



December 2018

As we've reached our fiscal year midway point, we'd like to share with you an update on the work Homewise is doing. On the following pages you will find information about:

- Our mid-year financial and mission impact
- Significant new grants and investments that further the Homewise mission
- Two new educational programs we are adding to our financial education roster
- News about our Homewise Homes communities at El Camino Crossing, Tessera, Oshara Village, and our next community at Vista Serena
- An update on the Homewise Homeownership Center expansions in both Santa Fe and Albuquerque
- The story of Esperance and Patrick, refugees who achieved their dreams of financial stability and homeownership
- Homewise news, events and awards

Through the support of our partners, investors, and contributors, we've already met with over 1,170 new clients this year to get them started on their path to affordable and sustainable homeownership. And at 325 new homeowners already created, we're well on our way to achieving our yearly goal of 600.

As we reach toward our goals, we remain deeply committed to our mission and our promise to serve as good stewards of your partnership. We thank you for your support of Homewise.

Sincerely,

Mike Loftin
Chief Executive Officer

Laura Altomare
Chief Communications Officer

Santa Fe Homeownership Center: 1301 Siler Road, Building D, Santa Fe, NM 87507 505.983.WISE (9473) fax: 505.983.4655
Albuquerque Homeownership Center: 4401 Lomas Blvd. NE, Ste. B, Albuquerque, NM 87110 505.243.6566 fax: 505.545.6804

FY19 Mid-Year FINANCIAL & MISSION IMPACT

APR 1 - SEP 30, 2018

325 TOTAL
HOMEOWNERS
CREATED



CLIENT FINANCIAL CAPABILITY

30-day Mortgage Delinquency Rate*

Homewise borrowers	1.55%	<div style="width: 1.55%;"></div>
Conventional borrowers**	3.58%	<div style="width: 3.58%;"></div>
FHA borrowers**	9.37%	<div style="width: 9.37%;"></div>

Conventional borrowers are 2.3 times more likely to be delinquent on their mortgage payments than Homewise borrowers, while FHA borrowers are 6 times more likely.



*as of September 30, 2018

**National borrowers

Financial Education

516

Households attending Financial Fitness and Homebuyer Education workshops

1,170

Households meeting with a Home Purchase Advisor (HPA) for the first time

565

Households completing their financial action plan to become ready to purchase a home

88

Individuals who worked with an HPA to establish credit; 59 were New Americans

Lending Services

274

Clients purchasing a home with Homewise financing

11

Clients saving money with a refinance loan

28

Clients investing in their home with a home improvement loan

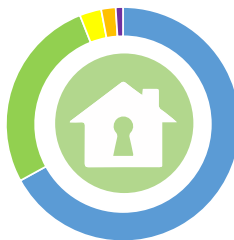
CLIENT DEMOGRAPHICS

75%

first time homebuyers

\$50,088

Median household income
(lowest: \$13,164)



- Hispanic.....67%
- White.....27%
- Black/African American.....3%
- Multiracial....2%
- Asian.....1%



Supporting the Homewise Mission: Grant and Investment News



U.S. Department of Treasury's Community Development Financial Assistance Fund

Homewise received **\$1.125** million from the U.S. Department of Treasury's Community Development Financial Assistance Fund to finance home purchase, home improvement and refinance loans for 1,300 modest-income households in New Mexico. Homewise was one of 302 Community Development Financial Institutions (CDFIs) nationwide to receive a Financial and Technical Assistance award enabling us to increase lending and investment activity in low-income and economically distressed communities by increasing access to affordable financial products and services.

City of Albuquerque Community Development Block Grant



Homewise was recently awarded **\$720,000** by the City of Albuquerque Department of Family and Community Services. The funding, from the U.S. Department of Housing and Urban Development's Community Development Block Grant (CDBG) program, will be used to provide down payment assistance to low-income Albuquerque households.

