automobiles	323,660	323,660
Artwork	38,559	38,559
	<u>138,373,552</u>	<u>137,062,308</u>
Total assets subject to depreciation		
	138,373,552	137,062,308
Less: accumulated depreciation	<u>(52,331,082)</u>	<u>(48,768,265)</u>
Depreciable assets	86,042,470	88,294,043
Land	13,118,538	13,118,538
Construction in progress	<u>1,679,556</u>	<u>1,749,651</u>
Total property and equipment, net	<u><u>\$ 100,840,564</u></u>	<u><u>\$ 103,162,232</u></u>

NOTE 7 – BONDS PAYABLE

Outstanding bonds payable as of June 30, 2022 and 2021, represents tax-exempt, fixed rate revenue term bonds (899 Charleston Project), Series 2014A ("2014 Bonds") issued on November 20, 2014, by the California Statewide Communities Development Authority (the "Authority") in the amount of \$71,345,000, which will mature on November 1, 2049. The 2014 Bonds are a limited obligation of the California Statewide Communities Development Authority, which were issued pursuant to an Indenture of Trust between the Authority and the Bond Trustee. The proceeds from the 2014 Bonds were loaned to the Organization under a loan agreement between the Authority and the Organization. The Organization used the proceeds from the 2014 Bonds to (1) refund the then existing bonds payable (the 2007 Bonds, described below), (2) to repay all of the term loans outstanding under the Letter of Credit, to repay a portion of the outstanding loan payable to the Foundation, and all of the loan payable to the Campus (see Note 8 for further description of all term loans), and (3) pay the bond issuance cost and set aside required reserve funds. The 2014 Bonds are secured by funds held by the Bond Trustee and a Deed of Trust secured by the land, buildings, revenue from resident payments including entrance fees, and other assets of the Organization.

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Notes to Financial Statements

The 2014 Bonds, which were issued with six term dates maturing on November 1, 2019, 2024, 2029, 2034, 2044, and 2049, have face value interest rates ranging from 5.000% to 5.375%, but were priced with yields ranging from 2.950% to 5.350%. The average interest cost on the 2014 Bonds is approximately 5.250%. The Organization makes semi-annual payments to the Bond Trustee of interest (in May and November) and principal sinking fund payments (in November). The principal sinking fund payments are sufficient to meet the term bond maturities when due. Annual debt service payments vary slightly, with the maximum annual debt service being \$4,449,831. Under the Master Indenture, the Organization covenants that it will, among other requirements, maintain a debt service coverage ratio of 1.25 for each fiscal year. Furthermore, the Organization covenants that it will maintain days' cash on hand of 180 days on each June 30 and December 31 while the 2014 Bonds are outstanding. Management believes that the Organization was in compliance with the days cash on hand covenant as of the June 30, 2022 measurement date, but was not in compliance with the debt service coverage ratio requirement.

The Organization requested and received a waiver letter from U.S. Bank related to the debt service coverage ratio noncompliance. The waiver letter states that U.S. Bank, as Bond Trustee and Master Trustee, received a consent and waiver from the majority of the Bondholders to waive the requirement of specific actions by the Organization related to the noncompliance.

As of June 30, the following is reflected in the statements of financial position of the Organization pertaining to the 2014 Bonds:

	2022	2021
Bonds payable, current portion	\$ 1,030,000	\$ 980,000
Bonds payable, net:		
Long-term portion of bonds payable	\$ 64,390,000	\$ 65,420,000
Unamortized bond premium	217,240	270,395
Unamortized bond issue cost	(1,450,955)	(1,504,051)
	<u>\$ 63,156,285</u>	<u>\$ 64,186,344</u>

Bond issuance costs are deferred and amortized using the effective interest method over the term of the bond liability.

The following provides the current and future principal obligations for the 2014 Bonds:

Years Ending June 30.

2023	\$ 1,030,000
2024	1,080,000
2025	1,135,000
2026	1,190,000
2027	1,250,000
Thereafter	<u>59,735,000</u>
	<u>\$ 65,420,000</u>

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Notes to Financial Statements

NOTE 8 – LOANS PAYABLE, NET

Loans payable, net consist of the following as of June 30:

	2022	2021
Loans from the Foundation	\$ 5,400,000	\$ 5,400,000
Less: discount on loans	<u>(724,735)</u>	<u>(852,629)</u>
Total	4,675,265	4,547,371
Less: current portion	<u>(300,000)</u>	<u>(300,000)</u>
Loans payable, net of current portion	<u><u>\$ 4,375,265</u></u>	<u><u>\$ 4,247,371</u></u>

During the years ended June 30, 2011 and 2010, the Foundation provided the Organization with loans totaling \$7,000,000 to fund the Organization's project deficiencies and operational needs as guarantor under the letter of credit agreement. With the issuance of the 2014 Bonds (see Note 7), \$1,000,000 of these loans were repaid to the Foundation. Under the terms of the 2014 Bonds Master Indenture and a Debt Modification Agreement between the Organization and the Foundation, the remaining \$6,000,000 outstanding principal amount of the loan originally due as of June 30, 2016, may be repaid by the Organization in 20 semi-annual installments if the Organization meets certain financial requirements and tests. The Organization met these tests during the 12 months ended December 31, 2019, and thus made the first \$300,000 payment on this loan in February 2020. An additional payment in the amount of \$300,000 was made in August 2020 based on the Organization meeting the financial requirements for the 12 months ended June 30, 2020. The Organization did not meet these requirements for the 12 months ended December 31, 2020, the 12 months ended June 30, 2021, the 12 months ended December 31, 2021, or for the 12 months ended June 30, 2022. The loan provides for 0% interest and has been discounted to present value in the financial statements using a rate of 3.25%. The Organization amortized \$127,894 and \$127,895 of this discount for the years ended June 30, 2022 and 2021, respectively, which is reflected as interest expense in the statements of revenues and expenses.

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Notes to Financial Statements

NOTE 9 – FAIR VALUE MEASUREMENTS

The following fair value hierarchy tables present information about the Organization's financial instruments measured at fair value on a recurring basis as of June 30:

Description	Balance as of June 30, 2022	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets:				
Investments:				
Money market funds and short-term investments	\$ 13,755,879	\$ 13,755,879	\$ -	\$ -
Total investments	13,755,879	13,755,879	-	-
Debt service fund (money market funds)	4,421,822	4,421,822	-	-
Beneficial interest in Jewish Home & Senior Living Foundation	8,221,046	-	-	8,221,046
	<u>\$ 26,398,747</u>	<u>\$ 18,177,701</u>	<u>\$ -</u>	<u>\$ 8,221,046</u>

Description	Balance as of June 30, 2021	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets:				
Investments:				
Money market funds and short-term investments	\$ 12,222,491	\$ 12,222,491	\$ -	\$ -
Certificate of deposits	1,505,925	1,505,925	-	-
Debt securities - non-U.S. government	100,230	100,230	-	-
Total investments	13,828,646	13,828,646	-	-
Debt service fund (money market funds)	4,428,299	4,428,299	-	-
Beneficial interest in Jewish Home & Senior Living Foundation	9,502,395	-	-	9,502,395
	<u>\$ 27,759,340</u>	<u>\$ 18,256,945</u>	<u>\$ -</u>	<u>\$ 9,502,395</u>

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Notes to Financial Statements

The following table summarizes the changes in the Organization's Level 3 financial instruments:

	Beneficial Interest in Jewish Home & Senior Living Foundation
Balance, June 30, 2020	\$ 8,089,314
Change in value	1,523,780
Withdrawals	<u>(110,699)</u>
Balance, June 30, 2021	9,502,395
Change in value	(1,144,737)
Withdrawals	<u>(136,612)</u>
Balance, June 30, 2022	<u><u>\$ 8,221,046</u></u>

The valuation methodologies used to determine the fair values of assets and liabilities under the "exit price" for fair value measurement reflect market-participant objectives and are based on the application of the fair value hierarchy that prioritizes observable market inputs over unobservable inputs. The Organization determines the fair values of certain financial assets and financial liabilities based on quoted market prices, where available. The Organization also determines fair value based on future cash flows discounted at the appropriate current market rate. Fair values reflect adjustments for counterparty credit quality, the Organization's credit standing, liquidity and, where appropriate, risk margins on unobservable parameters.

