

**TENTATIVE AGENDA
for the
THIRD MEETING
of the
MORTGAGE FINANCE AUTHORITY ACT OVERSIGHT COMMITTEE**

**August 22, 2022
New Mexico Mortgage Finance Authority Office
344 Fourth Street SW
Albuquerque**

Monday, August 22

- 10:00 a.m. **Call to Order and Introductions**
 —Senator Nancy Rodriguez, Chair
 —Representative Eliseo Lee Alcon, Vice Chair
- 10:05 a.m. (1) **[Executive Director Update](#)**
 —Isidoro "Izzy" Hernandez, Executive Director and Chief Executive
 Officer, New Mexico Mortgage Finance Authority (MFA)
- 10:25 a.m. (2) **[Affordable Housing Act Update](#)**
 —Julie Halbig, Director of Compliance/Initiatives, MFA
- 10:50 a.m. (3) **[Regional Housing Authority Update](#)**
 —Theresa Laredo-Garcia, Program Development Manager, MFA
- 11:15 a.m. **Approval of Minutes**
- 11:20 a.m. (4) **[Housing Individuals Experiencing Homelessness](#)**
 —Donna Maestas-De Vries, Chief Housing Officer, MFA
 —Gina Bell, Director of Community Development, MFA
 —Lara Yoder, Housing Program Manager, The Life Link
- 11:35 a.m. (5) **[MFA Single Family Products](#)**
 —Jeff Payne, Chief Lending Officer, MFA
- 12:00 noon **Adjourn**



New Mexico Mortgage Finance Authority

August 22, 2022

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Tab 1



New Mexico Mortgage Finance Authority Affordable Housing Act

Julie Halbig, Director of Compliance and Initiatives

Legislative Oversight Committee
August 22, 2022

Affordable Housing Act

- The New Mexico State Legislature created the Affordable Housing Act (2004) to allow local governments to donate resources to create and maintain affordable housing in their communities.
- The Affordable Housing Act allows communities to donate or make contributions towards acquisition, development, financing, operating and managing affordable housing. The Affordable Housing Act is pivotal in addressing housing needs of cost-burdened households while also advancing structural rehabilitation and preservation initiatives.
- MFA collaborates with communities and local governments in fostering affordable housing, as well as economic development, in New Mexico communities statewide. MFA reviews all affordable housing plans and ordinances and provides comprehensive technical training and assistance on an ongoing basis to Affordable Housing projects as needed, including implementation.

What is *Affordable* Housing?

HUD defines housing as affordable if a household pays **30% or less of its income for rent and utilities.**

- 100% Area Median Income (AMI) \$48,800 family of 4
 - Monthly income \$4,067
 - 30% of monthly income = \$1,220 affordable housing cost
- 60% AMI \$36,600 family of 4
 - Monthly income \$3,050
 - 30% of monthly income = \$915 affordable housing cost

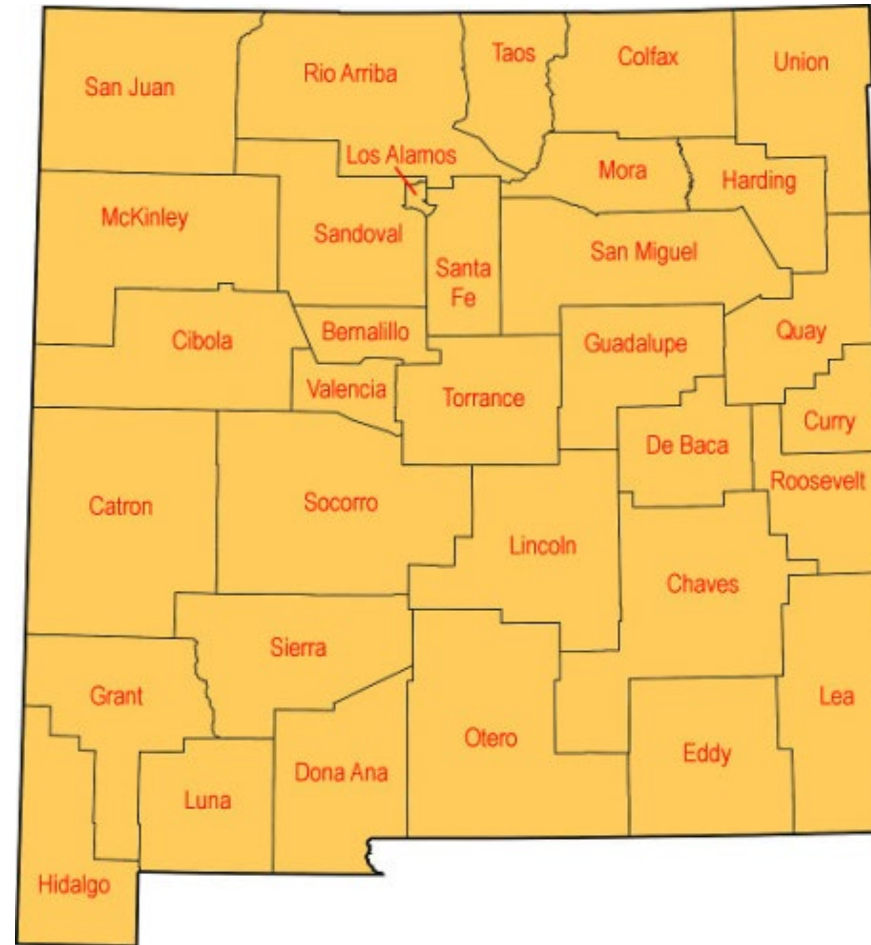
Source: 2022 HOME Income & Rent Limits, Cibola County



Affordable Housing Act

Eligible Donors:

- The State of New Mexico
- Counties
- Municipalities
- School Districts



Eligible Donations

- Donate or pay for land for affordable housing construction.
- Donate or pay for an existing building or conversion or renovation into affordable housing.
- Provide or pay the costs of infrastructure necessary to support affordable housing projects.
- Provide or pay for the cost of acquisition, development, construction, financing, operating or owning affordable housing.

How Do You Get There?

1. Develop an Affordable Housing Plan
2. Develop an Ordinance

Both must be submitted to MFA for review and approval before a donation can be made to a Qualifying Grantee.

Four Elements of an Affordable Housing Plan

- Community & Housing Profile
- Housing Needs Assessment
- Land Use & Policy Review
- Goals, Policies & Quantifiable Objectives



Participating Government Entities

Entity	Type of Entity	Approved Plan	Approved Ordinance	Entity	Type of Entity	Approved Plan	Approved Ordinance
Alamogordo	Municipality (City)	Yes	Yes	Lea County	County	Yes	Yes
Albuquerque	Municipality (City)	Yes	Yes	Lordsburg	Municipality (City)	Yes	Yes
Artesia	Municipality (City)	Yes	Yes	Los Alamos County	County	Yes	Yes
Belen	Municipality (City)	Yes	Yes	Los Lunas (Valencia County)	Joint Municipality (City) & County	Yes	Yes
Bernalillo County	County	Yes	Yes	Lovington	Municipality (City)	Yes	Yes
Bernalillo	Municipality (City)	Yes	Yes	Mesilla	Municipality (Town)	Yes	Yes
Carlsbad	Municipality (City)	Yes	Yes	Portales	Municipality (City)	Yes	Yes
Deming	Municipality (City)	No	Yes	Rio Arriba County	County	Yes	Yes
Dona Ana County	County	Yes	Yes	Roswell	Municipality (City)	Yes	Yes
Eddy County	County	Yes	Yes	Ruidoso	Municipality (Village)	Yes	Yes
Espanola	Municipality (City)	Yes	Yes	San Miguel County	County	Yes	Yes
Eunice	Municipality (City)	Yes	Yes	Santa Fe	Municipality (City)	Yes	Yes
Farmington – NE San Juan County	Joint Municipality (City) & County	Yes	Yes	Santa Fe County	County	Yes	Yes
Gallup	Municipality (City)	Yes	Yes	Silver City	Municipality (City)	Yes	Yes
Guadalupe County (Santa Rosa)	Joint Municipality (City) & County	Yes	Yes	Socorro	Municipality (City)	Yes	Yes
Hobbs	Municipality (City)	Yes	Yes	Socorro County	County	Yes	Yes
Jal	Municipality (City)	Yes	Yes	Taos	Municipality (Town)	Yes	Yes
Las Cruces	Municipality (City)	Yes	Yes	Taos County	County	Yes	Pending
Las Vegas	Municipality (City)	Yes	Yes	Total		36	37

How to Contribute to Affordable Housing

Ordinances and applications must be submitted to MFA for review of compliance with the Act.

Local governments can make contributions through enactment of ordinances for each contribution.

Contributions can be made either through an RFP or through an application process.

Qualified Grantees

Entities eligible to receive donations:

- A. An individual who is qualified to receive assistance pursuant to the Act and is approved by the Governmental Entity and/or MFA; and
- B. A governmental housing agency, regional housing authority, tribal housing agency, corporation, limited liability company, partnership, joint venture, syndicate, association or a nonprofit organization that:
 - 1) Is organized under State, local, or tribal laws and can provide proof of such organization;
 - 2) If a non-profit organization, has no part of its net earnings inuring to the benefit of any member, founder, contributor, or individual; and
 - 3) Is approved by the Governmental Entity and/or MFA.

