

Wise Investing Begins at Home

Community Impact Report 2009-2010



homewise™
your partner in homeownership

www.homewise.org

Our Mission

The mission of Homewise is to help working New Mexicans become successful homeowners in order to achieve financial security, strengthen families and increase the economic and social vitality of our communities.

Our Investment

Since 1986, Homewise has worked hard to achieve its mission by:

Investing in education and training so that modest-income households learn how to develop financial habits that provide the foundation for achieving greater financial security.

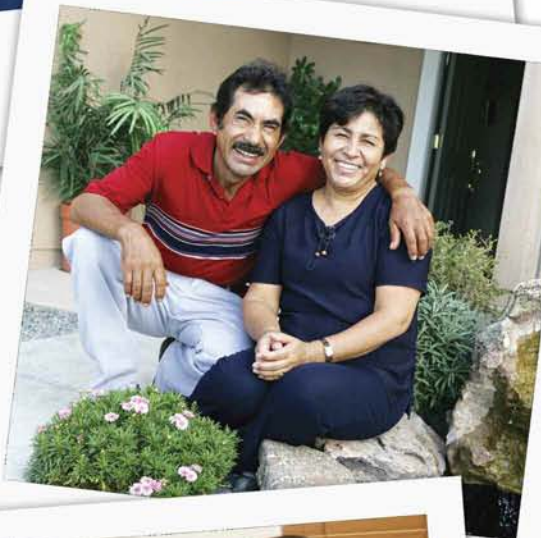
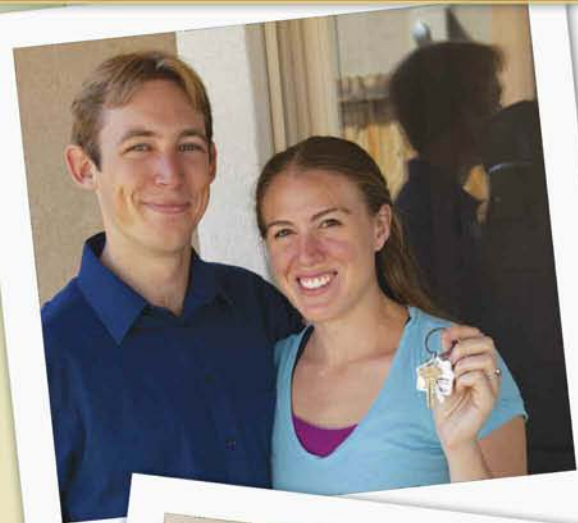
- Over 7,500 households have completed Homewise financial fitness and homebuyer education classes

Investing in the local economy by providing home purchase financing at reasonable interest rates and fixed terms to employees of local businesses.

- Homewise has facilitated over \$293,343,273.31 in mortgage loans to help 2,193 families purchase homes in our community

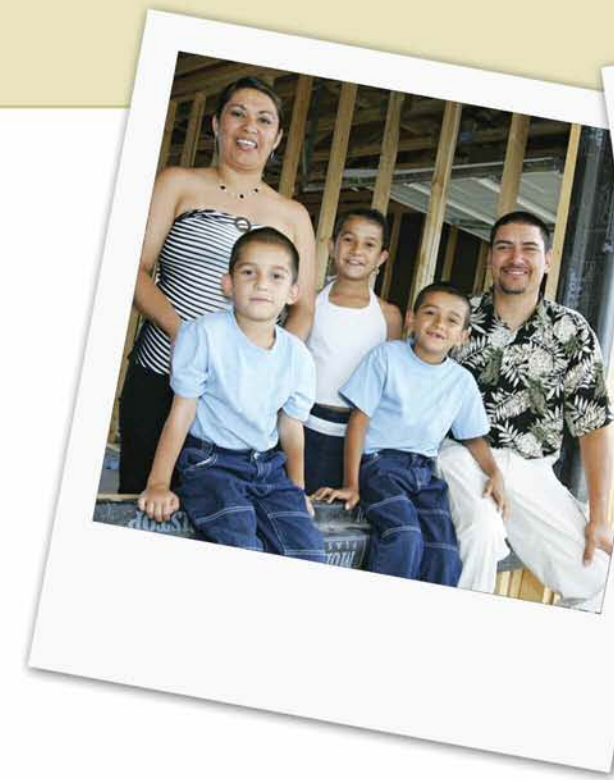
Investing in a cleaner environment by building energy and water efficient homes as well as helping existing homeowners make energy and water saving improvements to their homes.

