

Housing New Mexico MFA

Overview of Financial
Highlights & FY 2025 Budget

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Chief Financial Officer



2023 – 2024 Production & Financial Highlights

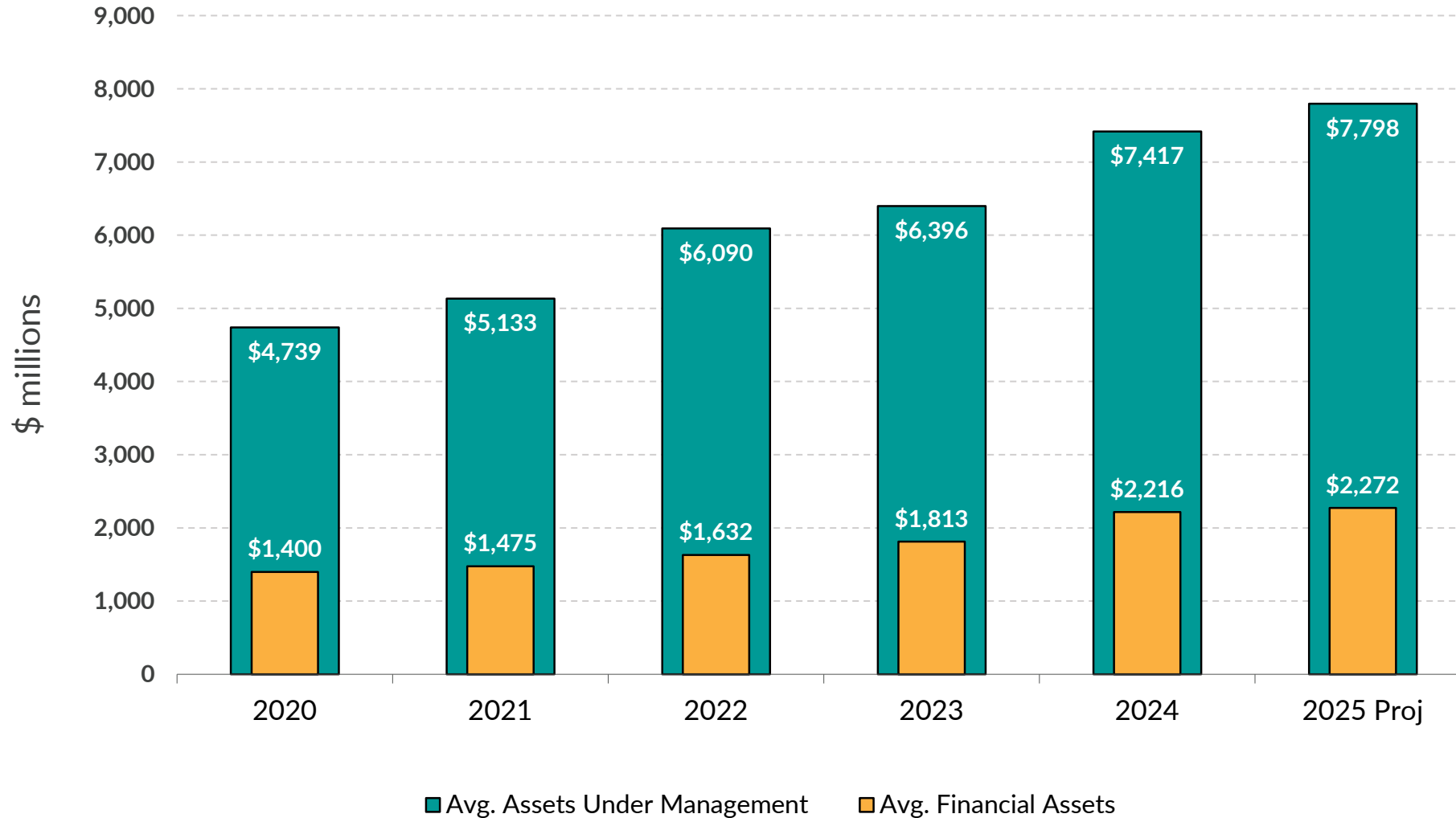
FY23 - Expanding Capacity & Impact

Expedited New Mexico Housing Trust Fund funding & approved all allocations to activities	Revenue Expenses Assets Managed
Implemented Down Payment Assistance Grant for Low Income homebuyers	Revenue Production
Expanded Income Limits for non-Federal programs	Revenue Production
Created new Direct Services, Restoring our Communities, Emergency Fund, To-Be-Announced Mortgage programs	Revenue Expenses Production
Acquired a new building for MFA	Expenses Assets Managed
Experienced highest interest rates in almost 23 Years	Revenue Expenses Assets Managed
Subserviced portfolio exceeded \$2 billion	Revenue Expenses Assets Managed
Received Congressional funding grant	Revenue Expenses Assets Managed

FY24 - Expanding Capacity & Aligning to Mission

Received \$50M legislative appropriation from the State to the New Mexico Housing Trust Fund	Revenue Expenses Assets Managed
Implemented a new Down Payment Assistance 0% interest “third” mortgage to offset higher housing costs	Revenue Production
New record production and market share, as well as record bond issuances	Revenue Expenses Production/Assets Managed
Interest rates high throughout the year	Revenue Expenses Liquidity
Renovated and moved into new building, and sold old building	Expenses Revenue
Received Congressional funding grant	Revenue Expenses Assets Managed
Rebranded MFA to Housing New Mexico	

Assets Under Management



Assets Under Management includes additional non-statement assets including: LIHTC, HOME, Section 8, Rental Housing Program, Subserviced Portfolio, and Other Grants.

Importance of Bonds for Housing New Mexico



Offer Low Rates