Affordable Housing Act & Low Income Housing Tax Credits

- Contributions from a local government can be a game changer for an affordable housing project.
- Any additional resource to a single project means less reliance on limited federal sources, and more affordable housing possible across the State.
- The involvement of local governments in the development of affordable housing from the beginning can address local needs more directly.
- Leverage scoring category in the Qualified Allocation Plan
 - Highly competitive process, with \$2.59 of requests per every \$1 available
 - Up to 10 points for additional soft sources or contributions to the project

Luminaria Senior Community

- Located in Albuquerque
- LIHTC Award of \$1,142,400
- 92 units
- Completed in Spring 2022



Luminaria Senior Community



Recap of AHA Process

➤ **Phase I**

➤ **Local government passes enabling legislation:**

- Local government passes enabling legislation
- Affordable Housing Plan
- Ordinance
- MFA reviews and approves enabling legislation, ordinance and AH plan

➤ **Phase II**

➤ **Local government seeks qualified grantee(s):**

- MFA reviews qualified grantee(s)
- Procurement must be compliant with local and state regulations

➤ **Phase III**

➤ **Local government makes donation to qualified grantee(s) for affordable housing:**

- Donation must serve persons with low and moderate income
- Requirements for affordability period
- Stipulations to secure against loss of public funds

MFA: We are Housing New Mexico

Questions?

Thank you for your leadership and service!

Julie Halbig, Director of Compliance and Initiatives

Phone: 505-308-4216

Email: jhalbig@housingnm.org



MFA

Housing New Mexico

Tab 2



MFA Oversight Regional Housing Authorities

Theresa Laredo Garcia, Program Development
Manager

MFA Legislative Oversight Committee
August 22, 2022

Legislative Oversight of Regional Housing Authorities

In the 2009 Legislative Session, the New Mexico state legislature amended the Regional Housing Law 11-3A-29 NMSA 1978, to re-define the activities of the Regional Housing Authorities and mandated that MFA provide oversight of certain activities, to include submission of an Annual Report, relative to their operations and fiscal activities, to the Department of Finance & Administration (DFA), Legislative Oversight Committee (LOC), and the Legislative Finance Committee (LFC).



MFA's Oversight Responsibilities

Review of the RHA's operating budgets

(HUD approves RHA's Budgets. MFA staff reviews them but since MFA does not provide any funding to the RHAs, MFA does not have the authority to approve their budgets)

Approve any new member(s) of the RHA's Board of Commissioners

(The Governor's Office approves new Commissioners through the Boards and Commissions Department)

Approve new Executive Directors

(MFA does not interview or make any initial decisions for Executive Directors. The Housing Authorities Board of Directors approves new Executive Directors prior to presenting to MFA for Approval)

Review reports of the creation/dissolution of nonprofit entities of the RHAs

(In order to form a non-profit, Articles of Incorporation must be submitted to the NM Secretary of State)

(This is an unfunded mandate)

MFA's Oversight Responsibilities Con't

Approval of contracts and
MOUs with a value great than
\$100,000

(HUD approves contracts over \$100,000)

Approve transfers, sales or
liquidations of any real or
personal property with a
value greater than \$100,000

(RHAs must submit a package of information
to the State Board of Finance for approval to
sell real property if it is valued over \$25,000)

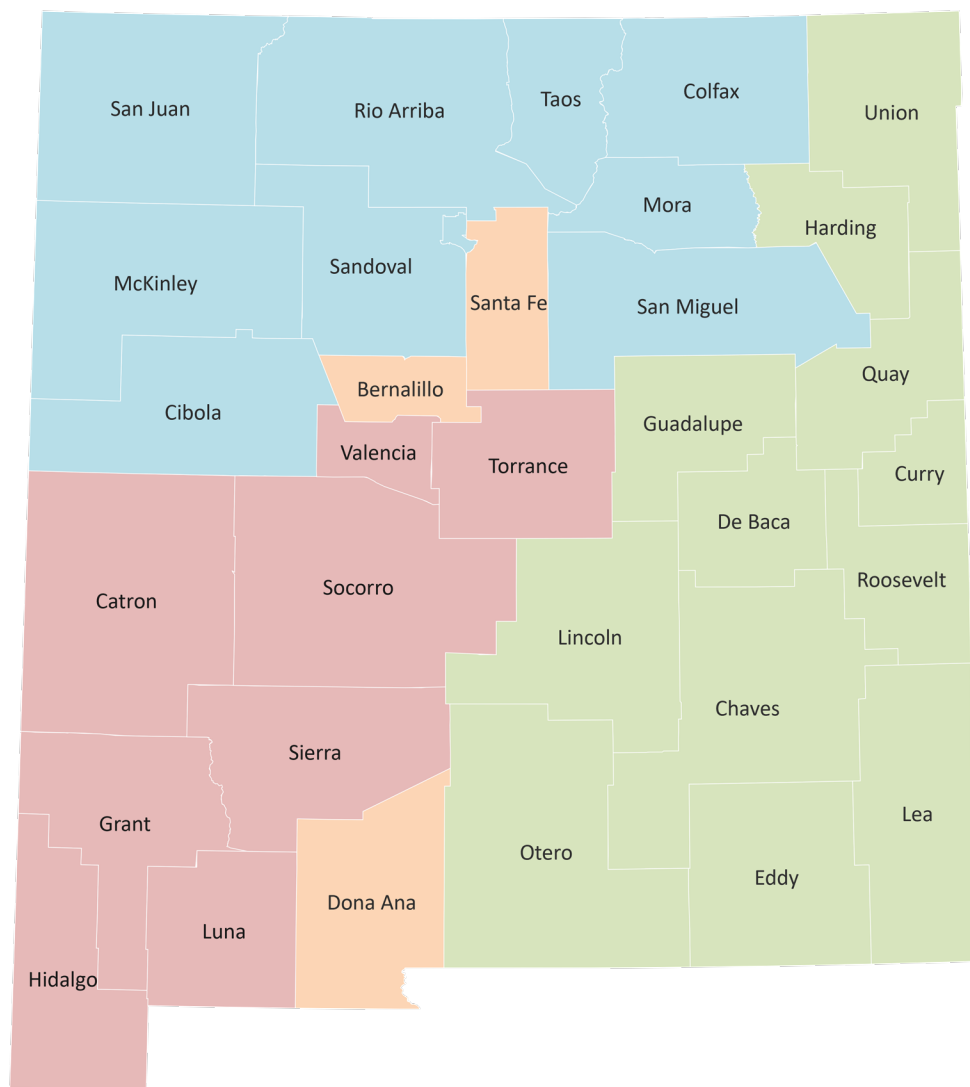
Review RHA's external
financial audits

(Both the State Auditor and HUD receive the
Housing Authorities' external audits)

Provide an annual report of
financial and operational
activities and dissemination
to DFA, MFA Oversight Comm
and the Legislative
Oversight Committee

(This is an unfunded mandate)

Regional Housing Authorities



Northern Regional
Housing Authority

Eastern Regional Housing
Authority

Western Regional Housing
Authority

Urban

Regional Housing Authorities

Regional Housing Authority	Low-Rent Units	Section 8 Vouchers	Consolidations to Date	HUD's Rating
Eastern Regional Housing Authority (ERHA) Office located in Roswell	402	2,088	<u>Consolidations Include</u> Alamogordo 11/05 (Consolidation of Section 8 Program only) Region IV 07/09 Vaughn 07/10 Eunice 10/14 Lovington 01/16 Artesia 01/20 Tucumcari 01/21	High Performer Last scored in 2019
Western Regional Housing Authority (WRHA) Office located in Silver City	154	911	<u>Consolidated Include</u> Lordsburg 07/20	High Performer Last scored in 2019
Northern Regional Housing Authority (NRHA) Office located in Taos	643	561	<u>Consolidations Include</u> Taos 08/14 Cimarron 07/16 Grants 01/17 Las Vegas 01/21 Raton 01/21 (Maxwell Consolidated with Raton in April 2018)	Troubled Last scored in 2019
TOTAL	1199	3,560		

Eastern Regional Housing Authority Region

Public Housing Authority	Low-Rent Units	Section 8 Vouchers	HUD's Rating
Alamogordo	221	0	Standard Last scored in 2019
Clayton	50	0	Standard Last scored in 2019
Clovis	132	608	High Performer Last scored in 2019
Fort Sumner	47	0	High Performer Last scored in 2019
TOTAL	450	608	

Western Regional Housing Authority Region

Public Housing Authority	Low-Rent Units	Section 8 Vouchers	HUD's Rating
Bayard	70	0	Standard Last scored in 2019
El Camino Real	0	591	Standard Last scored in 2019
Santa Clara	32	0	Standard Last scored in 2019
T or C	100	190	Standard Last scored in 2019
TOTAL	202	781	