The Organization's management, under the supervision of its Board of Trustees, determines the fair value measurement policies and procedures. These policies and procedures are reassessed annually to determine if the current valuation techniques are still appropriate. At that time, the unobservable inputs used in the fair value measurements are evaluated and adjusted, as necessary, based on current market conditions and other third-party information. In determining the reasonableness of the methodology, management evaluates a variety of factors including a review of existing agreements, economic conditions, and industry and market developments. Certain unobservable inputs are assessed through review of contract terms (duration and payout data) while others are substantiated utilizing available market data (discount rates and mortality table). The following are the techniques used to determine fair values for the financial instruments listed in the above tables:

- Debt service funds consist of cash equivalents, which approximates fair value.
- Beneficial interest in Foundation – The fair value is determined based on the Organization's ownership interest in investments measured at quoted market prices.

Fair values of the Organization's financial instruments as of June 30, 2022 and 2021, which are not measured at fair value on a recurring basis, are as follows:

- Accounts receivable, prepaid expenses and other current assets, notes receivable, other receivables, accounts payable, accrued liabilities, deferred monthly fees, refundable deposits, and refundable entrance fees – The carrying amount approximates fair value due to their short-term nature.

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- Loans payable – The carrying value approximates fair value as they are carried at the amounts to be paid discounted to present value.
- Future service benefit obligation – The carrying value approximates fair value as it is carried at the amounts to be paid discounted to present value.

NOTE 10 – ENDOWMENT FUNDS

The Organization follows ASC 958 for reporting endowment funds. The standard provides guidance on the net asset classification of donor-restricted endowment funds that are subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act (“UPMIFA”). The State of California adopted a version of the UPMIFA, known as the State Prudent Management of Institutional Funds Act (“SPMIFA”).

SPMIFA moves away from the concept of corpus with its “historical dollar value” in an endowment. Charities are encouraged to develop spending policies that are responsive to short term fluctuations in the value of the fund, preserve the value of the fund for future use, and honor the charitable purpose of the fund. The Organization continues to balance the endurance of its funds and the needs of the community in its granting policies and practices.

The Organization’s endowment assets are generally donor-restricted endowment funds established to generate support for residents of the Project or accepted applicants who cannot afford a portion of either the entry fee or the continuing monthly costs. As required by ASC 958, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of relevant law – The Board of Trustees of the Organization has interpreted SPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as net assets with donor restrictions (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund is classified as net assets with donor restrictions until those amounts are approved for appropriation for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by SPMIFA.

In accordance with SPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund;
- (2) The purposes of the organization and the donor-restricted endowment fund;
- (3) General economic conditions;
- (4) The possible effect of inflation and deflation;
- (5) The expected total return from income and the appreciation of investments;

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(6) Other resources of the organization; and

(7) The investment policies of the organization.

Return objectives and risk parameters – The Organization has adopted investment and spending policies for endowment assets that will ultimately provide a predictable stream of funding to provide support for the various programs of the Organization while seeking to maintain the original gift value of the endowment asset. Endowment assets include those assets of donor-restricted funds that the Organization must hold in perpetuity. Under this policy, as approved by the Board of Trustees, the endowment assets are invested in a manner that is intended to realize a competitive rate of return comparable to index benchmarks.

Strategies employed for achieving objectives – To satisfy its long-term rate-of-return objectives, the Organization relies on a diversified asset investment strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation of investments to achieve its long-term return objectives within prudent risk constraints.

Spending policy and how the investment objectives relate to spending policy – The Organization has a policy of appropriating for distribution of income, both current and accrued, from the endowment funds to any resident who needs financial assistance for any aspect of their stay at the facilities of the Organization. The Organization expects to provide annual distributions of 5% of the market value of the endowment assets as determined quarterly and averaged over the preceding 36 months. The investment managers are required to invest funds to ensure that required distributions of income can be met.

Funds with deficiencies – From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or SPMIFA requires the Organization to retain as a fund of perpetual duration. No deficiency of this nature existed as of June 30, 2022 and 2021.

Endowment net asset composition by type of fund as of June 30:

		2022		
		Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds		\$ -	\$ 8,220,046	\$ 8,220,046
		2021		
		Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds		\$ -	\$ 9,501,395	\$ 9,501,395

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Notes to Financial Statements

Endowment net asset composition by type of fund as of June 30:

	2022		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ -	\$ 9,501,395	\$ 9,501,395
Withdrawals - charitable care	-	(136,612)	(136,612)
Investment return - change in beneficial interest	-	(1,144,737)	(1,144,737)
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ 8,220,046</u>	<u>\$ 8,220,046</u>
	2021		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ -	\$ 8,088,314	\$ 8,088,314
Withdrawals - charitable care	-	(110,699)	(110,699)
Investment return - change in beneficial interest	-	1,523,780	1,523,780
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ 9,501,395</u>	<u>\$ 9,501,395</u>

NOTE 11 – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions as of June 30 were restricted to the following:

	2022	2021
Earnings on endowment net assets	\$ 3,505,696	\$ 4,787,045
Moldaw library fund/general funds	260,640	158,340
To be held in perpetuity	<u>4,714,350</u>	<u>4,714,350</u>
	<u>\$ 8,480,686</u>	<u>\$ 9,659,735</u>

Net assets were released from restrictions during 2022 and 2021 for the following purposes:

	2022	2021
Satisfaction of purpose	<u>\$ 136,612</u>	<u>\$ 130,141</u>

NOTE 12 – FINANCIALLY INTERRELATED ORGANIZATIONS

Taube-Koret Campus for Jewish Life Owners Association – Certain components of the property, facilities, and operations of the Organization and the Albert L. Schultz Jewish Community Center of Palo Alto (“Jewish Community Center”) are common to both organizations. The Taube-Koret Campus for Jewish Life Owners Association (“TKCJL-OA”) was formed as a partnership between the parties, and administers those functions, properties, and facilities that are common to both. As required by law, the TKCJL-OA is required to prepare a reserve analysis of future capital replacement needs for the common areas of the campus. This reserve analysis projects the amount of funds that are required to be set aside on a current basis to meet future capital needs. The Organization’s statements of financial position reflect a deposit held by TKCJL-OA of \$639,929 and \$489,021 as of June 30, 2022 and 2021, respectively, which is the Organization’s share of such reserve fund deposits.