- Homewise has helped over 1,590 homeowners finance home improvements and built 415 new homes

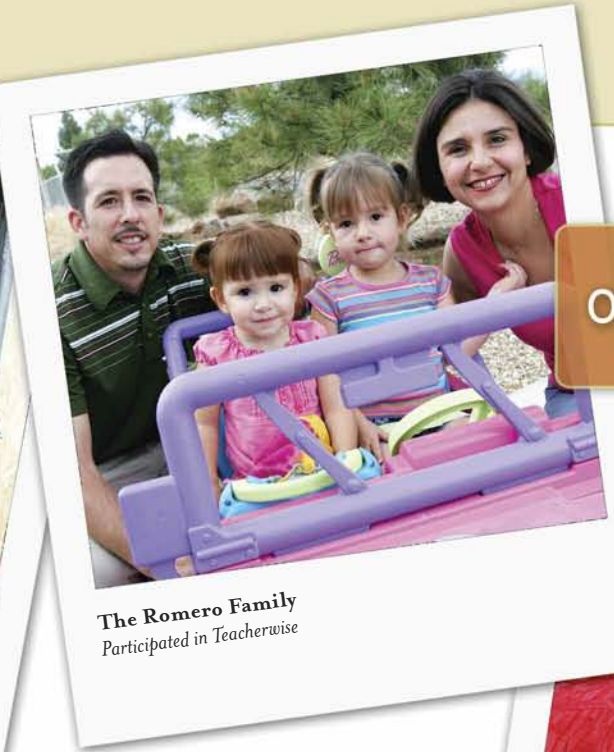


Andrew, Maria and Xavier
Purchased a Homewise Home

Our Customers



The Romero Family
Participated in Teacherwise



For over 24 years, Homewise has been providing opportunities for financially responsible homeownership to families and individuals in Santa Fe.

Everyone who comes to Homewise is unique, but when viewed as a group, they represent the working families and individuals of Santa Fe. They are your neighbors, the people you see every day at the grocery, the dry cleaner, Little League games, The Lensic, or your children's school.

Homewise Customers Invest In Their Financial Security

Last Fiscal Year, Homewise customers worked hard to improve their own financial security, improving their credit scores, reducing debt and increasing savings.

Average Increase in Credit Score
for those with an initial Score of
less than 640

62 points

Average Increase in Savings

\$5,531

Average Decrease in Monthly Debt

-\$47.74

Investing in Education

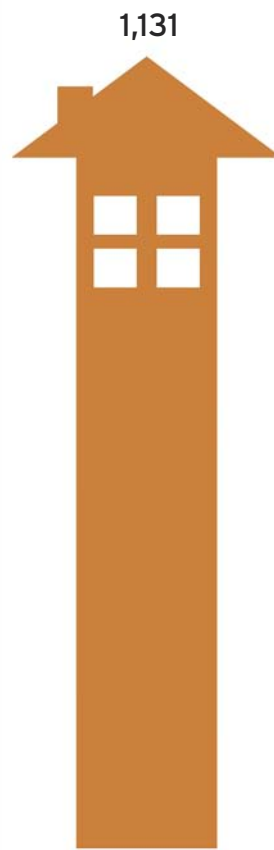


Andrea Slatapolsky
Teaching Financial Fitness for Life at Homewise



In these economically challenging times when all across our country homeowners are going into foreclosure and losing their homes, Homewise homeowners are secure. Our homeowners have a less than 3% delinquency rate.

We attribute this to our investment in educating our homeowners. Through individual one-on-one counseling, they understand "how" you buy a home is as important than "whether" you buy a home. All new home buyers attend Home Buyer Education and financial literacy classes. They study topics such as understanding a mortgage, credit and budgeting, how to select a home, the lending process, insurance and home maintenance.



