Wise Investing Begins at Home
Annual Community Report
2008-2009
Dear Community Members, Friends and Partners of Homewise,

These are challenging times. Subprime mortgage lending helped to trigger the worst recession since the Great Depression. While Santa Fe has escaped the more severe impacts of the crisis, it has not been left unscathed – unemployment is up (especially among construction workers), home prices have declined, and local businesses are struggling.

What can a community do to help invigorate its local economy? A lot. If the housing downturn helped cause the economic decline, restoring a healthy housing market can catalyze economic recovery. The place to start is by helping Santa Feans buy their first home. Housing markets recover from the bottom up.

When our local workforce buys homes and stays in Santa Fe, the wages they earn in Santa Fe are spent at local businesses. You don’t buy local if you don’t live local. The 165 families that purchased homes last year with the help of Homewise, will spend about $5.3 million in our local economy each and every year.

Investing in our local workforce, by helping them own a home where they work, pays off for all of us. Wise investing truly does begin at home.

Sincerely,

Michael Loftin,
Executive Director

Teresa Leger de Fernandez,
President, Board of Directors

Our History
Homewise has been providing opportunities for financially responsible homeownership in our community since 1986. Through our innovative home purchase, home improvement, and education programs, Homewise continues to help New Mexico’s families realize the dream of owning their own home.

Our Investment in Santa Fe
Homewise invests in our community through our customers – both working Santa Feans who want to own a home in the city where they work, those who own a home and want to maintain their asset and those who want to learn more about being financially savvy.

• We have loaned more than $180,000,000 to over 3,500 families and individuals to become homeowners or improve their homes.

• More than 7,000 Santa Fe households have attended our free homebuyer education and financial literacy classes.

Our Results
At Homewise, we believe that families of modest income can be credible borrowers when given the chance. Over the years, they have proven us right. Our borrowers are champions even in an economic downturn.

---

2009 Board of Directors

President
Teresa Leger de Fernandez

Vice President
Vela Lopez

Secretary
Andrew Spingler

Kari Campbell
Arturo Estrada
Richard Freedman
Frank Miehler
Tamara Ortiz
Deborah Velarde

Michael Loftin,
Executive Director

Teresa Leger de Fernandez,
President, Board of Directors

Wise Investing Begins at Home
Dear Community Members, Friends and Partners of Homewise,

These are challenging times. Subprime mortgage lending helped to trigger the worst recession since the Great Depression. While Santa Fe has escaped the more severe impacts of the crisis, it has not been left unscathed - unemployment is up (especially among construction workers), home prices have declined, and local businesses are struggling.

What can a community do to help invigorate its local economy? A lot. If the housing downturn helped cause the economic decline, restoring a healthy housing market can catalyze economic recovery. The place to start is by helping Santa Feans buy their first home. Housing markets recover from the bottom up.

When our local workforce buys homes and stays in Santa Fe, the wages they earn in Santa Fe are spent at local businesses. You don't buy local if you don't live local. The 165 families that purchased homes last year with the help of Homewise, will spend about $5.3 million in our local economy each and every year.

Investing in our local workforce, by helping them own a home where they work, pays off for all of us. Wise investing truly does begin at home.

Sincerely,

Letter from the Executive Director and President of the Board

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.

Dear Community Members, Friends and Partners of Homewise,

These are challenging times. Subprime mortgage lending helped to trigger the worst recession since the Great Depression. While Santa Fe has escaped the more severe impacts of the crisis, it has not been left unscathed - unemployment is up (especially among construction workers), home prices have declined, and local businesses are struggling.

What can a community do to help invigorate its local economy? A lot. If the housing downturn helped cause the economic decline, restoring a healthy housing market can catalyze economic recovery. The place to start is by helping Santa Feans buy their first home. Housing markets recover from the bottom up.

When our local workforce buys homes and stays in Santa Fe, the wages they earn in Santa Fe are spent at local businesses. You don't buy local if you don't live local. The 165 families that purchased homes last year with the help of Homewise, will spend about $5.3 million in our local economy each and every year.

Investing in our local workforce, by helping them own a home where they work, pays off for all of us. Wise investing truly does begin at home.