TKCJL-OA has a separate board of directors over which 899 Charleston does not exercise majority control and, therefore, the operations of TKCJL are not included in the accompanying financial statements.

The Foundation – The Foundation provided the Organization with non-interest bearing loans totaling \$7 million to fund the Organization’s project deficiencies and operational needs as guarantor under a letter of credit agreement. The Foundation fulfilled its obligation under a support and guarantee agreement. Subsequent payments have been made resulting in a remaining balance of \$5,400,000 outstanding for each of the years ended June 30, 2022 and 2021 (see Note 8).

The Organization’s employees perform various duties related to fundraising. Beginning in the fiscal year ended June 30, 2019, the Organization received reimbursement from the Foundation for these costs incurred in relation to such tasks based on estimated employees’ time and efforts. For the years ended June 30, 2022 and 2021, reimbursement of costs equaled \$35,316 and \$158,917, respectively, which were recorded as a receivable from the Foundation as of June 30, 2022 and 2021, respectively.

The Foundation holds and invests the endowment funds on behalf of the Organization.

The Foundation has a separate board of trustees over which the Organization does not exercise majority control and, therefore, the operations of the Foundation are not included in the accompanying financial statements.

The Campus – The Campus has a separate board of trustees over which the Organization does not exercise majority control and, therefore, the operations of the Campus are not included in the accompanying financial statements.

Jewish Senior Living Group – The Organization had a management agreement with Jewish Senior Living Group (“JSLG”) that was formed to provide supporting activities for the benefit of nonprofit organizations and to provide or promote the provision of Jewish living services, facilities, and/or aging services in Northern California.

The Organization and JSLG entered into annual service agreements in 2011, whereby JSLG provided support services related to finance and accounting, information technology, marketing, human resources, and organizational advancement at a set monthly fee plus any additional services, costs, or expenses pre-approved by the Organization. During the year ended June 30, 2021, the Organization paid \$326,448 for management and marketing services and \$806,100 for other services. During August 2021, the management agreement with JSLG was terminated effective October 2021.

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Life Care Services – In August 2021, the Organization entered into a contract with Life Care Services (“LCS”) for management of the community effective October 2021. Under the terms of the agreement, LCS supervises the operations of the community. During the year ended June 30, 2022, the Organization paid \$404,733 for management and marketing services and \$390,513 for other support services.

NOTE 13 – RETIREMENT PLAN

The Organization sponsors a 403(b) defined contribution plan for its employees. The plan covers substantially all employees meeting certain eligibility requirements. Total expenses under the plan were \$52,702 and \$50,039 for the years ended June 30, 2022 and 2021, respectively.

NOTE 14 – FUNCTIONAL CLASSIFICATION OF EXPENSES

Expenses by function for the years ended June 30 were as follows:

	For the Year Ended June 30, 2022			
	Program Activities	Management and General	Fundraising	Total
Salaries and wages	\$ 4,814,092	\$ 660,377	\$ 134,248	\$ 5,608,717
Employee benefits and payroll taxes	1,095,983	290,135	22,009	1,408,127
Contract services and professional fees	1,942,902	1,963,305	-	3,906,207
Supplies, utilities, and maintenance	1,405,580	35,063	1,781	1,442,424
Interest	3,226,751	-	-	3,226,751
Depreciation	3,525,064	-	37,753	3,562,817
Other	468,488	19,978	9,217	497,683
Total	<u>\$ 16,478,860</u>	<u>\$ 2,968,858</u>	<u>\$ 205,008</u>	<u>\$ 19,652,726</u>

	For the Year Ended June 30, 2021			
	Program Activities	Management and General	Fundraising	Total
Salaries and wages	\$ 3,815,589	\$ 455,752	\$ 130,338	\$ 4,401,679
Employee benefits and payroll taxes	1,010,735	193,043	21,368	1,225,146
Contract services and professional fees	1,514,467	1,319,938	-	2,834,405
Supplies, utilities, and maintenance	1,916,675	20,084	1,729	1,938,488
Interest	3,611,269	-	-	3,611,269
Depreciation	3,372,035	256,568	36,653	3,665,256
Other	413,787	767,771	8,949	1,190,507
Total	<u>\$ 15,654,557</u>	<u>\$ 3,013,156</u>	<u>\$ 199,037</u>	<u>\$ 18,866,750</u>

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NOTE 15 – COMMITMENTS AND CONTINGENCIES

Litigation – In the normal course of business, the Organization is, from time to time, subject to allegations that may or do result in litigation. The Organization evaluates such allegations by conducting investigations to determine the validity of each potential claim. Based upon the advice of counsel, management records an estimate of the amount of ultimate expected loss, if any, for each of these matters. Events could occur that would cause the estimate of ultimate loss to differ materially in the near term.

Regulatory matters – The healthcare industry is subject to numerous laws and regulations of federal, state, and local governments. These laws and regulations include, but are not necessarily limited to, matters such as licensure, accreditation, and government healthcare program participation requirements.

NOTE 16 – LIQUIDITY AND AVAILABILITY

The following table reflects the Organization's financial assets as of June 30, 2022 and 2021, reduced by amounts not available for general expenditure within one year:

	2022	2021
Cash and cash equivalents	\$ 8,017,129	\$ 11,034,065
Investments	13,755,879	13,828,646
Accounts receivable	41,054	49,452
Notes receivable	5,244	4,545
Interest receivable	15,000	10,546
Related party receivables	35,316	158,917
Other receivables	286,504	329,243
Current financial assets	22,156,126	25,415,414
Less those unavailable for general expenditure within one year, due to:		
Water Quality Control Board Escrow Account	39,002	39,002
Financial assets available to meet cash needs for general expenditure within one year	<u>\$ 22,117,124</u>	<u>\$ 25,376,412</u>

Financial assets are considered unavailable when illiquid or not convertible to cash within one year. The Organization reviews its funding level on an ongoing basis to ensure it is adequate to meet its current obligations.

Analysis of Financial Results

Fiscal Year Ended June 30, 2022

899 Charleston (Moldaw Residences)

Financial Analysis

Operating Results: For the year ended June 30, 2022 (FY22), 899 Charleston (Moldaw) produced a deficit of revenues over expenses of \$4.262 million. This compares unfavorably to the prior year deficit of revenues over expenses of \$3.047 million. The major factors leading to the change between years were:

- Moldaw experienced a high attrition rate during FY22. This was largely due to the life cycle of the community; most residents moved in when the facility opened—in the 2009 through 2012 timeframe. Now, 10+ years later, many residents have become extremely frail and need care beyond what Moldaw can offer and/or they are expiring.
- The pandemic, which began in March 2020 and was still impacting the community during FY22. This had the effect of discouraging seniors from moving into congregate living situations where they are in close proximity to many other people, and/or where visitation and socialization are restricted. This negatively impacted sales.
- As a result of these occupancy challenges independent living census went from 88.1% in FY21 to 78.3% in FY22. Despite a 4.0% fee increase, total resident fee revenues declined 2.7%. On the cost side, though efforts were made to economize, many costs are of a fixed nature, so could not easily be reduced. Total expenses increased 4.2%. The lower revenues and higher expenses led to a significant decline in financial performance.