Northern Regional Housing Authority Region

Public Housing Authority	Low-Rent Units	Section 8 Vouchers	HUD's Rating
Chama	38	0	Troubled Last scored in 2019
Cuba	28	0	Standard Last scored in 2019
Gallup	263	63	Standard Last scored in 2019
Pecos	32	0	Standard
Rio Arriba	53	25	Sub-Standard Last scored in 2019
San Juan	0	372	High Performer Last scored in 2019
San Miguel	0	177	High Performer Last scored in 2019
Springer	56	0	High Performer Last scored in 2019
Wagon Mound	19	0	High Performer Last scored in 2019
TOTAL	489	637	

HUD vs. MFA Responsibilities

- HUD
 - Funds all Housing Authorities
 - Approves Operational Activities
 - Conducts all Monitoring Activities
- MFA
 - Oversight of Regional Housing Authorities



Remaining Consolidation Benefits

There are still 17 Housing Authorities that could be consolidated into a Regional Housing Authority. Benefits of these consolidations include:

- ✓ Minimizes financial burden of HUD's operational oversight
- ✓ Ensures the consistency and integrity of the program operations and regulations by allowing for more direct (Regional) oversight
- ✓ Maximizes return on training and operational dollars
- ✓ Reporting requirements are the same whether there is 1 unit or 1,000 units
- ✓ One audit for the Consolidated Housing Authorities
- ✓ For smaller agencies there may not be enough money to employ key staff

Annual Report Update

- MFA is scheduled to provide the annual report to MFA's Board on September 14, 2022.
- Upon MFA Board of Director's approval, the annual report and external audits will be distributed to:
 - ✓ Department of Finance and Administration
 - ✓ Legislative Finance Committee
 - ✓ Legislative Oversight Committee



NRHA Update

- Northern Regional Housing Authority has not received their Audited Financial Statements for fiscal year ending 6-30-2021.
- They have had difficulty with their contracted accounting firm and have since procured a new firm to perform the audit.
- They have obtained an extension from HUD, and their audit is currently in progress.
- Procurement of a contract with a new external audit firm will ensure compliance with audit guidelines.
- NRHA cannot be removed from troubled status until the next HUD monitoring, which is anticipated to be in early 2023.





Comments/Questions

Tab 3



Community Development Programs Supporting Homelessness

Donna Maestas-De Vries
Chief Housing Officer

Gina Bell
*Director of Community
Development*

Overview

Homelessness by the Numbers

- Homelessness in New Mexico
- National Snapshot of Homelessness

Homelessness Defined

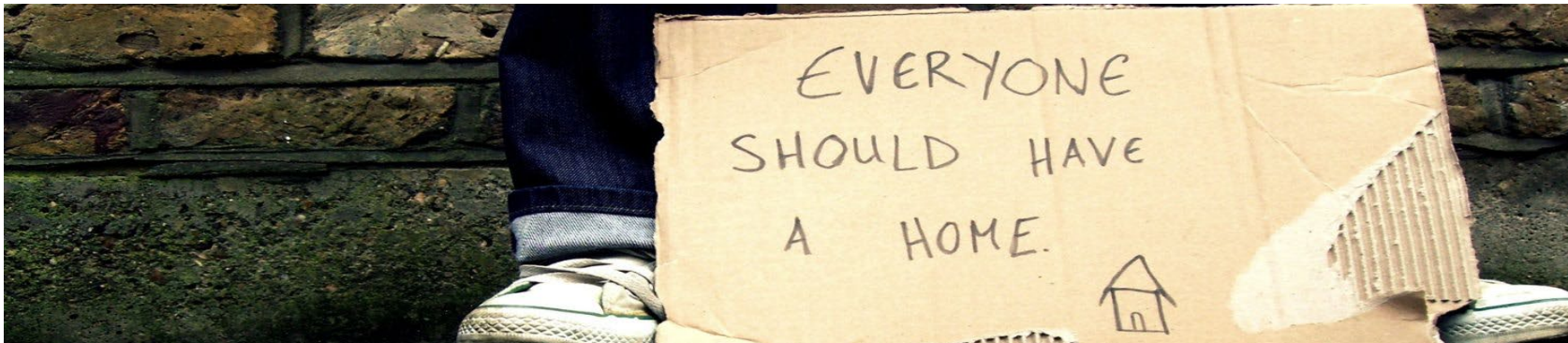
- HUD definition
- Homeless Intake Process