Sincerely,

2009 Board of Directors

President
Teresa Leger de Fernandez
Vice President
Vista Lujan
Secretary
Andrew Spingler
Karen Campbell
Arturo Estrada
Richard Freedman
Frank Mueher
Tamarra Ortiz
Deborah Webster

Our History
Homewise has been providing opportunities for financially responsible homeownership in our community since 1986. Through our innovative home purchase, home improvement, and education programs, Homewise continues to help New Mexico’s families realize the dream of owning their own home.

Our Investment in Santa Fe
Homewise invests in our community through our customers – both working Santa Feans who want to own a home in the city where they work, those who own a home and want to maintain their asset and those who want to learn more about being financially savvy.

• We have loaned more than $180,000,000 to over 3,500 families and individuals to become homeowners or improve their homes.

• More than 7,000 Santa Fe households have attended our free homebuyer education and financial literacy classes.

Our Results
At Homewise, we believe that families of modest income can be credible borrowers when given the chance. Over the years, they have proven us right. Our borrowers are champions even in an economic downturn.

DELCINQUENCY RATE CHART

 Michael Loftin, Executive Director Teresa Leger de Fernandez, President, Board of Directors

W i s e  I n v e s t i n g  B e g i n s  a t  H o m e
Only a generation ago, purchasing a home was the most important step a family could take to achieve long-term financial security. Homeownership was a cornerstone of the American Dream on which America built its middle class.

At Homewise we feel the key to restoring the promise of homeownership is to ensure our homeowner’s investment is a long-term one. We know that how a person buys a home is more important than whether he buys a home.

Last year we assisted 165 families and individuals to become responsible homeowners through an investment of over $30.4 million in mortgage loans.

Homeowners spend almost two thirds (63%) of their annual incomes where they live. When the employees of our local businesses and government agencies live and work in Santa Fe, the economy of our community benefits.

Last year, the Santa Fe Business Campaign for Homeownership* - a partnership of over 100 local businesses, government agencies, nonprofits and Homewise, helped 165 members of the workforce become homeowners.

This represents an annual economic return to Santa Fe of $8.150** million from local spending and tax revenues, commuting costs saved and home equity wealth created by homeowners living in Santa Fe instead of commuting to work from outside Santa Fe County.

*See back cover of this report for list of partners in the campaign.
**"Strengthening Santa Fe Through Affordable Home Ownership" A Study by Homewise, Inc. with the support of the McCune Charitable Foundation, 10/07

W i s e  I n v e s t i n g  B e g i n s  a t  H o m e
Only a generation ago, purchasing a home was the most important step a family could take to achieve long-term financial security. Homeownership was a cornerstone of the American Dream on which America built its middle class.

At Homewise we feel the key to restoring the promise of homeownership is to ensure our homeowner’s investment is a long-term one. We know that how a person buys a home is more important than whether he buys a home.

Last year we assisted 165 families and individuals to become responsible homeowners through an investment of over $30.4 million in mortgage loans.

Homeowners spend almost two thirds (63%) of their annual incomes where they live. When the employees of our local businesses and government agencies live and work in Santa Fe, the economy of our community benefits.

Last year, the Santa Fe Business Campaign for Homeownership* - a partnership of over 100 local businesses, government agencies, nonprofits and Homewise, helped 165 members of the workforce become homeowners.

This represents an annual economic return to Santa Fe of $8,150 million from local spending and tax revenues, commuting costs saved and home equity wealth created by homeowners living in Santa Fe instead of commuting to work from outside Santa Fe County.

*See back cover of this report for list of partners in the campaign.

**"Strengthening Santa Fe Through Affordable Home Ownership" A Study by Homewise, Inc. with the support of the McCune Charitable Foundation, 10/07
Last year, Homewise invested over $1.7 million in lending to 380 Santa Fe homeowners for energy and water conserving improvements. We understand that homes have a significant impact on our community’s environment and encourage homeowners to make improvements in their homes that will save them money, reduce their carbon footprint, and help make their home more durable over time.

Our Homewise Homes™ - the homes we build in our community - also reflect our investment in our environment. These homes are engineered to a higher standard to save the homeowners money and decrease the environmental impact of development. Homewise Homes™ are built above the required green building code standards for the City of Santa Fe.