The financial results for FY22 were such that Moldaw was able to meet its 2014 Bond financial covenant with respect to days cash on hand but missed the debt service coverage ratio requirement; actual coverage was .81x and the required ratio is 1.25x. Moldaw requested and was granted a waiver with respect to performance requirements resulting from the noncompliance as of June 30, 2022.

Cash Flow: Cash and investment balances declined from \$24.9 million to \$21.8 million between June 30, 2021 and June 30, 2022. Cash generated from operating activities and net sales proceeds generated cash less than the debt service requirement by approximately \$1.9 million. Significant capital expenditures depleted cash and investment balances by \$1.4 million.

Occupancy and Marketing Statistics

Moldaw Residences

Occupancy and Marketing

Year Ending June 30, 2022

Independent Living Occupancy

As of June 30, 2021	139
Move-ins	17
Transfers/Move-outs	(25)
As of June 30, 2022	131

Average Occupancy by Service (Fiscal Year June 30, 2022)

	Average Occupancy		Average Percentage	
	Actual	Budget	Actual	Budget
Independent Living	132.8	146.2	78.1%	86.0%
Assisted Living	9.0	11.8	75.0%	98.3%
Memory Care	9.3	10.8	84.8%	98.2%

Marketing Activity

Initial Tours conducted during year	72
Repeat Tours conducted during year	76
New Leads generated during year	488

Schedule of Insurance

**899 Charleston
2022-2023**

Policy Number	Insurance Co	Coverage	Coverage Limit	Policy Term	Annual Premium
1934	NonProfits United	Commercial Automobile	\$10,000,000 Combined Single Limit \$5,000 Medical Payments \$1,000,000 Uninsured/Underinsured Motorists Comprehensive Deductible \$500 Collision Deductible \$500 Hired Physical Damage - ACV w/\$500 ded Comp/Coll \$1,000 Liability Deductible Rental Reimbursement \$50 day/30 days	07/01/2022 to 07/01/2023	\$ 42,514.00
YAC-L9L-474722-012	Employers Ins Co of Wausau (Liberty Mutual)	Commercial Property (with Taube-Koret & Ohsman Family JCC) Premium shown is for the Total Insurable Values	Total Insurable Values: \$294,950,137 Total Flood Limit: \$2,500,000 Total Building Limit (899): \$173,760,912 Total Personal Property Limit (899): \$7,664,900 Total Elec Data Processing (899) Limit: \$1,533,000 Total Business Income (899) Limit: \$13,584,000	07/01/2022 to 07/01/2023	\$ 224,666.00
42-PSC-322865-01	National Fire & Marine	Claims Made General Liability, Employee Benefits Liability and Professional Liability	General Liability \$1,000,000 each occurrence \$3,000,000 aggregate Employee Benefits Liability \$1,000,000 each occurrence \$1,000,000 aggregate \$1,000 Deductible Professional Liability \$1,000,000 each occurrence \$3,000,000 aggregate \$25,000 each occurrence deductible applies to GL/PL	07/01/2022 to 07/01/2023	\$ 154,875.00
42-USC-322867-01	National Fire & Marine	Primary Umbrella	Each Claim Limit: \$5,000,000 Aggregate \$5,000,000	07/01/2022 to 07/01/2023	\$ 77,437.50
89862F221AHL	Starstone Specialty	Excess Liability	Each Claim Limit: \$5,000,000 Aggregate \$5,000,000	07/01/2022 to 07/01/2023	\$ 47,495.00
D94795515	ACE American	Cyber Liability	Incident Response Limit: \$1,000,000 Business Income and Extra Expense Limit: \$1,000,000 Includes 3rd Party Liability	07/01/2022 to 07/01/2023	\$ 12,473.00
8251-7370	Federal Insurance	Primary Management Liability	Directors' and Officers Limit: \$5,000,000 w/\$50,000 SIR Employment Practices Liability Limit: \$5,000,000 w/\$100,000 SIR Fiduciary Liability Limit: \$1,000,000 w/\$0 SIR Crime Limit: \$1,000,000 including ERISA	07/01/2022 to 07/01/2023	\$ 49,321.00
652013562	Continental Casualty	Excess Directors' & Officers' / Employment Practices Liability	Limit: \$5,000,000	07/01/2022 to 07/01/2023	\$ 32,100.00
EPG0030330	RLI Insurance	Excess Directors' & Officers' Side "A" only	Limit: \$5,000,000	07/01/2022 to 07/01/2023	\$ 25,200.00
WC 0230108	AJ Gallagher	Workers' Compensation	Employers Liability Limits: \$1,000,000 each accident \$1,000,000 disease policy limit \$1,000,000 disease each employee	06/30/2022 to 06/30/2023	\$ 108,974.00

Investment Policy

Moldaw Residences

Short-term Excess Cash Investment Policy

December 18, 2015

Purpose:

This short-term excess cash investment policy provides the guidelines under which excess cash balances of Moldaw Residences shall be invested.

Short-term Excess Cash:

Management of Moldaw will develop a forecast of cash needs for the entity. Excess cash (defined as cash that is not needed to meet current operating needs) will be apportioned between funds that can be invested under the Moldaw Residences long-term excess cash investment policy, and cash that can be invested under this short-term investment policy. The Board of Trustees will so designate the funds that will be available for investment under the long-term investment policy. If not expressly stated, then any excess cash will be invested under this short-term excess cash investment policy.

Definition of Short Term Investments:

Permitted investments will have a term of no greater than four (4) years under this policy.

Investment Directive:

Investments made under this short-term excess cash policy will be made at the direction of the Chief Financial Officer of the Jewish Senior Living Group, after review, consultation and approval by the Chair of the Board of Trustees of Moldaw Residences. The Chief Financial Officer, and other designated officers of Moldaw, are authorized execute documents required to execute this investments that are consistent with this policy.

Board Reporting:

The Chief Financial Officer will provide a report on the investments made under this policy, current market values and investment returns. This report will be incorporated within the monthly internal financial statements of Moldaw Residences.

Permitted Investments:

Permitted Investments under this policy means:

1. Government Obligations;

2. Debt obligations which are (i) issued by any state in the United States of America or political subdivision thereof or any agency or instrumentality of such state or political subdivision, and (ii) at the time of purchase, rated in one of the two highest rating categories (without regard to any refinement or gradation of rating category by numerical modifier or otherwise) assigned by any Rating Agency;
3. Any bond, debenture, note, participation certificate or other similar obligation issued by a government sponsored agency (such as the Federal National Mortgage Association, the Federal Home Loan Bank System, the Federal Home Loan Mortgage Corporation or the Federal Farm Credit Bank) which is either (i) rated in one of the two highest rating categories (without regard to any refinement or gradation of rating category by numerical modifier or otherwise) assigned by any Rating Agency, or (ii) backed by the full faith and credit of the United States of America;
4. U.S. denominated deposit accounts, certificates of deposit and bankers acceptances of any bank, trust company, or savings and loan association, including the Master Trustee or the Bond Trustee or their affiliates, which have a rating on their short-term certificates of deposit on the date of purchase in one of the two highest short-term rating categories (without regard to any refinement or gradation of rating category by numerical modifier or otherwise) assigned by any Rating Agency, and which mature not more than 360 days after the date of purchase;
5. Commercial paper which is rated at the time of purchase in one of the two highest short-term rating categories (without regard to any refinement or gradation of rating category by numerical modifier or otherwise) assigned by any Rating Agency, and which matures not more than 270 days after the date of purchase;
6. Bonds, notes, debentures or other evidences of indebtedness issued or guaranteed by a corporation which are, at the time of purchase, rated by any Rating Agency in any of the three highest rating categories (without regard to any refinement or gradation of rating category by numerical modifier or otherwise);
7. Investment agreements with banks that at the time the agreement is executed are rated in one of the two highest rating categories (without regard to any refinement or gradation of rating category by numerical modifier or otherwise) assigned by any Rating Agency or investment agreements with non-bank financial institutions, provided that (1) all of the unsecured, direct long-term debt of either the non-bank financial institution or the related guarantor of such non-bank financial institution is rated by any Rating Agency at the time the agreement is executed in one of the two highest rating categories (without regard to any refinement or gradation of rating category by numerical modifier or otherwise) for obligations of that nature; or (2) if the non-bank financial institution and any related guarantor have no outstanding long-term debt that is rated, all of the short-term debt of either the non-bank financial institution or the related guarantor of the non-bank financial institution is rated by any Rating Agency in one of the two highest rating