MFA Homeless Programs

- Overview of each program
 - Funding overview

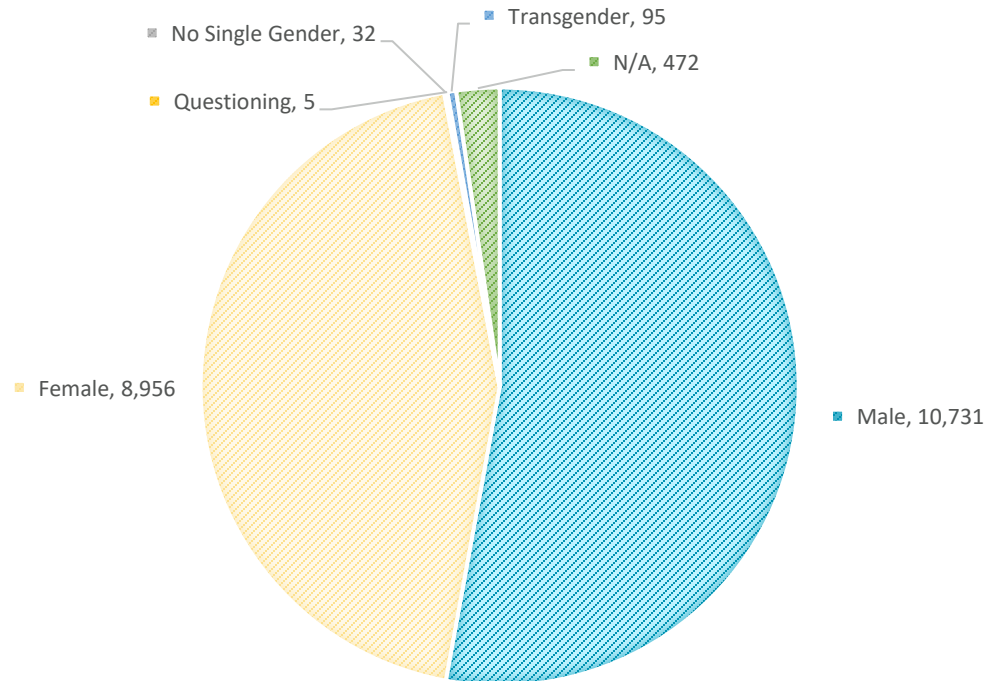
MFA's Role in Ending Homelessness

- Challenges and Solutions
- Processes and resources

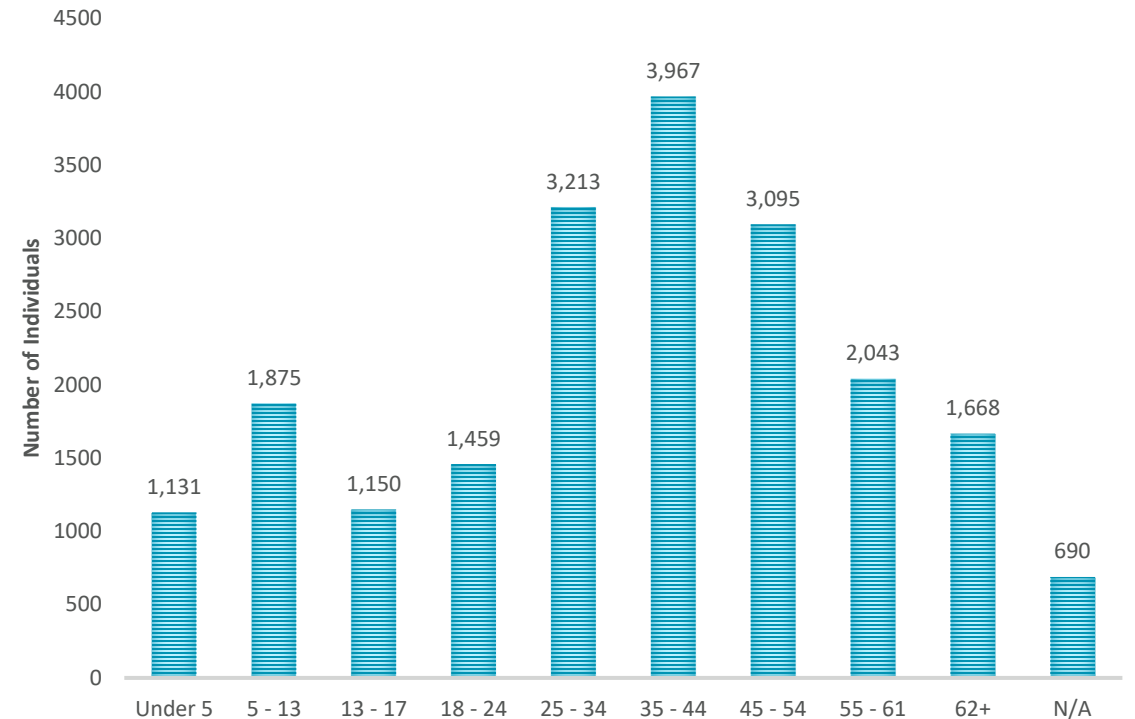


Homelessness In New Mexico, CY 2022

HOMELESSNESS BY GENDER



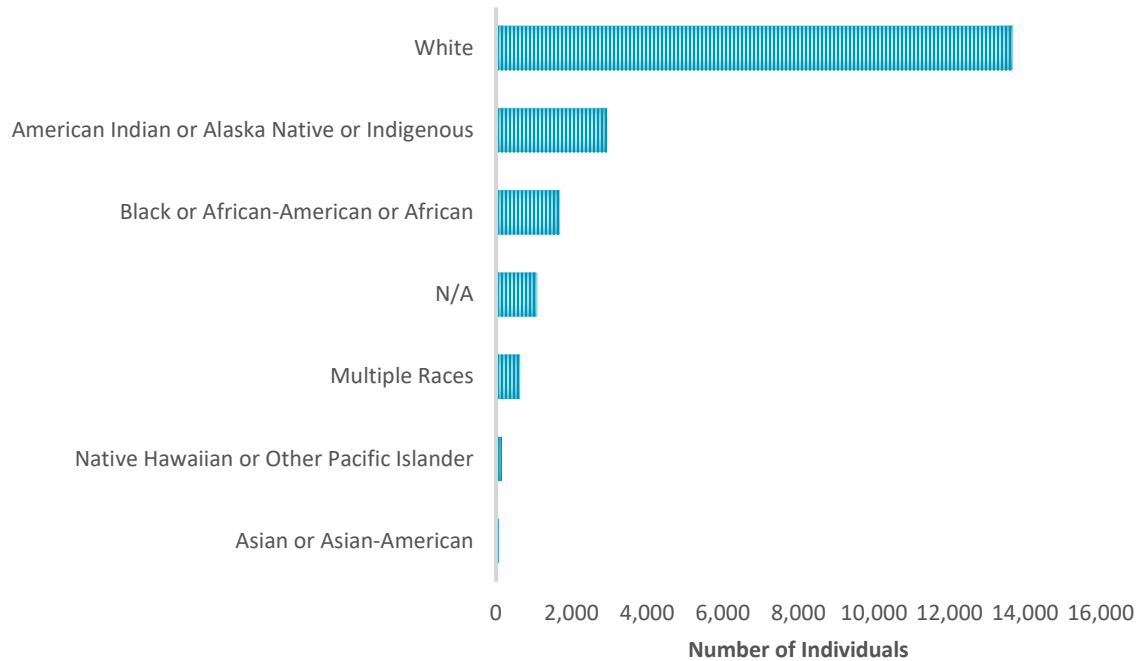
HOMELESSNESS BY AGE



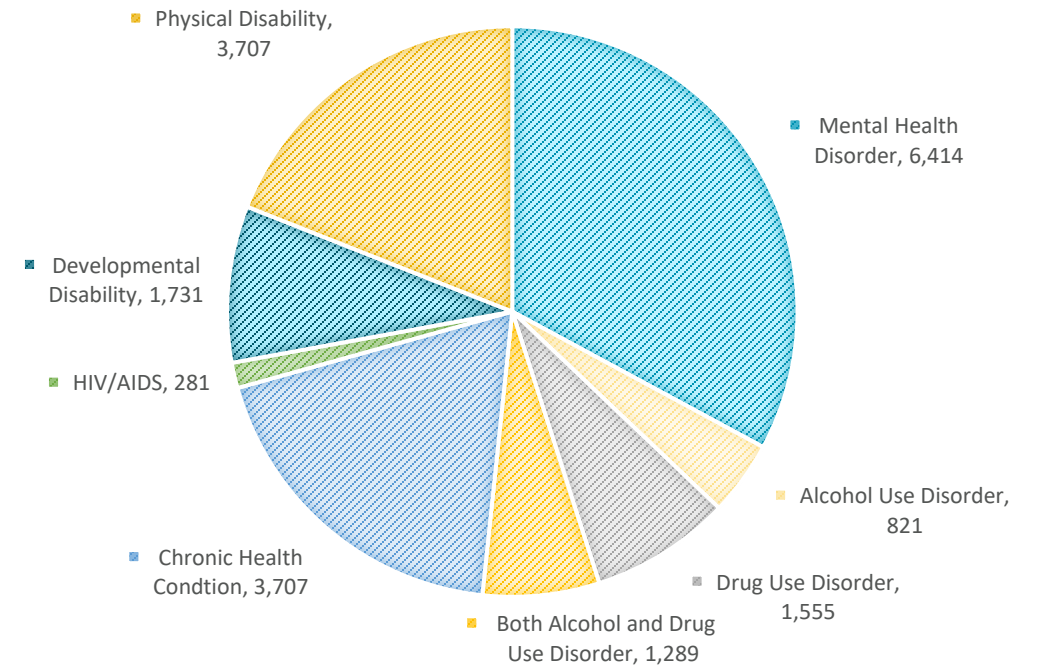
- Data retrieved from NM HMIS System from January 2022 to May 2022.
- Data included from CoC, ESG, RHY, select VA, COVID, and PATH Outreach Funding, and COVID special funding is also excerpted.
- N/A data is unknown, client refused to answer, or missing.

Homelessness In New Mexico, CY 2022

HOMELESSNESS BY RACE



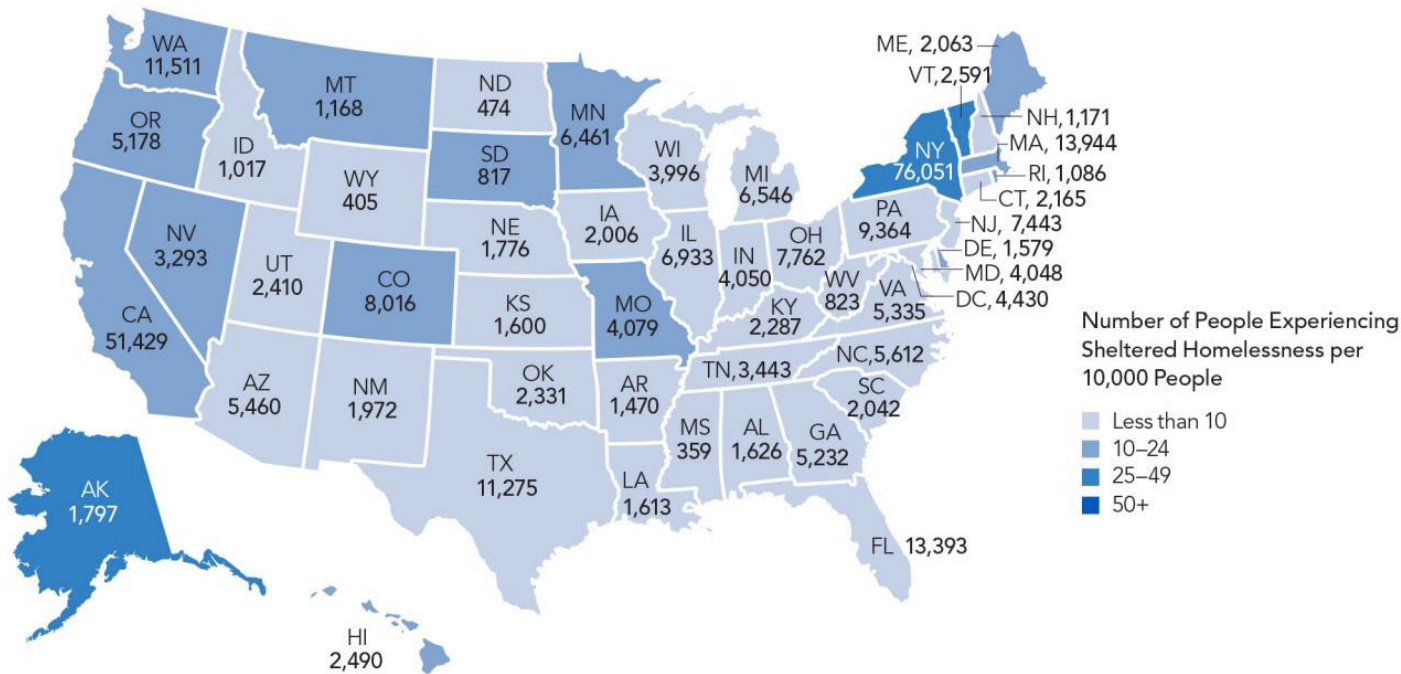
PHYSICAL/MENTAL HEALTH CONDITION



- Data retrieved from NM HMIS System from January 2022 to May 2022.
- Data includes CoC, ESG, RHY, select VA, COVID, and PATH Outreach Funding, and COVID special funding is also excerpted.
- N/A data is unknown, client refused to answer, or missing.