Households Attending Counseling and Education FY 2010

Investing in the Local Economy

In today's economy, as a lender for home purchase, refinance and home improvement loans, Homewise has a responsibility to our community to invest wisely. We are in a financially responsible partnership with each of our homeowners. They have the foundation of the Homewise financial education and lending expertise they can trust.

Because we lend responsibly, every loan we make benefits the community in a measurable way. Each new homeowner contributes to the strength of our neighborhoods. Each employee who buys a home in Santa Fe contributes to the economic well being of our businesses by shopping locally, an economic benefit that is lost when our workforce commutes from outside the community.



Number of New Homeowners FY 2010

Increase in local spending by living in Santa Fe instead of commuting over the next ten years*

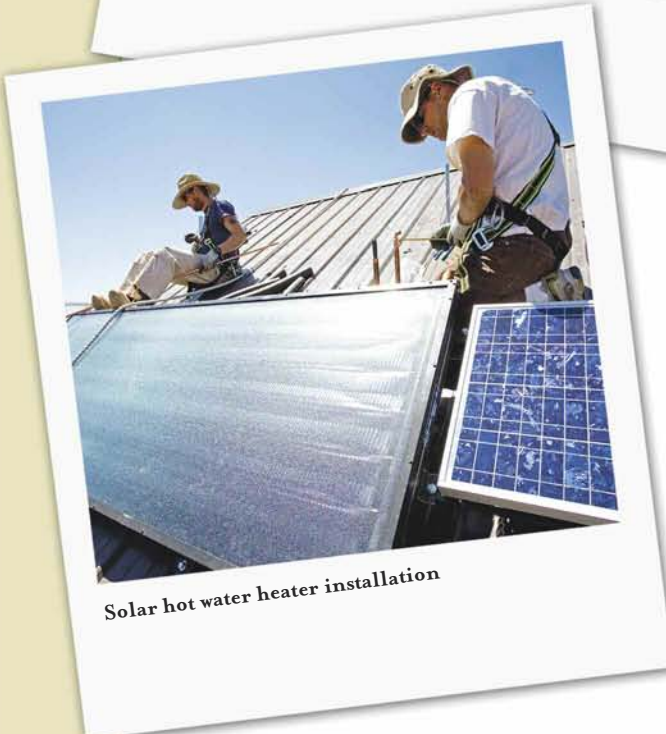
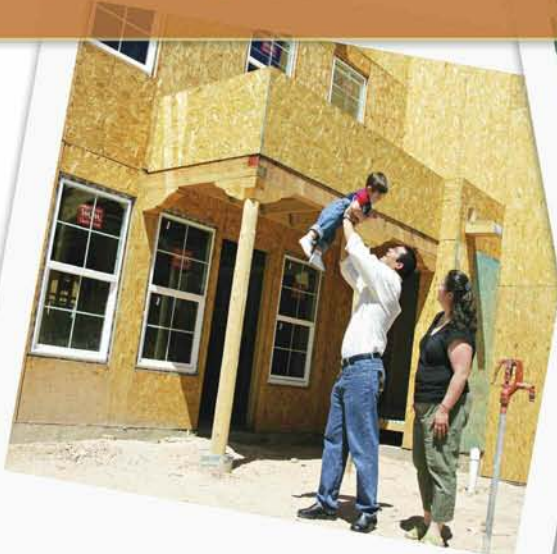
Total Investment Facilitated by Homewise



Jeff and Katia
Refinance and Home Improvement clients

*National Institute of Homebuilders

Investing in the Environment



Solar hot water heater installation



\$1.1 million invested
in home improvement
lending FY 2010

Homewise invests in our environment in two important ways – building new energy and water efficient homes and retrofitting existing homes to use less energy and water. The 50 new homes Homewise is building in its Old Las Vegas Place community meet the New Mexico Build Green Gold Standard and use over 40% less energy than homes built to the model energy code. And by reducing energy and water use, the homes cost less to operate, making them even more affordable.