New Mexico NeighborhoodLIFT Program

Homewise, along with NeighborWorks America and Wells Fargo announced a program to help increase homeownership in all of New Mexico's 33 counties. Wells Fargo is committing **\$4.6** million to the New Mexico NeighborhoodLIFT program, through which Homewise will deliver homebuyer education and downpayment assistance to over 350 new homebuyers across the state.

The program provides eligible homebuyers with \$7,500 in downpayment assistance and \$10,000 for veterans and service members, teachers, law enforcement, firefighters, and emergency medical technicians.

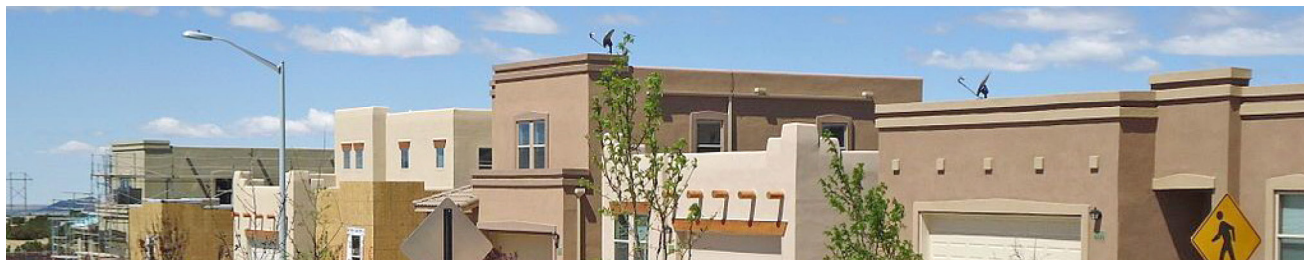


National Association for Latino Community Asset Builders Finan- cial Capability Grant

Homewise was one of only 12 organizations across the United States to receive a **\$45,000** grant from the National Association for Latino Community Asset Builders (NALCAB) and the Wells Fargo Foundation. This grant will support our work to expand financial capability in Latino and immigrant communities across New Mexico.



Collaborative Zone Grant



Homewise, along with our 6 collaborative partner organizations, was honored to receive a McCune Foundation Collaborative Zone Grant with funding from the Santa Fe Community Foundation and the Nusenda Foundation. The grant is in support of our work to identify and execute strategies that address the affordable housing crisis facing Santa Fe. This multi-year grant will allow for the formation of a coalition to equitably address the full spectrum of housing needs with strategies to include the interests of all Santa Feans. Members of this collaboration represent practitioners at all points along the housing spectrum and include:

- Homewise
- Prosperity Works
- The Life Link
- Esperanza Shelter
- Youth Shelters and Family Services
- The Santa Fe Housing Trust
- Santa Fe Civic Housing Authority

New Education Programs



Beginning in 2019, Homewise will add another educational tool for homeowners to achieve long-term success by introducing a new workshop. Homeownership 101 will cover many of the topics that our new homeowners have told us they would like to learn more about. The class will cover basic maintenance and repair, reading insurance documents, understanding your mortgage payment and escrow account adjustments, and making use of green cleaning products. It will also cover the kind of questions a homeowner should ask before hiring a contractor, easy and low cost ways to secure your home, the importance of maintaining positive credit, and building financial stability with a home savings plan. This workshop is a new offering to complement our existing Homebuyer Education and Financial Fitness for Life workshops, and will also be available free of charge in both English and Spanish. Workshops will be held in both Santa Fe and Albuquerque.



Financial Fitness for Creative Entrepreneurs

This fall Homewise offered another new workshop, Financial Fitness for Creative Entrepreneurs. The free workshop is designed to help the creative community take a proactive approach to managing money and planning for the future, all while continuing to create and thrive as an artist. Like our current Financial Fitness for Life class, this new class gives hands-on tips and tools to help create financial goals, reduce or eliminate debt, and repair and improve credit, all geared toward the unique needs of creative professionals.