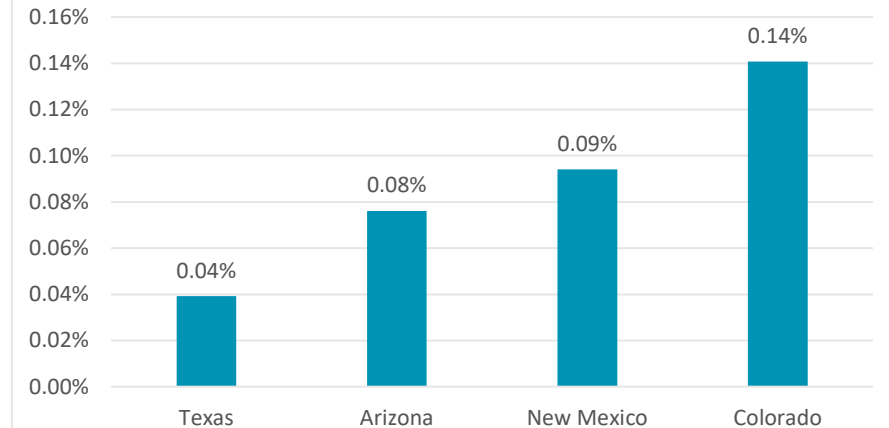
National Snapshot of Homelessness, CY 2021

Estimates of Sheltered People Experiencing Homelessness*



* Data from 2021 Annual Homeless Assessment Report, HUD waived requirement to conduct the unsheltered count in 2021

Percent of Population experiencing Homelessness in Surrounding States*



* Estimate, only includes sheltered people

The number of sheltered individuals in all age categories decreased from 2020 to 2021. The largest absolute decrease was for individuals over 24 years old, while the largest percentage decrease was for individuals under the age of 18.

HUD's Definition of Homelessness and At-Risk

CATEGORY 1

An individual or family who lacks a fixed, regular and adequate nighttime residence.

CATEGORY 2

An individual or family who will imminently lose their primary nighttime residence, provided that:

- Residence will be lost within 14 days;
- No subsequent residence has been identified; and
- Lacks resource support networks

CATEGORY 3

Unaccompanied youth under 25 years of age or families with children and youth who do not otherwise qualify as homeless under this definition.

CATEGORY 4

Fleeing or attempting to flee domestic violence.

“At Risk” of Homelessness

AMI less than 30% and does not have sufficient resources or support networks available to prevent them from moving to an emergency shelter. Clients must meet one of 6 conditions.

Homeless Intake Process

Data collection and tracking are critical elements to fully understanding the magnitude of the homelessness crisis facing New Mexico. MFA currently supports the NM Coalition to End Homelessness by providing funding for the following technologies and processes to our statewide partners:

- **Homeless Management Information System (HMIS)**
 - Data collection system that tracks homelessness throughout New Mexico to ensure that services are reaching as many people as possible.
- **Coordinated Entry System (CES)**
 - Statewide process, helps communities prioritize assistance based on vulnerability and the severity of service needs to ensure that people who need assistance the most receive it in a timely manner.
 - Equitable Access
 - This system also helps communities by providing information about service needs and gaps as they plan their assistance and identify needed resources.
 - An individual/family is entered in the CES process by completing a personal assessment call the Vulnerability Index – Service Prioritization Decision Assistance Tool referred to as (VI-SPDAT). This assessment provides a score that will determine the individual's level of need which helps prioritize them for housing.

Service providers are required by HUD to participate in HMIS and the Coordinated Entry System.

The process and training are managed by NM Coalition to End Homelessness.

MFA Homeless Programs

Linkages (State Funded)

Provides permanent supportive housing vouchers for persons with serious mental illness who are homeless or at risk of being homeless.

Landlord Collaboration Program (State Funded)

Supports landlords to say yes to young at-risk renters and encourages successful rent tenancies by having funds available to cover costs for damages

Emergency Homeless Assistance Program (ESG and State Funded)

Funds operating costs and essential services at emergency shelters.

Rapid Rehousing & Homeless Prevention Program (ESG and State Funded)

Short- and medium-term rental assistance for individuals who are homeless or at high-risk of becoming homeless.

MFA Homeless Programs

Continuum of Care Performance Program (State Funds used as match for federal funds)

Supports nonprofit agencies that provide homelessness prevention and essential services.

Youth Homeless Demonstration Program (State Funds used as match for federal funds)

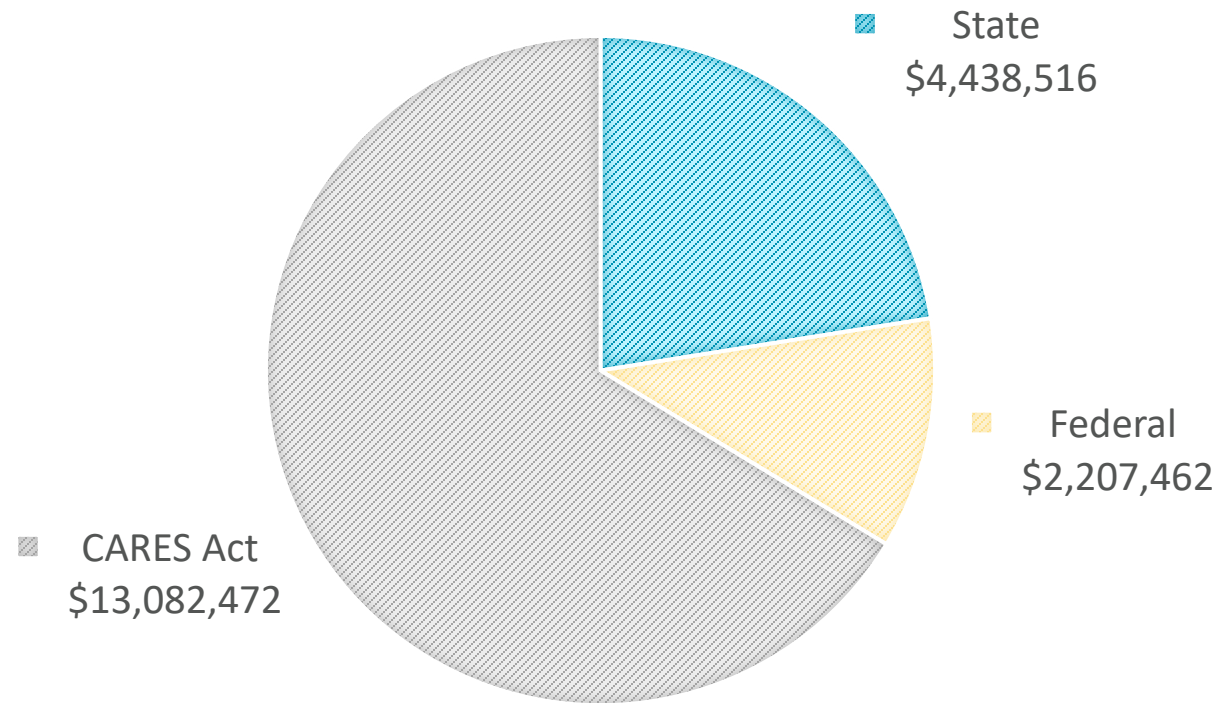
Provides housing and case management services for youths experiencing homelessness.

Housing Opportunities for People With AIDS (Federally funded)

Provides tenant based rental assistance, short term rental assistance, mortgage and utility assistance, and permanent housing placement.

Funding Overview

FUNDING ALLOCATION



Funding Highlights

- Annual Funding - \$6,645,978
- CARES Act Funding - \$13,082,472

Federal Funding

- Emergency Solutions Grant
- HOPWA

State Funding

- State Homeless
- Falling Colors
- Linkages
- YHDP
- CYFD (Landlord Collaboration Program)

CARES Act Funding

- CARES Act EHAP
- CARES Act RR/HP
- CARES Act HOPWA



Thank you!

This concludes Donna's and my portion of the presentation so I will now turn this over to Lara Yoder with the Life Link



THE LIFE LINK

**PRESENTED BY: LARA YODER, MSW, HOUSING PROGRAM
MANAGER**



MFA Funded Programs at The Life Link **AND WHO THEY SERVE**

Learning Objectives

- ▶ What is MFA funded housing?
- ▶ An overview of the ESG Program
- ▶ An overview of the LLA Program
- ▶ An overview of the Linkages Program

ESG Rental Assistance Program “RAP”

The Life Link serves Santa Fe, Rio Arriba,
Los Alamos,
and Taos county

Homeless Prevention

Homeless Prevention is used to prevent an individual or family from becoming homeless

Eligible cost include:

rental assistance: rental assistance and rental arrears

Financial assistance: Rental application fees, Security and utility deposits
utility payments

Services: housing search and placement, Housing stability case management, Landlord tenant mediation

Rapid Rehousing

Rapid Rehousing is used to prevent an individual or family who are experiencing homelessness

Eligible cost include:

rental assistance: rental assistance, and rental arrears

Financial assistance: Rental application fees, Security and utility deposits, utility payments

Services: housing search and placement, Housing stability case management, Landlord tenant mediation

ESG Barriers

- ▶ Rental units that meet FMR for the counties served
- ▶ Income eligibility of 30% AMI for Homeless Prevention
- ▶ Unidentified Client Barriers
- ▶ Coordinated Entry

ESG Strengths

- Able to provide case management services to participants
- Keeps individuals and families housed
- Decreases amount of individuals and families utilizing shelter services
- Helps tenant and landlord financially
- MFA
- Allows time for family and individual to set and accomplish goals for housing stability

Local Lead Agency-LLA

- ▶ The Life Link is the LLA for Santa Fe and Los Alamos Counties
- ▶ The role of the LLA is to identify qualified households for SN set aside units at LIHTC properties.
- ▶ The LLA works with the Property to make sure they are in compliance with Set-Aside Program
- ▶ The Life Link is not only LLA but also one of the main support service providers for SN tenants.