categories (without regard to any refinement or gradation of the rating category by numerical modifier or otherwise) assigned to short-term indebtedness by any Rating Agency. If such non-bank financial institution and any guarantor do not have any short-term or long-term debt, but do have a rating in one of the two highest rating categories (without regard to any refinement or gradation of rating category by numerical modifier or otherwise), then investment agreements with the non-bank financial institution will be permitted;

8. Repurchase agreements with respect to and secured by Government Obligations or by obligations described in (b) or (c) above, which agreements may be entered into with a bank (including the Bond Trustee or its affiliates), a trust company, financial services firm or a broker-dealer which is a member of the Securities Investors Protection Corporation, provided that (i) the Bond Trustee or a custodial agent of the Bond Trustee has possession of the collateral and that the collateral is free and clear of third-party claims, (ii) a master repurchase agreement or specific written repurchase agreement governs the transaction, (iii) the collateral securities are valued no less frequently than monthly, and (iv) the fair market value of the collateral securities in relation to the amount of the repurchase obligation, including principal and interest, is equal to at least 103%, and (v) such obligations must be held in the custody of the Bond Trustee or the Bond Trustee's agent; and Investments in a money market fund, including funds of the Bond Trustee or its affiliates, rated (at the time of purchase) in the highest rating category for this type of investment by any Rating Agency; and
9. Shares in any investment company, money market mutual fund, fixed income mutual fund, Exchange Traded Fund or other collective investment fund registered under the federal Investment Company Act of 1940, whose shares are registered under the Securities Act of 1933, and whose investments consist solely of Permitted Investments as defined in paragraphs (a) through (i) above, including money market mutual funds from which the Bond Trustee or its affiliates derive a fee for investment advisory or other services to the fund.

MOLDAW RESIDENCES

INSPIRED RETIREMENT LIVING

Taube Koret Campus for Jewish Life



DATE: January 25, 2021

TO: Board of Trustees

FROM: Mary Connick, CFO

SUBJECT: Amendment to Short-Term Excess Cash Investment Policy

Background

The Moldaw Board of Trustees adopted a comprehensive Short-Term Excess Cash Investment Policy in 2015. The policy applies to the Reserve Fund. The Policy is geared to minimize risk of loss of principal.

Over the years, that fund has grown to over \$15 million and it is time to reassess the strategy. Janice Diamond, the investment advisor for this portfolio, has explored options and has proposed a modification to the Policy to provide a somewhat higher return with minimal increase to risk.

Attached is a memo outlining Janice Diamond's recommendation and the rationale. Larry Marks, Board Co-Chair, has also consulted with two experts—Bob Newman and Lorne Abramson—who are on the Investment Committee of the Jewish Home & Senior Living Foundation (which invests Moldaw's endowment funds). They believe that the proposal by Ms. Diamond is a reasonable approach.

Recommendation

The Board is requested to approve an amendment to the existing Policy to permit investments in:

- Vanguard Short Term Investment Grade Bond Fund
- Vanguard Short Term Bond Fund: VBIRX
- Vanguard Short Term Corporate Bond Fund

In an amount not to exceed \$2.16 million.

Policy modification approved by Board 1-26-21



Investments
(as of June 30, 2021)

<u>Asset Class</u>	Actual	Target
Equities	0%	0%
Fixed income		
Investment grade	100%	100%
Non-investment grade	<u>0%</u>	<u>0%</u>
Total	100%	100%

Competitive Analysis

	Vi at Palo Alto	Saratoga Retirement	The Sequoias P. Valley	The Terraces of Los Gatos	Moldaw Residences	The Terraces at Los Altos
Address	Palo Alto	Saratoga	Portola Valley	Los Gatos	Palo Alto	Los Altos
Telephone	650-853-5070	408-741-7100	650-851-1501	408-356-1006	650-433-3600	650-948-8291
Total Number of Apartments & Villas Available	388: IL 38: AL 24: MC 44: NC	143: IL 90: AL 18: MC 94: NC	207 - IL 26 - AL 43 - SNF 18 - MC	175: IL 45: AL 16: MC 59: NC	170: IL 12: AL 11: MC 0: NC	137: IL 14: AL 16: MC 30: NC
Occupancy %	100%	99%	97%	98%	78%	88%
Owner / Manager	Classic Resident Management Limited Partnership	Retirement Services, LLC (RSLLC), an affiliate of Pacific Retirement Services (PRS)	Northern California Presbyterian Homes & Services (NCPHS)	Human Good	LCS	Human Good
Year Opened	2005	1912	1951	1992	2009	1991 (Legacy) 2017 (new apt.)
Contract Type: Rental, Endowment, Return of Capital, Equity Ownership	0%, 70%, returnable portion of entrance fee	2 Options - 85% returnable and traditional / month to month option and traditional	Variety: Life Care (Zero Return), Continuing Care, 75% Repayment Continuing Care	Traditional (44 mos), 80%, 50% refundable	85% Refundable Below Market Rate	80% Rebate; 50% Rebate; Fully Amortizing Entrance Fee Plan