In FY 2010, Homewise launched a special home improvement loan program that finances residential energy improvements at a fixed 4% interest rate. In many cases the amount the homeowner saves in energy costs equals or exceeds the cost of their monthly loan payment.

Letter from the Executive Director and President of the Board

Dear Community Members, Friends and Partners of Homewise,

Over the last several years, Homewise has helped facilitate the investment of millions of dollars in the Santa Fe economy. Just this last fiscal year, the Homewise home purchase program assisted 159 households purchase their first home which represents a total investment of \$25,908,074. Our home improvement program oversaw the investment of \$1.1 million in 137 homes and most of these improvements involved measures that will save water and energy in the years to come.

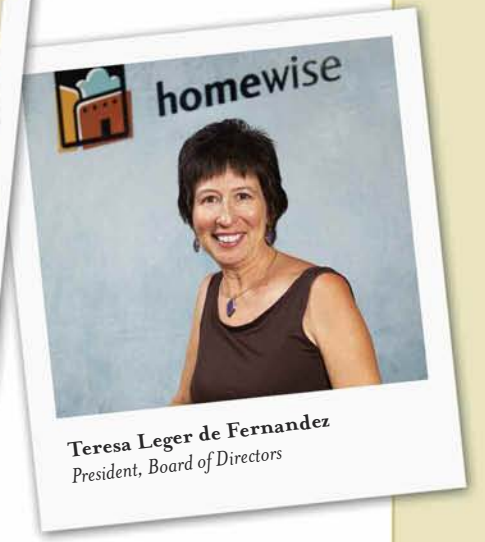
As past experience has shown, many of these new homebuyers would have moved away from Santa Fe to places like Rio Rancho and Albuquerque where homes are cheaper. By keeping these families in Santa Fe, where they work, their wages are spent in our economy, their volunteer time is contributed to the people of Santa Fe, and their cars burn a lot less gas commuting 60 miles away.

While Homewise is very proud of the contribution we are making to Santa Fe, it is important to note that we only help facilitate this investment – our role is a supporting role. The heavy lifting – the direct investing – is made by those working households who make the big decision to purchase a home, by those existing homeowners who make improvements to their homes. They are the ones investing in our community's future and it is they who deserve all of our recognition and thanks.

Sincerely,



Michael Loftin
Executive Director



Teresa Leger de Fernandez
President, Board of Directors

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- Secretary**
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- Treasurer**
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- David Hofmann
- Frank Mathew
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- Deborah Webster

Shape the future of your community – invest in the Homewise Community Investment Fund, a socially responsible investment with a guaranteed rate of return. For fund details and prospectus, contact Cece Derringer, Homewise Director of Resource Development and Communications, 505.955.7020 or cderringer@homewise.org

Supporting the work of Homewise through the Santa Fe Business Campaign for Homeownership are over 150 local businesses, government agencies and non-profit organizations.

AAA of New Mexico
 Acoma Optical
 Adelante Consulting
 Agua Fria Nursery
 Air Conditioning and Heating Services
 Amavi Restaurant
 Anasazi Medical Associates
 Aramark-Santa Fe
 Baglione Custom Woodworks
 Big Joe True Value
 Bishop's Lodge Resort & Spa
 Brother Sun
 Buffalo Thunder Resort
 Bull Ring
 Cassidy's Landscaping
 Chamisa Landscaping
 Christus St. Vincent Regional Medical Center
 Citizen Schools of New Mexico
 City of Santa Fe
 Coca Cola Bottling Company of Santa Fe
 Coyote Cafe
 Creamland Dairy - Santa Fe
 Creative Santa Fe
 Dahl Plumbing
 Del Norte Credit Union
 Desert Academy
 Divine Dental of Santa Fe
 Dr. Robert Felice, DDS
 Eldorado Hotel & Spa
 Encantado Resort & Spa
 Esperanza Shelter
 Faith at Work Community Outreach
 Farmers Insurance Agencies
 Fayette Academy
 First American Title Company
 First National Bank of Santa Fe
 Genzyme Genetics
 Guadalupe Credit Union
 Harry's Roadhouse
 Hilton at Buffalo Thunder
 Hilton Santa Fe Historic Plaza
 Hippauf & Assoc
 Hutton Broadcasting, LLC
 Kokopelli Property Management
 Inn and Spa at Loretto
 Inn of the Anasazi
 Inn of the Governors
 Joe's
 Just For Grins, Elizabeth Prishkulnik DDS
 Justin's Frame Designs
 Kokopelli Property Management
 La Familia Medical Center
 La Fonda Hotel
 La Montanita Coop
 Lamplighter Inn
 La Posada de Santa Fe
 Lithia Chrysler Jeep Dodge
 Lois Stouffer, CPA
 Los Alamos National Bank
 MC Electric, Inc
 National Center for Genome Resources
 National Dance Institute
 New Mexico Educators Federal Credit Union