LLA Life Link Units

Life Link SFY22 Units filled/units available	July 21	Aug 21	Sept 21	Oct 21	Nov 21	Dec 21	Jan 21
Los Alamos: Mesa del Norte - 8	0	3	4	2	4	4	4
Villa Alegre: Senior – 3	3	3	3	3	2	3	2
Via Alegre Family - 3	3	3	3	3	3	3	3
San Tierra – 22	5	5	3	4	4	4	4
Stage Coach – 3	3	3	3	3	3	3	3
Campo - 2	2	2	2	2	2	2	2
Santa Fe Community Living - 6	6	6	6	6	6	6	6

LLA Barriers

- ▶ Units not affordable to applicants with a fixed income
- ▶ Property Management with a “Those People” attitude
- ▶ Long wait list for units that are affordable to people on fixed incomes
- ▶ Need more properties to accept 811's!!!!

LLA Strengths

- ▶ Beautiful properties
- ▶ 811's
- ▶ Service providers working with property management to keep people housed using Trauma Informed Care
- ▶ BHSD and MFA collaboration

Linkages Overview

- ▶ The program was created in 2007 with an initial state General Fund Legislative Allocation of \$300,000
- ▶ It began in 3 sites: Santa Fe, Albuquerque & Silver City / Deming
- ▶ Linkages is a housing first permanent supportive housing model
- ▶ It offers permanent supportive housing with indefinite leasing or rental assistance paired with support services

Linkages

Who Does Our Program Serve?

The Life Link serves Santa Fe County and has 78 vouchers

Eligibility for Linkages: Homeless or Precariously Housed, Severe Mental Illness, 30% AMI

Linkages Barriers

- ▶ Not enough vouchers!!!!
- ▶ Finding units- I know we went up to 120% but still not enough
- ▶ Income guidelines- If household is 50% or over AMI at annual then no longer qualifies

Linkages Strengths

- Able to assist individuals and families who cannot qualify for CoC funded PSH
- Support Services
- Amazing support from MFA and BHSD
- FLEXIBILITY TO NEEDS OF CLIENT AND LANDLORDS
- Increase in vouchers almost every year

What Does a Typical Supportive Housing Unit Cost vs. Public Services Used?

Supportive Housing	Annual Amount / Person	Public Services	Annual Costs
Support Services	\$5,000	Detox Incarceration	\$10,373 1,798
Rental Assistance @ \$720 FMR + Utility allowances and admin fees	\$9,960	Emergency Room Outpatient Inpatient Shelter Costs	5,256 1,747 10,378 13,688
Total Cost	\$14,960	Total Annual Costs	\$43, 239



THE LIFE LINK

Tab 4



Homeownership Programs

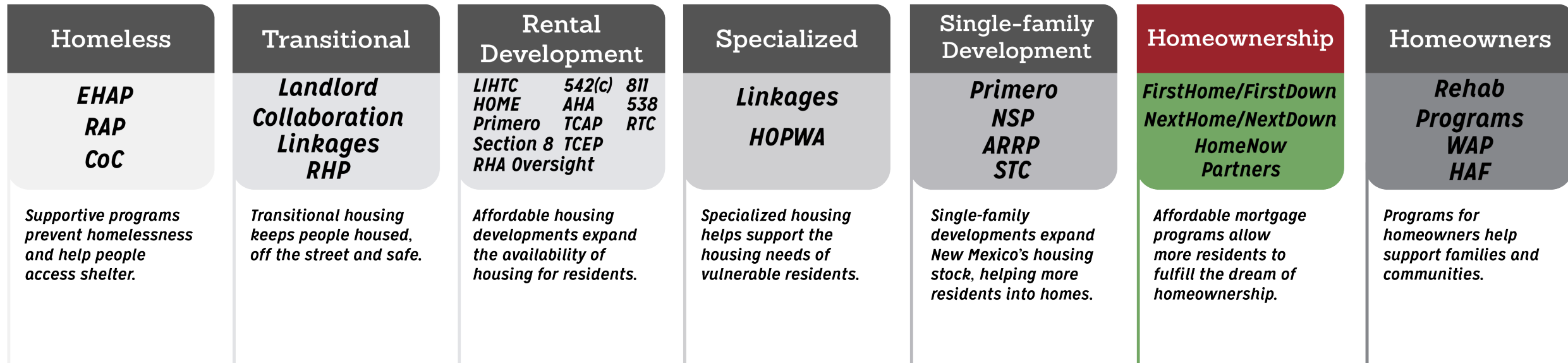


Jeff Payne

Chief Lending Officer

The Housing Continuum

Homeownership Programs



Homeownership Single Family Overview

Homeownership and Secondary Market Departments

Loan Reservations:

- FY 2021: **3,149**
- FYTD 2022: **1,982** (as of 6/30/22)

Homes purchased:

- FY 2021: **2,906**
- FYTD 2022: **1,762** (as of 6/30/22)

Fallout Rate: 11%



First-time Homebuyer Requirements

2022 Income Limits

FirstHome and FirstDown Income Limits

Current gross annual household income may not exceed limits listed below unless the homebuyer is planning to purchase a home in a targeted area.

Counties / by Family Size	1 to 2 Person Household	3 or More Person Household
Albuquerque MSA (Bernalillo, Sandoval, Torrance, Valencia)	\$79,750	\$91,713
Farmington MSA (San Juan)	\$76,560	\$89,320
Santa Fe MSA	\$89,411	\$102,823
De Baca County	\$77,280	\$90,160
Eddy County	\$81,500	\$93,725
Grant County	\$73,920	\$86,240
Lea County	\$81,070	\$93,231
Lincoln County	\$79,560	\$92,820
Los Alamos County	\$142,900	\$164,335
Roosevelt County	\$74,280	\$86,660
Union County	\$74,160	\$86,520
All Other Areas and Counties of the State	\$73,200	\$85,400

First-time Homebuyer Requirements

Property Types and Purchase Price Limits

First Home and First Down Purchase Price Limits

Residences financed can include single-family detached homes, townhomes, condominiums, homes in planned unit developments, and permanently attached, multiwide manufactured homes that are assessed as real property. Total home purchase price may not exceed the limit listed below, unless the home is in a targeted area.

Area	Purchase Price Limits
Santa Fe County	\$388,884
Los Alamos County	\$440,480
Taos County	\$351,620
All Other Areas and Counties of the State	\$349,526

FirstHome/FirstDown

Homeownership/Homeownership and Secondary Market Departments

FirstHome and FirstDown are homeownership programs that support First-time homebuyers purchasing homes in New Mexico

- FirstHome is a first mortgage loan option for First-time homebuyers
- FirstDown is a second mortgage, amortizing down payment assistance program with monthly payments that must be combined with FirstHome funded through Housing Opportunity Fund (General Fund)
- Works with FHA, VA, USDA, and HFA Preferred Conventional mortgage loans which allow low or no down payment options
- HUD 184 (lending on Native American land) and FHA 203K (rehab) loans accepted
- **\$266.7 million out of \$340.5 total fiscal year-to-date production or 78% of total (1,417 loans)**
- **Funded through best execution of Mortgage Revenue Bonds or To Be Announced (“TBA”) market**

NextHome/NextDown

Homeownership/Homeownership and Secondary Market Departments

NextHome and NextDown are homeownership programs that support First-time or non-First-time homebuyers purchasing homes in New Mexico

- NextHome is a first mortgage loan option for non-First-time homebuyers
- NextDown is a non-amortizing down payment assistance program; 0% interest, no monthly payments, forgivable after 15 years and must be combined with NextHome funded by investor premiums.
- Works with FHA, VA, USDA, and HFA Preferred Conventional mortgage loans which allow low or no down payment options
- **\$73.8 million out of \$340.5 total fiscal year-to-date production or 22% of total (345 loans).**
- **Funded through TBA market using premium investors pay for these loans**

HomeNow

Homeownership/Homeownership and Secondary Market Departments

HomeNow is a down payment assistance, second mortgage loan program available to low income, First-time homebuyers (80% AMI or lower)

- Provides \$7,000 to help cover down payment and closing costs
 - HomeNow must be used in conjunction with MFA's FirstHome program
 - May be combined with other down payment assistance programs
 - 0% interest, no monthly payments, loan may be forgiven after 10 full years if certain conditions are met
- Funded by grants from the US Treasury's Capital Magnet Fund
 - \$2,500,000 in 2020 with **\$651,665 used**
 - \$3,600,000 in 2017 with **\$3,600,000 used**

Down Payment Assistance

Homeownership/Homeownership and Secondary Market Departments

FirstDown

4% of purchase price. Loan for First-time homebuyers with income up to 115% of AMI. Amortizing down payment assistance program with monthly payments that must be combined with *FirstHome* funded through Housing Opportunity Fund (General Fund)

HomeNow

\$ 7,000 loan for First-time homebuyers with income up to 80% of AMI. 0% interest with \$0 monthly payments that must be combined with *FirstHome*. Funded through grant from US Treasury Department.