The Homewise Community Investment Fund gives you the opportunity to make a difference in your community. This Fund combines the financial benefit of investing with the social benefit of donating. You receive a guaranteed return on your investment which makes a significant impact on Santa Fe.

Your investment in our loan fund gives working families the opportunity to be successful homeowners. It allows the American dream of homeownership to thrive in Santa Fe.

Our Guarantee
The Homewise Community Investment Fund is guaranteed by Los Alamos National Bank, an “A” rated financial institution with over $1.8 billion in assets. Every dollar you invest is 100% guaranteed by the Bank. This investment guarantee shields you from risk of loss.

Wise Investing Begins at Home

Find out how you can invest in your community. For more information about Homewise, to receive the Prospectus and Fund details or the 2008-2009 Statement of Financial Position, please contact Cece Derringer, Homewise Director of Resource Development and Communications 505.955.3000 or cderringer@homewise.org
Last year, Homewise invested over $1.7 million in lending to 380 Santa Fe homeowners for energy and water conserving improvements. We understand that homes have a significant impact on our community’s environment and encourage homeowners to make improvements in their homes that will save them money, reduce their carbon footprint, and help make their home more durable over time.

Our Homewise Homes™ - the homes we build in our community - also reflect our investment in our environment. These homes are engineered to a higher standard to save the homeowners money and decrease the environmental impact of development. Homewise Homes™ are built above the required green building code standards for the City of Santa Fe.

The Homewise Community Investment Fund gives you the opportunity to make a difference in your community. This Fund combines the financial benefit of investing with the social benefit of donating. You receive a guaranteed return on your investment which makes a significant impact on Santa Fe.

Your investment in our loan fund gives working families the opportunity to be successful homeowners. It allows the American dream of homeownership to thrive in Santa Fe.

Our Guarantee
The Homewise Community Investment Fund is guaranteed by Los Alamos National Bank, an “A” rated financial institution with over $1.8 billion in assets. Every dollar you invest is 100% guaranteed by the Bank. This investment guarantee shields you from risk of loss.

"Los Alamos National Bank aligns with leaders in economic and community development. Homewise is one of those leaders. Our bank is guaranteeing the investment fund because we know and believe in the work of Homewise. From a investor, you can be confident that your money will make a significant impact in our community through Homewise.”

William C. Enloe
Chairman and Chief Executive Officer, Los Alamos National Bank

Find out how you can invest in your community. For more information about Homewise, to receive the Prospectus and Fund details or the 2008-2009 Statement of Financial Position, please contact: Cece Derringer, Homewise Director of Resource Development and Communications 505.955.7088 or cderringer@homewise.org
Supporting the work of Homewise through the Santa Fe Business campaign for Homeownership are over 100 local businesses, government agencies and non-profit organizations.

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

Cavett Foundation
Century Bank
City of Santa Fe
City of Santa Fe, Sangre de Cristo Water Division
Community Banks
Domestic Foundation
Entrepreneur Community Partners, Inc.
F.B. Hornes Foundation
Fayette Max
Federal Home Loan Bank of Dallas
First Community Bank
1st National Bank of Santa Fe
Ford Foundation
Frost Foundation
Governor Richardson’s Water Innovation Fund
Guadalupe Credit Union
Home Depot Foundation
Kohler Foundation
McArdle Arthur Foundation
Land Title Trust Fund
Los Alamos National Bank
Los Alamos National Foundation
McCare Charitable Foundation
Neighborhood America
New Mexico Bank and Trust
New Mexico Mortgage Finance Authority
Opportunity Finance Network
PIM Resources Foundation
Santa Fe Chamber of Commerce
Santa Fe Community Foundation
Santa Fe County
Santa Fe County Human Services
Thomberg Mortgage
U.S. Department of Housing and Urban Development
U.S. Treasury Department, Community Development
Financial Institutions Fund
Macnowia Foundation
Main Fargo Bank

Annual Report Creative Team
Design - Monoons Design, James Walker
Photography - Insight Foto, Inc.
John Baker Photography
Norman Johnson Photography
Cooperating and Production - Core Designers
Vickie Brown
Printing - Allompee Printing