Homewise Homes News

EL CAMINO CROSSING



With just one single family home lot still available at Homewise Homes at El Camino Crossing, we are now starting the next phase of construction of 13 affordable, high quality, energy efficient condominium units. Like the single family homes at El Camino Crossing, the condos will also have solar power as a standard feature. Other desirable upgrades such as stone countertops, recessed can lighting, and LVT tile in main living spaces will be standard offerings as well. Construction will begin in early 2019 and prices will start below \$200,000.

TESSERA

At Homewise Homes at Tessera, 22 new lots were just released and are available for purchase, as well as two different model homes to tour in the community. Model homes are open Thu-Sun from 11a - 5p and we invite you to come by for a visit!



OSHARA VILLAGE

In the Homewise Homes community at Oshara Village, eight additional lots will soon be available to build detached single family homes. We currently have two homes ready to move in today, as well as four lots currently available to be built.

New solar community!

Vista Serena

Another new Homewise Homes community is coming soon in Santa Fe! Homewise Homes at Vista Serena will begin groundbreaking in 2019 in the Tierra Contenta community. There will be 50 single family home lots available with garages standard on all floorplans. Be on the lookout for more information as we prepare to launch this new community.



Homeownership Center Expansions

The Homewise headquarters in Santa Fe is expanding with 6,600 additional square feet of offices, collaborative spaces, and conference rooms. This expansion will support the growth of our transformative work throughout the state and will allow Homewise to create several new high quality jobs for the local economy. With the new space, we will be poised to grow the delivery of our comprehensive suite of affordable homeownership services to serve at least 2,500 modest income families over the next three years.

1301 Siler Rd
SANTA FE



THE Orpheum Community Hub ALBUQUERQUE



Construction on the Orpheum Community Hub began in July and the renovation of the classroom/theater space is nearly complete! Construction of the Homewise offices on the first floor is in progress and expected to be completed by March 2019. Once completed, The Orpheum Community Hub will become our new Albuquerque Homeownership Center, providing new homeownership opportunities and improving the availability of quality affordable housing in the area. The building will also reclaim its former vibrancy as an arts and culture center for the surrounding neighborhoods with its large open theater for hosting community events, performances and gallery showings. We are currently raising funds to rehabilitate this landmark building, and invite you to participate in the opportunity to partner with us in this restoration.

If you would like to learn more, please contact Laura Altomare at 505.955.7039 or laltomare@homewise.org.

FROM HOUSE TO HOME



Building a New Life in America

Patrick and Esperance were forced to flee their home during the Republic of the Congo Civil War in 1999.

They found themselves living a transient life among other Refugees in Uganda for 13 years while waiting for approval to resettle in the United States. When they received their letter of acceptance, they knew their life and the lives of their children would change forever.

Esperance and Patrick came to Albuquerque in March of 2014 in search of stability and a safe place to call home. They settled into an apartment and found employment with the help of Lutheran Family Services (a refugee resettlement agency and Homewise partner). They decided to pursue homeownership to avoid rent increases and start their journey toward financial stability.

Although it wouldn't be easy, owning a home would be an investment in their future and provide a safe place to raise their family. Esperance and Patrick started by seeking out the resources available to them, such as financial literacy programs provided by Lutheran Family Services. After a year and a half of learning and saving, it was time to use their new financial habits to help them achieve homeownership.

Patrick and Esperance were introduced to Homewise in March of 2017 and met with RobbieAnn, their Home Purchase Advisor. As new Americans, they faced obstacles of establishing their work history and building

credit. Overcoming these obstacles would take time and patience, but they didn't want to just wait around. They took action and made it happen by attending the Homewise Homebuyer Education workshop, paying off two vehicle loans and opening a secure credit card. Because of their proactive efforts, they quickly became prequalified and ready for the next step.