	Vi at Palo Alto	Saratoga Retirement	The Sequoias P. Valley	The Terraces of Los Gatos	Moldaw Residences	The Terraces at Los Altos
1 Bedroom (avg. sq. ft.)	826 - 1,092 sq. ft.	801 sq. ft.	560 - 775 sq. ft.	623 - 788 sq. ft.	700 - 780 sq. ft.	650 - 970 Sq. ft.
1 Bedroom (Monthly Fee)	\$5,150 2 nd person fee: +\$2,220	\$3,791 (s) \$5,307 (d)	LC: \$4,117-\$5,054 CC: \$3,677 - \$4614 75: \$3677-\$4614	\$3,860 (single) \$5,157.50 (double)	\$3,552 (single) \$4,603 (double)	New: \$5,089 - \$5,035 Legacy: \$4,960 - \$5,306
1 Bedroom (avg. entry fee)	0% - \$903,650 70% - \$1,196,700	0% - \$318,000 85% - \$607,500	LC: \$124,800 - 338,300 CC: \$99,800 - \$270,600 75: \$174,700 - \$473,600	\$317,000: Trad \$491,550: 50% \$678,000: 80%	\$595k - \$719k	New: 80% Rebate \$706,364 - \$900,704 Legacy: Entrance Fee Amortizing: \$314,576 - \$339,068 50% Rebate: \$456,135 - \$491,649
2 Bedroom (avg. sq. ft.)	1,245 - 2,121 sq. ft.	1551 sq. ft.	860 - 1,120 Sq. ft.	1,070 - 1,312 sq. ft.	1090 - 1150 sq. ft.	924 - 1272 Sq. ft.
2 Bedroom (Monthly Fee)	\$7,513 2 nd person fee: +\$2,220	\$6,084 (s) \$7,600 (d)	LC: \$6,371 CC: \$5,931 75: \$5,931	\$5,520 (sin.) 6,817 (dbl.)	\$4,926 (single) \$5,243 (double)	New Apts: \$5,933 Legacy: \$6,004
2 Bedroom (avg. entry fee)	0% - \$1,873,475 70% - \$2,577,850	0% - \$476,000 85% - \$909,000	\$611,066	\$505,666: Trad \$733,216: 50% \$1,011,333: 80%	\$980k - \$996k	New: \$1,108,538 Legacy: Entrance Fee Amortizing: \$488,250 - \$604,280 50% Rebate: \$707,963 - \$876,206
Villa/Cottage/ Suite (availability)	7	39	Duplex	10	3 bedroom	N/A



	Vi at Palo Alto	Saratoga Retirement	The Sequoias P. Valley	The Terraces of Los Gatos	Moldaw Residences	The Terraces at Los Altos
Villa/Cottage/ Suite (avg. sq. ft.)	4,212 sq. ft.	1518 sq. ft.	1,089 sq. ft. (duplex)	1,340 sq. ft.	1600 sq. ft.	N/A
Villa/Cottage/ Suite (Monthly Fee)	\$10,410	\$7,036 (s) \$8,852 (d)	LC: \$7,368 CC: \$9,031 75: \$6,928	\$6,726	\$7,336	N/A
Villa/Cottage/ Suite (avg. entry fee)	0% - \$4,283,60000 70% - \$5,991,050	0% - 682,000 85% - \$1,341,000	\$1,376,200 (duplex)	\$699,000: Trad \$1,013,550: 50% \$1,398,000: 80%	\$1,437,991	N/A

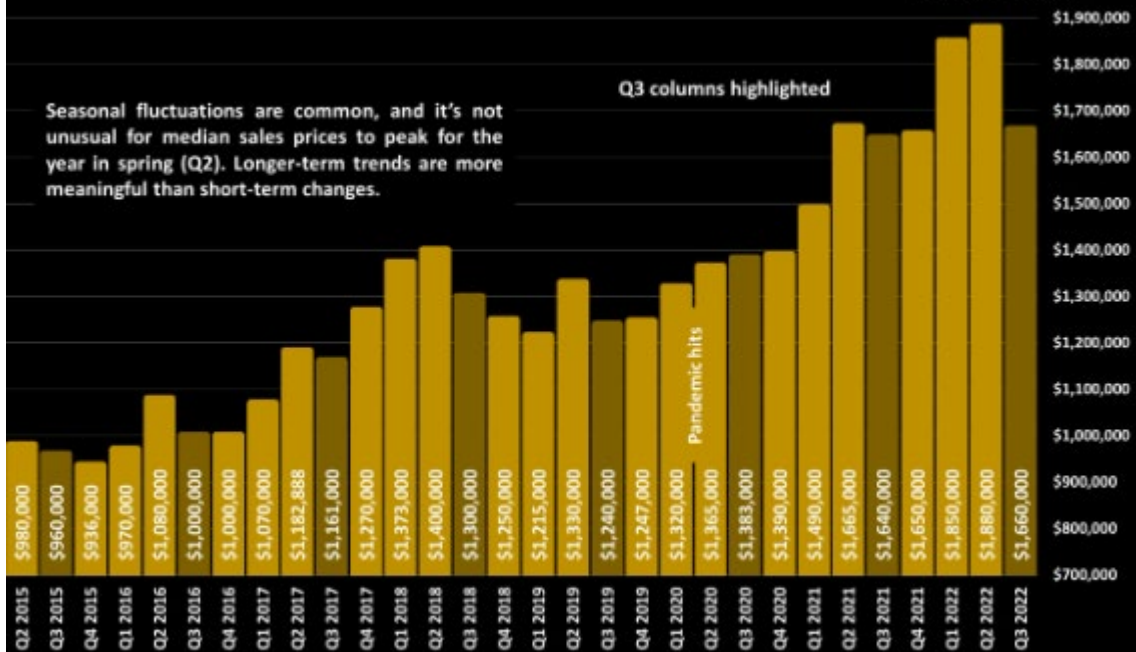
Primary Market Area Residential Housing

Sale of Units and Values

Santa Clara County House Price Trend

Median House Sales Prices, 2015 – Present, by Quarter

As reported to NorCal MLS Alliance, per Infosparks



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers approximate and subject to revision. Last quarter may change due to late reported sales.

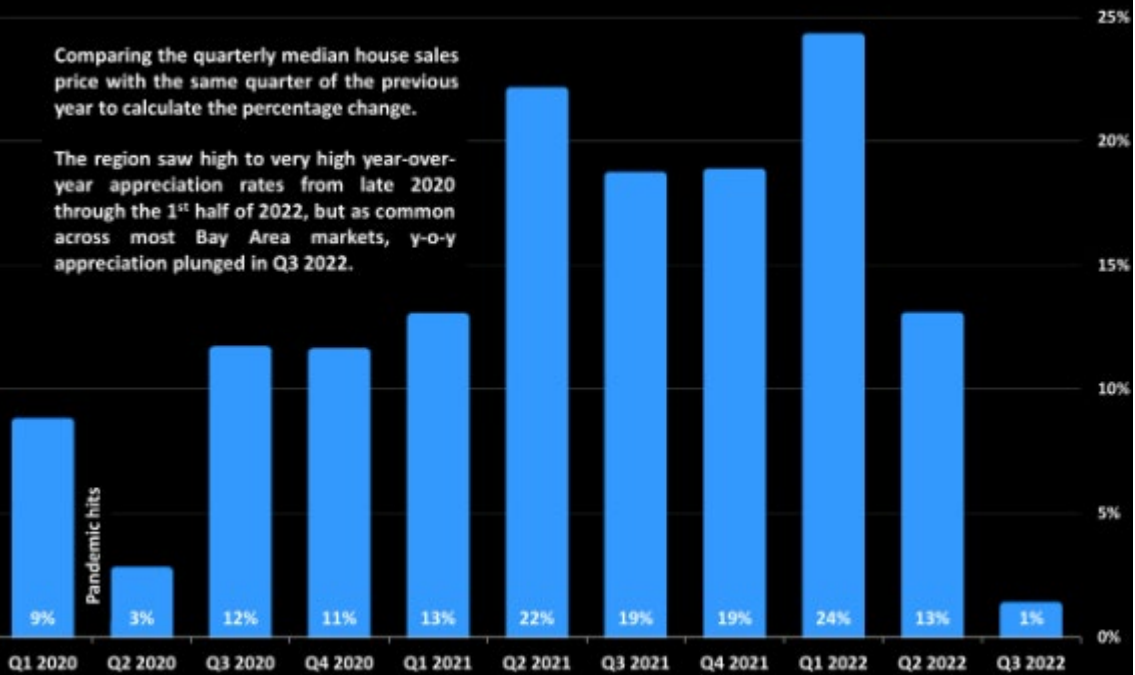
COMPASS

Santa Clara County: Year-over-Year Appreciation Rates since 2020

Y-o-Y Percentage Change in Quarterly Median HOUSE Sales Price*

Comparing the quarterly median house sales price with the same quarter of the previous year to calculate the percentage change.