New Mexico Land Conservancy
 New Mexico Pest Control
 New Mexico School for the Deaf
 Nordhaus Law Firm
 O'Keeffe Museum
 Omni Development
 Paper Tiger
 Pizza Etc.
 PNM
 Pranzo
 Presbyterian Medical Services
 Sage Inn
 Sam's Club
 Santa Fe Alliance
 Santa Fe Animal Shelter
 Santa Fe Brewing Company
 Santa Fe Chamber of Commerce
 Santa Fe Children's Museum
 Santa Fe Community College
 Santa Fe County
 Santa Fe County -Sheriff Department
 Santa Fe Imaging
 Santa Fe New Mexican
 Santa Fe Preparatory School
 Santa Fe Public Schools
 Santa Fe Recovery Center
 Santa Fe Reporter
 Santa Fe Waldorf School
 Santa Maria El Mirador
 Sherwin Williams
 Smith's Veterinary Hospital
 Southwestern Title & Escrow
 St. John's College
 State Farm Insurance
 State of New Mexico
 Administrative Office of Courts
 Aging & Long Term Services Department
 Children, Youth and Families Department
 Dept. of Cultural Affairs
 Dept. of Health
 Dept. of Higher Education
 Dept. of Homeland Security & Emergency Response
 Dept. of Human Services
 Dept. of Information & Technology
 Dept. of Public Safety
 Dept. of Regulation and Licensing
 Dept. of Tourism
 Dept. of Transportation
 General Services Dept.
 Public Defender Dept.
 Public Education Dept.
 Taxation & Revenue
 St. Michael's High School
 Studio X
 Teambuilders Counseling Services
 Ten Thousand Waves
 The Simons Firm, LLP
 Think NM
 Tomasita's Restaurant
 United Way
 Whole Foods Market
 Women's Health Services
 Zia Diner

Throughout our history, Homewise has had the generous support of local and national grantors for loan capital and our operations.

Calvert Foundation
 Century Bank
 City of Santa Fe
 City of Santa Fe, Sangre de Cristo Water Division
 Community Bank
 Del Norte Credit Union
 Domanica Foundation
 Enterprise Community Partners, Inc.
 F.B. Heron Foundation
 Fannie Mae
 Federal Home Loan Bank of Dallas
 First Community Bank
 First National Bank of Santa Fe
 Ford Foundation
 Frost Foundation
 Guadalupe Credit Union
 Home Depot Foundation
 Ira Gribin Workforce Housing Foundation
 John D. and Catherine T. MacArthur Foundation
 Land Title Trust Fund
 Los Alamos National Bank
 Los Alamos National Laboratory Foundation
 McCune Charitable Foundation
 Mercy Partnership Fund
 NeighborWorks® America
 New Mexico Bank and Trust
 New Mexico Mortgage Finance Authority
 Opportunity Finance Network
 PNM Resources Foundation
 Religious Communities Investment Fund
 Santa Fe Association of Realtors
 Santa Fe Chamber of Commerce
 Santa Fe Community Foundation
 Santa Fe County
 Seton Enablement Fund
 State Farm Insurance
 Thornburg Mortgage
 U.S. Department of Housing and Urban Development
 U.S. Treasury Department, Community Development
 Financial Institutions Fund
 Wachovia Foundation
 Wells Fargo Bank

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