The time had finally come to find a home of their own. They worked with a Homewise Realtor, who was ready to support their quick pace toward that goal. They saw three homes in one day and the third home was the charm for Esperance and Patrick! Their dream was coming to life and their hard work was all worth it. It took two and half years to prepare to become homeowners and just one day to find their perfect home. Esperance said "It felt like a dream!"

In January of 2018, four years after resettling in the U.S., Esperance and Patrick became homeowners. Through hard work and determination they were able to make their vision of the American dream a reality and achieve greater financial stability. To Patrick, the best part of being a homeowner is that "I save money every time I pay my mortgage because I am investing in a home that I will be able pass down to my children." Esperance added her advice to anyone who would like to become a homeowner, "Be patient, save your money and seek out the great resources available through Homewise!"

"The best part of being a homeowner is that I save money every time I pay my mortgage because I am investing in a home that I will be able to pass down to my children."



Homewise in the News

Read even more on
our website, or follow
us on Facebook!

homewise.org/about-us/in-the-news
facebook.com/HomewiseNM

Senator Udall visits Homewise Homes at El Camino Crossing



Left to right: Senator Tom Udall, El Camino Crossing resident Maria Luisa Ortega, Lillian Montoya, President & CEO of CHRISTUS St. Vincent, and Mike Loftin, Homewise CEO.

On October 17th, we had the opportunity to show Senator Tom Udall and Lillian Montoya, President and CEO of CHRISTUS St. Vincent Regional Medical Center, around our award winning and energy efficient Homewise Homes community at El Camino Crossing. Senator Udall visited during the legislative break to tour some of the community development projects that are having a positive impact in New Mexico. Senator Udall and Ms. Montoya met with El Camino Crossing residents, Maria Luisa, a community health-care worker, and Katie, an art therapist, who spoke about their experiences working with Homewise and living at El Camino Crossing.

Parade of Homes

In August, our award winning Jemez model home located in the Homewise Homes community at El Camino Crossing was featured in the 2018 Haciendas - A Parade of Homes tour. El Camino Crossing, a unique live/work community, won 'Best Green Infill Subdivision' in recognition of its energy efficient features, including solar electricity as a standard offering in all homes.