The region saw high to very high year-over-year appreciation rates from late 2020 through the 1st half of 2022, but as common across most Bay Area markets, y-o-y appreciation plunged in Q3 2022.

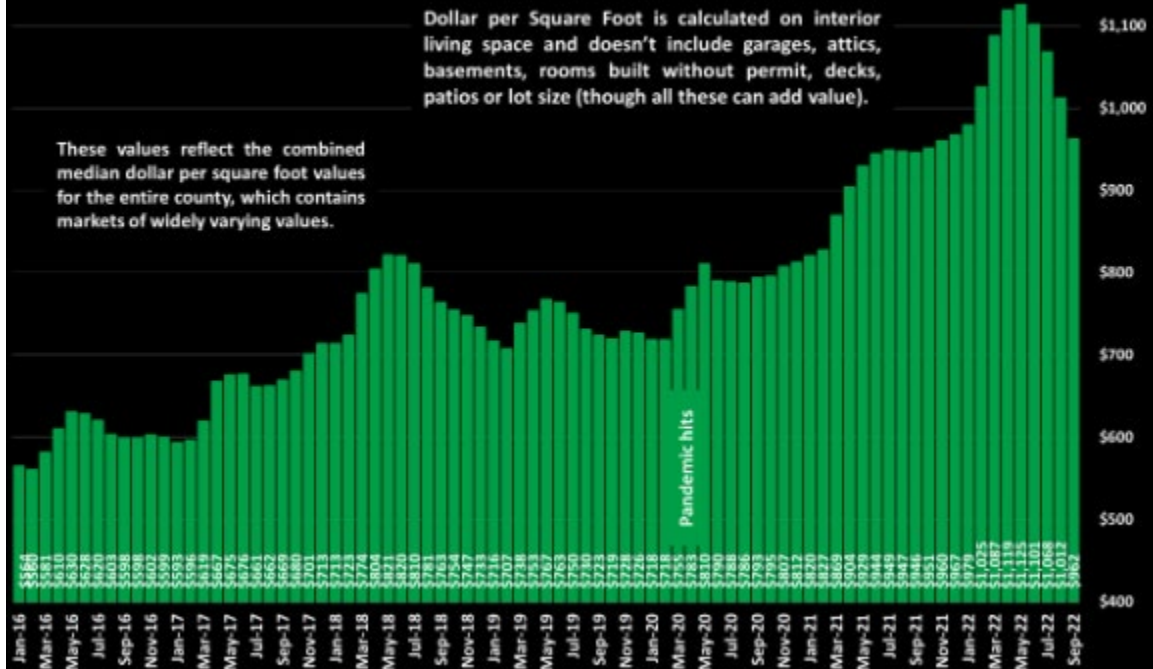


*Sales reported to NorCal MLS Alliance. Median sales prices can be affected by a variety of factors other than changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

COMPASS

Santa Clara County House Values since 2016

Median Dollar per Square Foot Values, 3-Month-Rolling



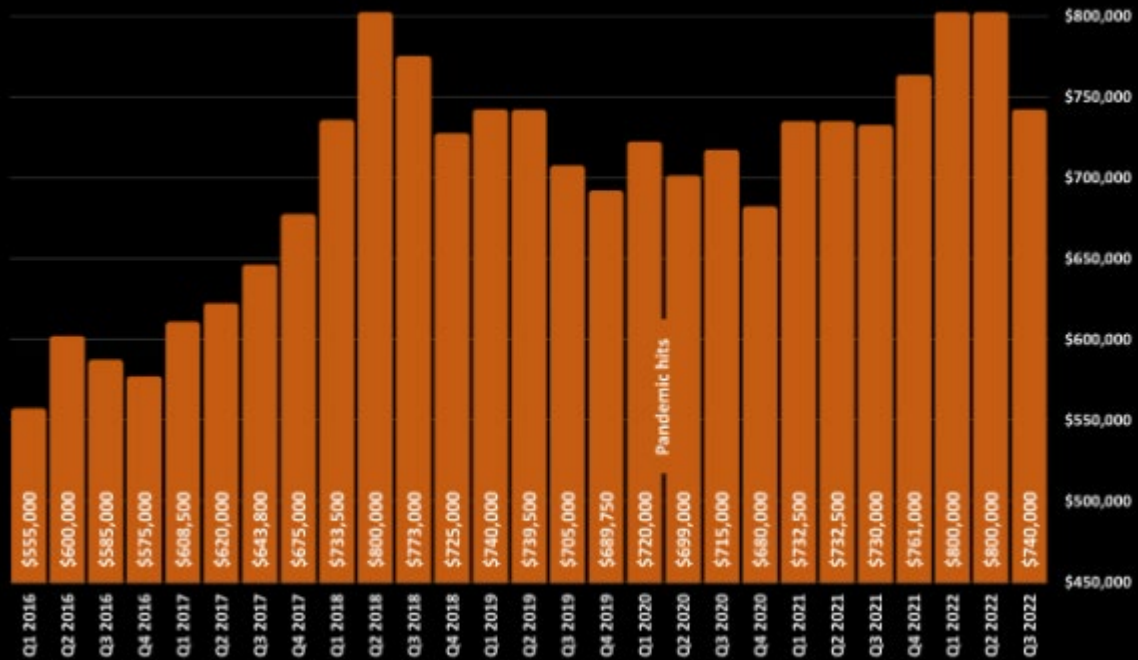
3-month-rolling house sales data per NorCal MLS Alliance, per Infosparks: deemed reliable but may contain errors and is subject to revision. All numbers approximate. Late-reported sales may change last period's reading.