Down Payment Advantage (in development)

\$25,000 grant for First-time homebuyers with income up to 80% of AMI. Funded through ARPA FRF funds through the NMHTF. Will fund about 320 grants.

Above sources could be combined up to \$35,000 for an 80% AMI Borrower

Partners

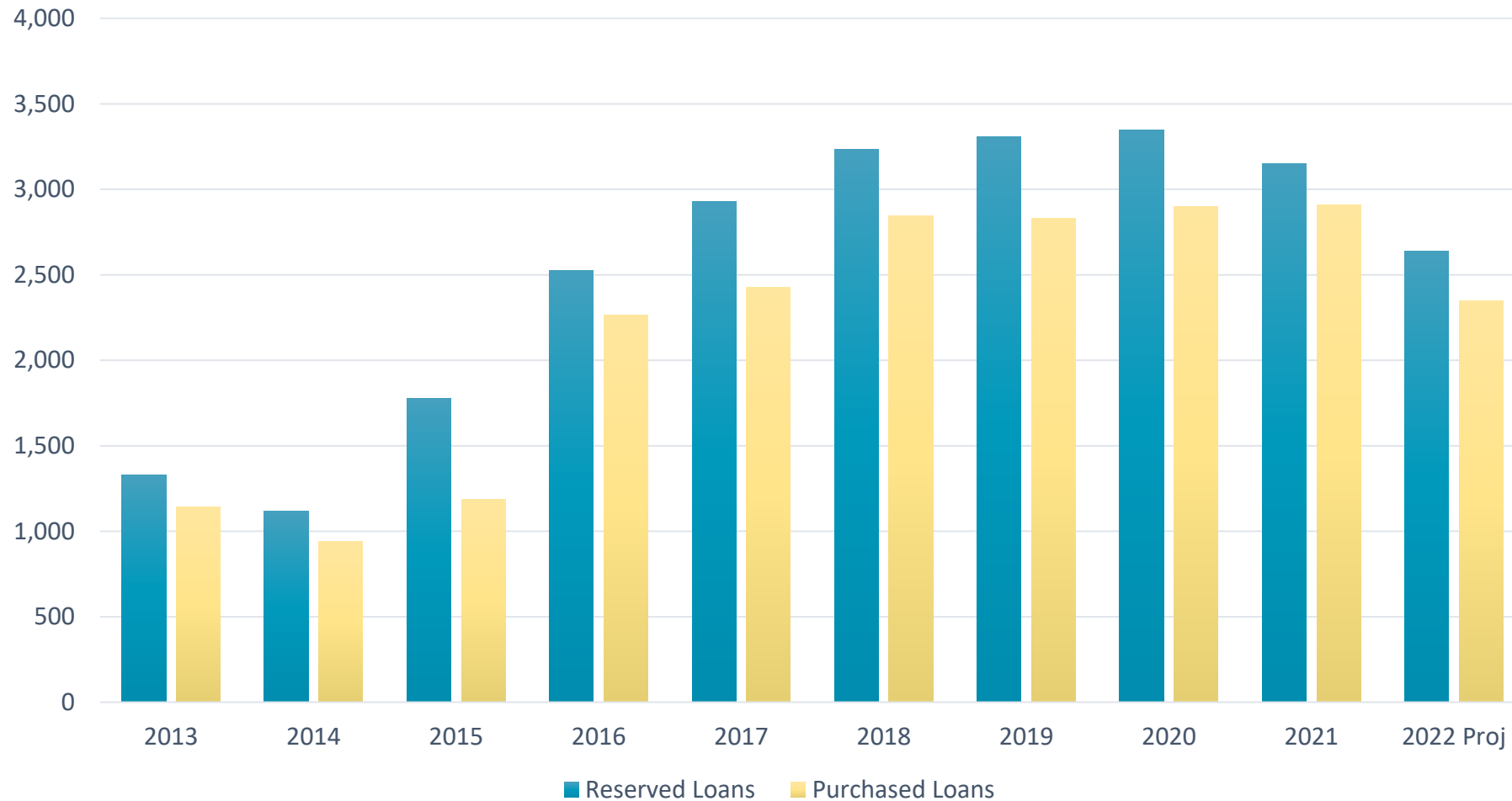
Homeownership/Homeownership and Secondary Market Department

MFA purchases First-time homebuyer loans originated by Habitat for Humanity affiliates in New Mexico

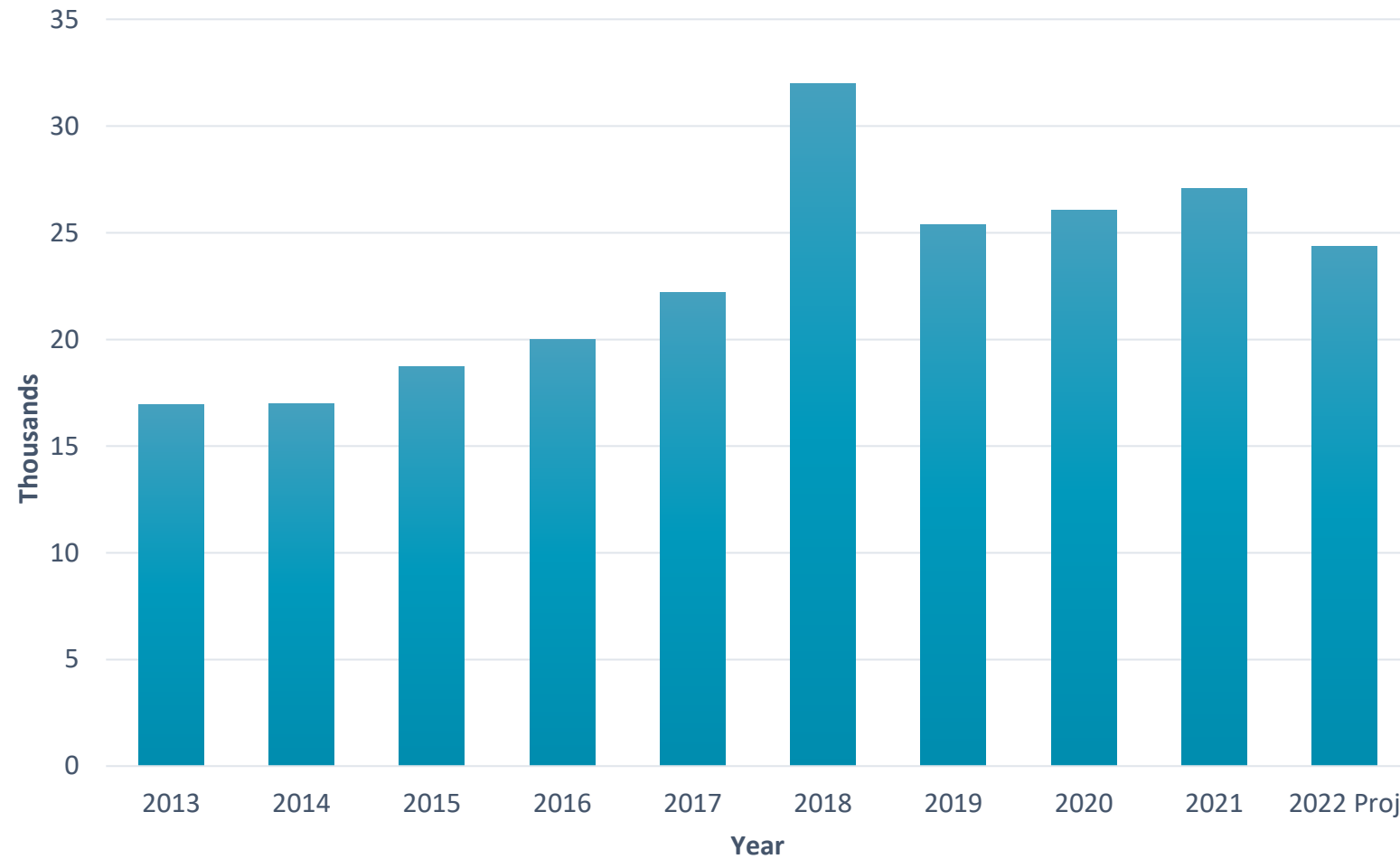
- Serves borrowers earning 60% of AMI or less at the time they are approved by Habitat for Humanity for program participation
 - Habitat for Humanity affiliates present loans to MFA for purchase that were closed according to MFA requirements
 - Habitat receives the loan proceeds; MFA owns and services the loan
 - Habitat affiliates can use the loan purchase proceeds for constructing more homes
- Funded through Housing Opportunity Fund (General Fund)