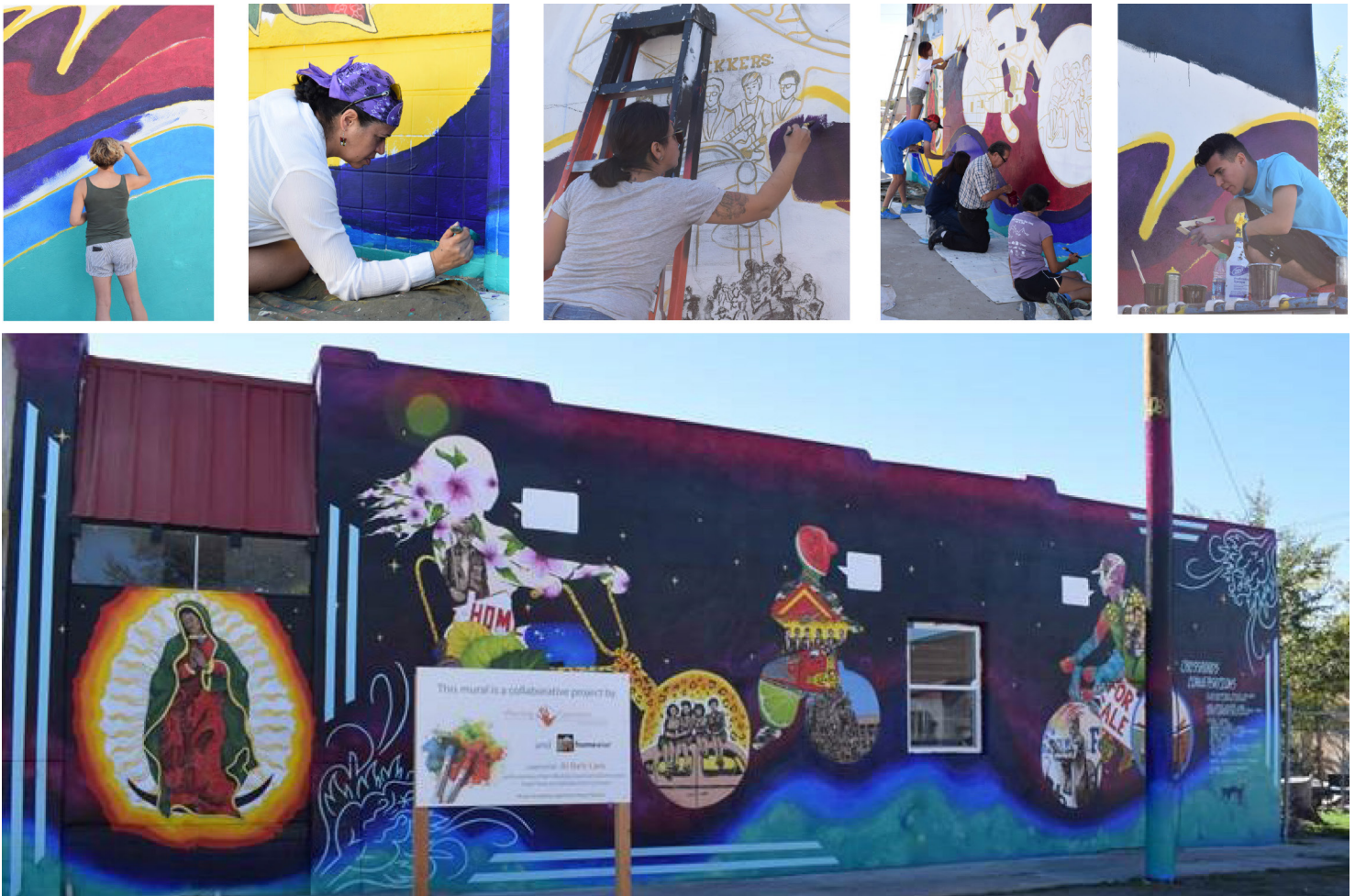
Somos ABQ

Homewise participated in and sponsored the 2nd annual Somos ABQ community festival in downtown Albuquerque this past summer. Somos ABQ is a city-wide festival that showcases the very best Albuquerque has to offer, including entertainment, food vendors, local restaurants, arts and culture organizations, nonprofits, and technology companies. At our Homewise booth, attendees painted tiles with us which will soon be displayed at our new Albuquerque Homeownership Center, The Orpheum Community Hub.



Barelas Mural Collaboration

In an effort to transform a vacant commercial building in the Barelas neighborhood, Homewise and the art education non-profit Working Classroom teamed up to collaborate on a large-scale mural. The mural's theme was Barelas: Past, Present, and Future with Al Na'ir Lara as lead artist and assistance from Working Classroom alumni artists Angel Pavia and Adriana Ortiz-Carmona. In September, Homewise employees and Barelas community members participated in a mural painting day where they worked together to preserve the history of the neighborhood while helping revitalize the community with public art. In November we hosted a mural unveiling celebration where neighborhood residents enjoyed music and refreshments at local gathering place, Casa Barelas. The mural was funded by a grant through Project Reinvest.



Homewise Partners with Mix Santa Fe

This year, Homewise is once again happy to partner with MIX Santa Fe, a local organization offering a forum for professionals and entrepreneurs to connect and collaborate in ways that make Santa Fe a more vibrant place to live and work. Through this partnership, Homewise and MIX share a goal to build community, collect input, and expand reach around the Homewise Homes El Camino Crossing community. Together we participate in online surveys and newsletters delivered to over 5,700 MIX followers, bi-monthly networking events with an average attendance of 200-500 people, and in-person collaborative cohort meetings to gain insight and feedback from our community.



Maria Hondros with Homewise Marketing Associate Anastacio Trujillo