COMPASS

Santa Clara County Condo Price Appreciation

Median Condo Sales Prices, 2016 – Present, by Quarter

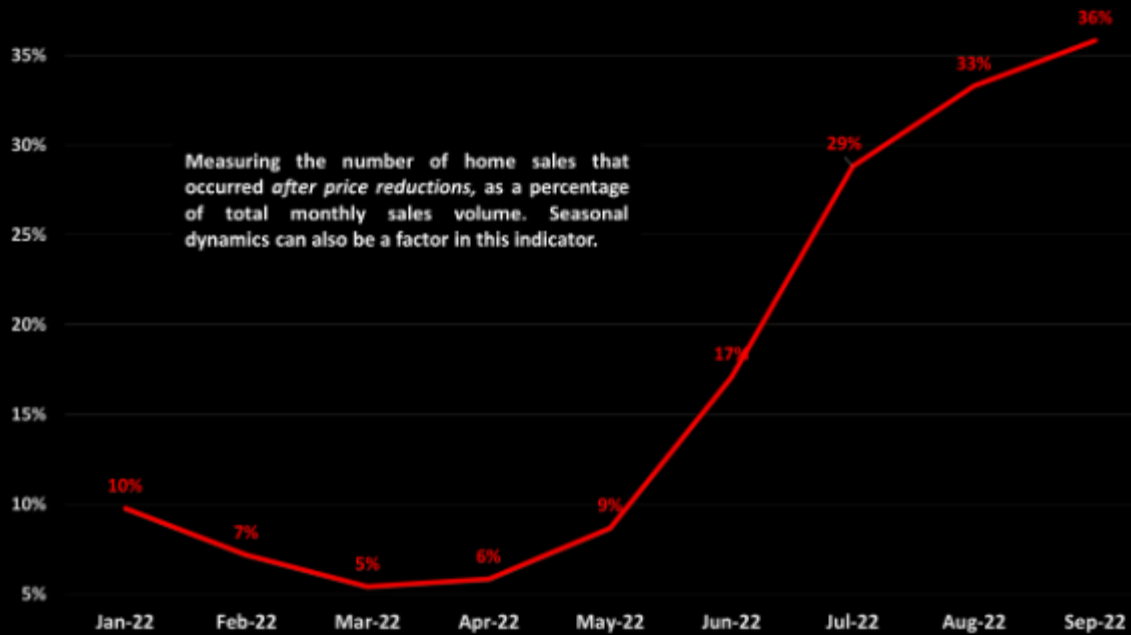
As reported to NorCal MLS Alliance, per Infosparks



Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic that can be affected by other factors besides changes in fair market value. All numbers are approximate and subject to revision. Late reported sales may alter final quarter number.

COMPASS

Sales of Priced Reduced Listings As Percentage of Total Sales: Santa Clara County Market Dynamics

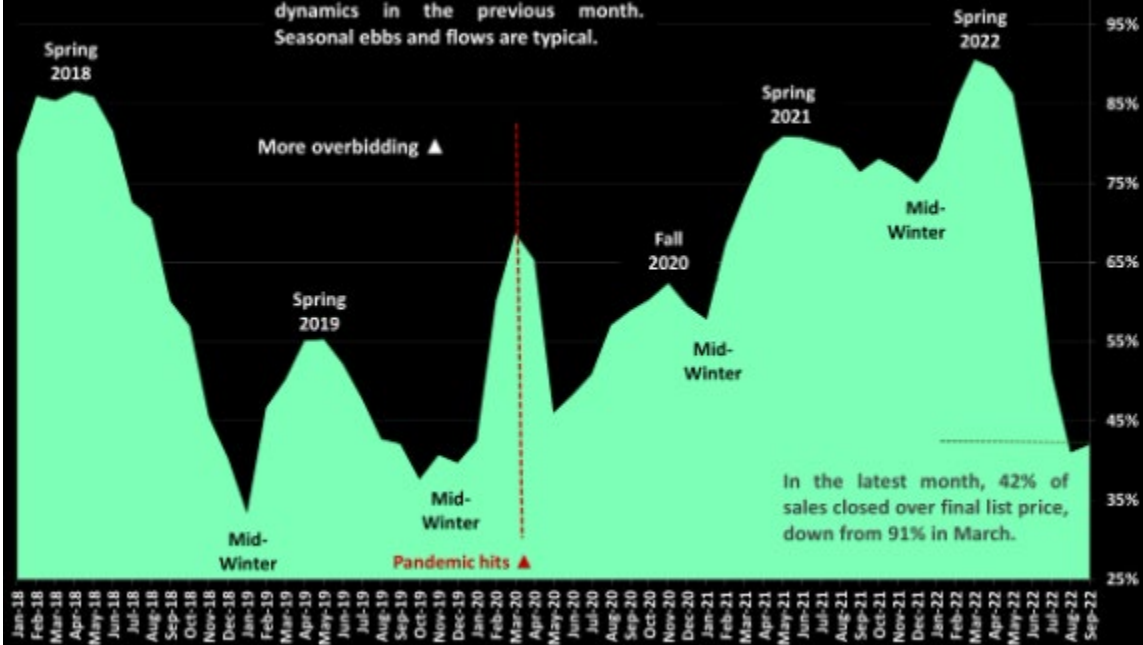


Residential sales reported to MLSLISTINGS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate, and may change with late-reported sales.

COMPASS

Overbidding List Prices in Santa Clara County Percentage of Home Sales Closing over List Price, since 2018

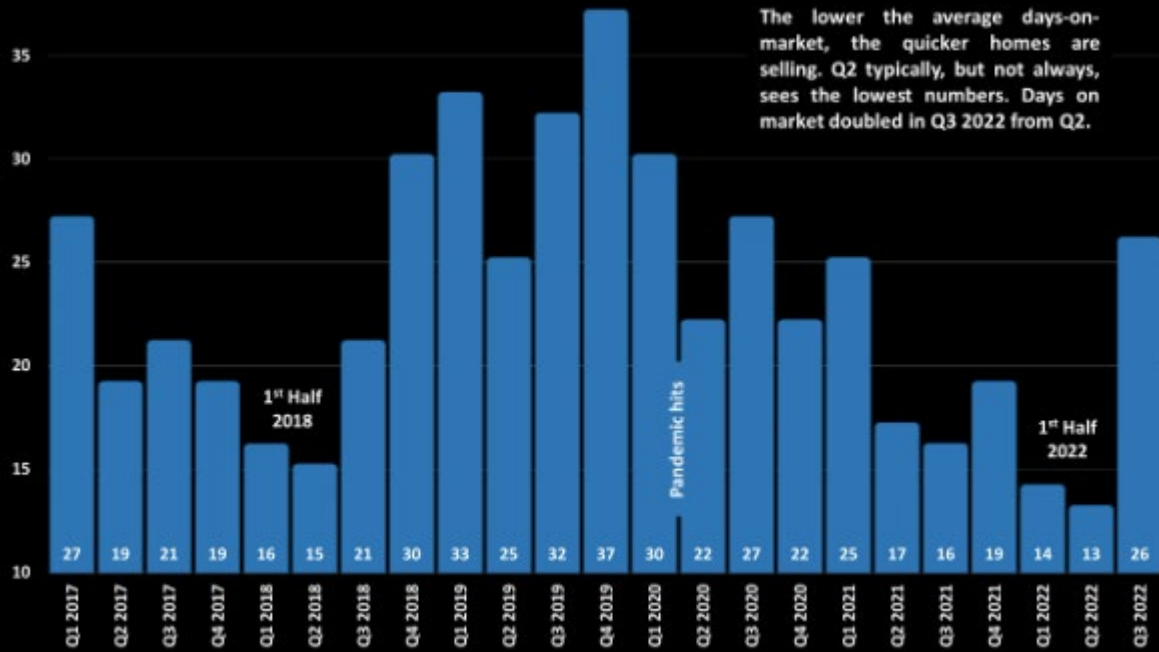
Sales in 1 month mostly reflect market dynamics in the previous month. Seasonal ebbs and flows are typical.



Sales data reported to NORCAL MLS® ALLIANCE, per Infosparks. Reflecting the percentage of sales closing at sales prices over the final list prices. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported sales.

COMPASS

Average Days on Market by Quarter Santa Clara County Market Dynamics, 2017 to Present



Residential market activity reported to MLSLISTINGS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate, and may change with late-reported activity.

COMPASS