Housing New Mexico can offer lower-than-market rates due to its ability to issue tax-exempt bonds. These competitive rates propel borrowers toward our programs.

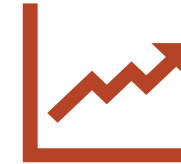
On 11/1/24, rates for first-time homebuyers were 7/8th's of a percent below the market rate for New Mexico.



Collaboration is Key

Housing New Mexico works with a team of industry experts to execute our bonds. From financial advisors and underwriter to our trustee, each issuance is not only a group effort, but a long-term commitment to ensure that we meet every requirement for our bonds.

Some of our collaborators have more than a decade of familiarity with Housing New Mexico's programs.



Bonds Well-Received

Housing New Mexico's bonds are well-received by investors. Each issuance is rated by Moody's and Housing New Mexico has maintained a Aaa rating on our bonds. Our bonds often attract more investor interest than we have bonds available, leading to even more competitive rates.

Housing New Mexico received about 3 times more investor interest than we had bonds available in its most recent issuance.

FY25 Operating Budget – General Fund

Summary



The FY25 General Fund Budget is substantially the same as last year, with the primary driver of the change attributable to reduced expenses from discontinuing the Homeowner Assistance Fund (HAF). Housing New Mexico fully expended these federal funds over a few years to help homeowners facing hardship from COVID. Other impacting factors have been described below the revenues and expenses categories on this slide.

Revenues

FY25 Budget:
\$36.7M

FY24 Budget: \$36.7M

Difference: \$0.04M



-  Increasing interest and housing program income.
-  Decreasing income from administrative fees and loan servicing.

Expenses

FY25 Budget:
\$34.3M

FY24 Budget: \$35.1M

Difference: \$(0.75M)


-  Increasing cost of public information and other non-cash expenses.
-  Decreasing salary and benefit costs related to HAF, and repair, lease, and maintenance costs.