MFA's Single Family Loan Activity

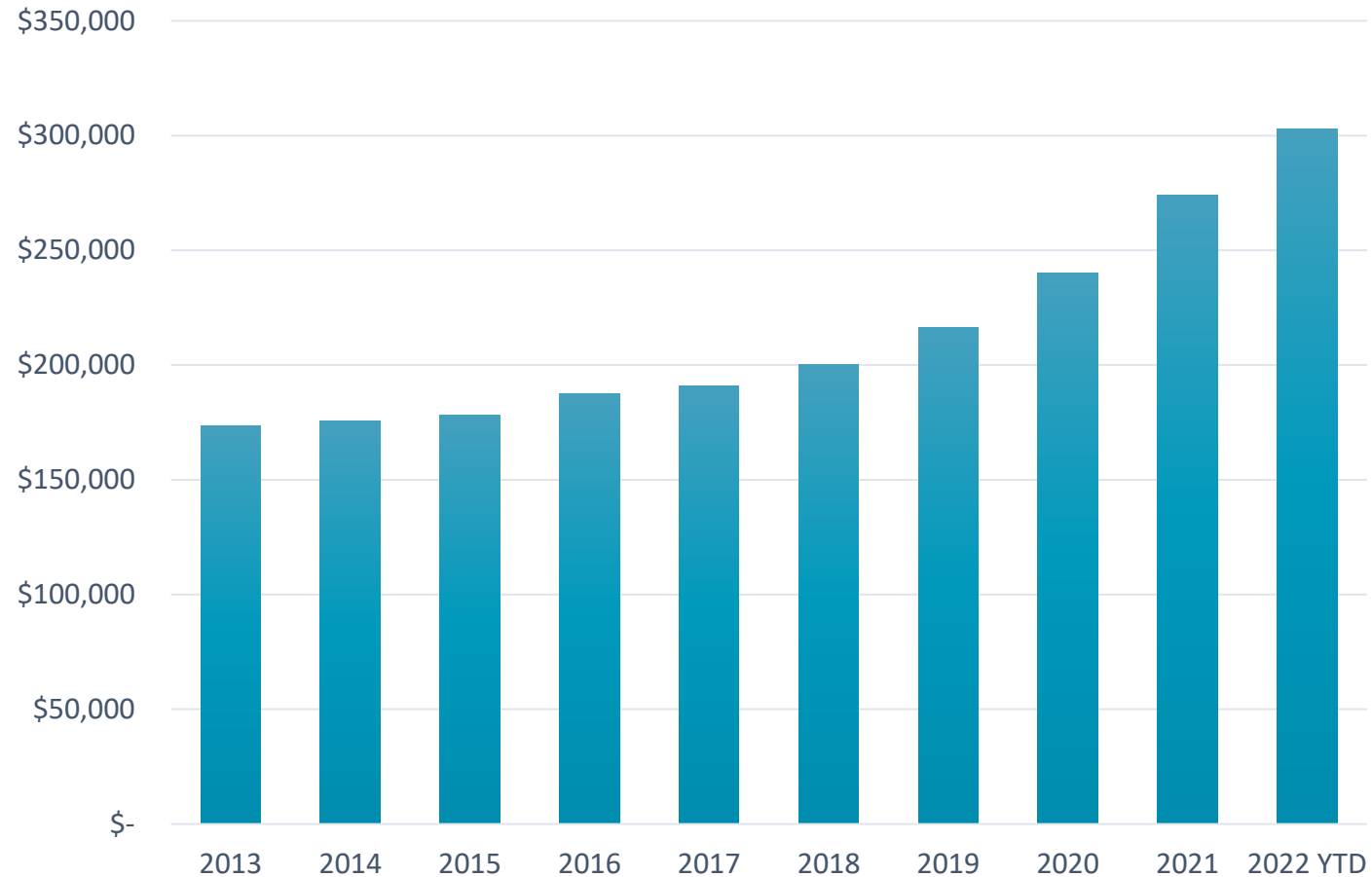
Loan Reservations vs Loan Purchases by Fiscal Year (in units)



New Mexico Annual Home Sales Trend



New Mexico Median Home Price Appreciation

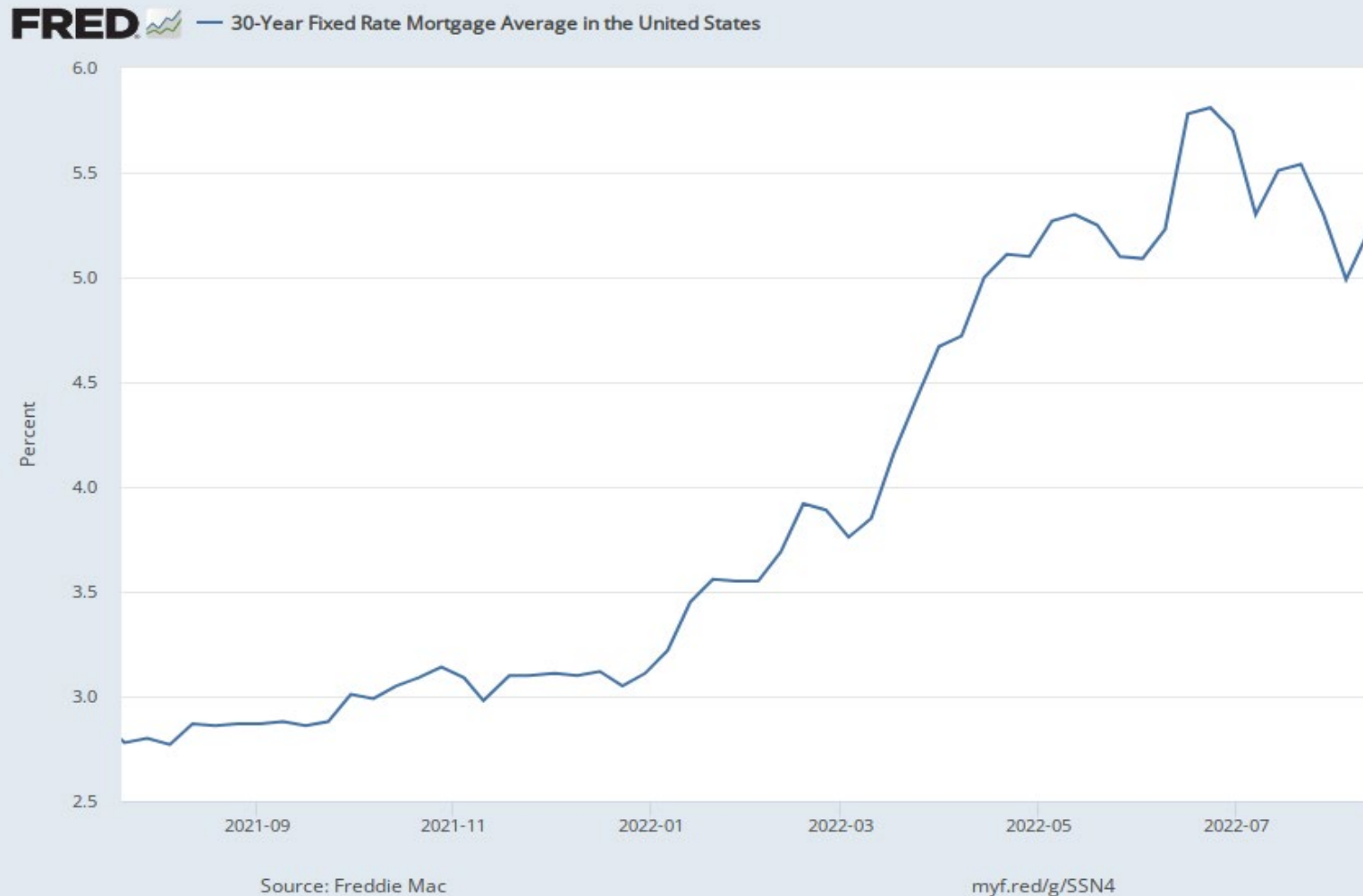


Borrower Demographics

	Fiscal Year 2019	Fiscal Year 2020	Fiscal Year 2021	Fiscal YTD 2022
Average Sales Price	\$156,787	\$165,631	\$186,874	\$199,039
Average Loan Amount	\$152,974	\$164,428	\$182,655	\$193,653
Average Down Payment Assistance	\$6,675	\$6,675	\$7,264	\$7,396
Average Household Income	\$51,655	\$52,284	\$56,769	\$52,848
Average Household Size	2.6 persons	2.6 persons	2.6 persons	2.5 persons
Percent Minority	47.52 %	43.53%	62.62%	59.47%
Average Borrower Age	36 years old	34 years old	34 years old	35 years old
Average Number of Dependents	1 dependent	1 dependent	1 dependent	1 dependent
Primary Borrower Gender	45% female /55% male	47% female/53% male	45% female/ 54% male	48% female/50% male
Average FICO score	678	679	683	689

Mortgage Interest Rate Trend

30 Year Fixed Rate



Thank you!



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