Net Revenues

FY25 Budget:
\$2.4M

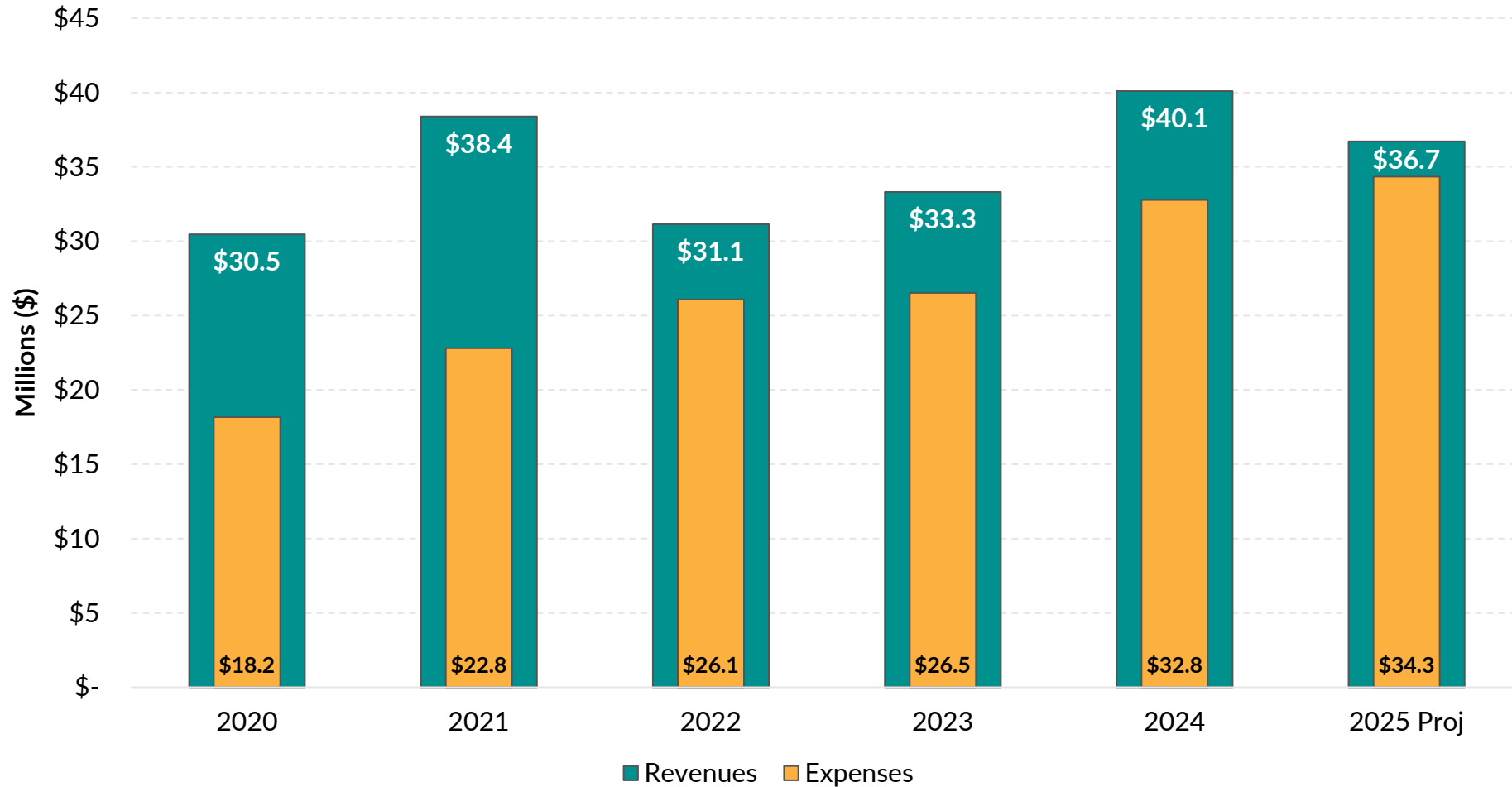
FY24 Budget: \$1.6M

Difference: \$0.79M

-  Increasing revenues and decreasing expenses produce a net effect that is **favorable to budget.**

Housing New Mexico uses its excess revenues in order to support new affordable housing activities across the state.

General Fund Revenue & Expenses FY20-25



2020-2024 reference actual values. 2025 references the budgeted projections.

Questions?

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We Are Housing New Mexico