

Agenda



HOUSING NEW MEXICO| MORTGAGE FINANCE AUTHORITY

Board Meeting

7425 Jefferson St. NE Albuquerque, NM 87109

Wednesday, May 21, 2025- 9:30 a.m.

Proposed Agenda

Chair Convenes Meeting

- Roll Call (Izzy Hernandez)
- Approval of Agenda – Board Action
- Approval of 4/16/25 Board Meeting Minutes – Board Action
- Approval of 4/16/25 Board Study Session Minutes- Board Action
- Executive Director Updates

Board Action Items

Action Required

Consent Agenda

- | | | |
|---|--|-----|
| 1 | Authorized Signature Resolution May 2025 (Joseph McIntyre) | YES |
|---|--|-----|

Finance Committee

- | | | |
|---|--|-----|
| 2 | Restoring Our Community (ROC) Internal Audit Report and Executive Summary (Claire Hilleary, Director of Business Consulting Svs. – Grant Compliance- Moss Adams) | YES |
| 3 | 3/31/2025 Quarterly Financial Statement Review (Joseph McIntyre) | YES |
| 4 | Quarterly Investment Report (Alex Lundy) | YES |

Allocation Review Committee

- | | | |
|---|--|-----|
| 5 | Proposed 2025 Low Income Housing Tax Credit (LIHTC) Project Presentations & Awards (Jeanne Redondo) | YES |
| | a. Nueva Acequia 9%, Santa Fe (Denise Benavidez, Domenic Kej and Jenn Lopez available to answer questions) | |
| | b. San Mateo Manor, Albuquerque (Thomas Grywalski and John Bloomfield available to answer questions) | |
| | c. Villa de Tularosa, Tularosa (Cesar Marengo and Rose Garcia available to answer questions) | |
| | d. Desert Hope II, Las Cruces (Aaina Khurana, JV DeSousa, Robert Blumenfeld available to answer questions) | |
| | e. Plaza Luna Lofts, Los Lunas (Thomas Grywalski and John Bloomfield available to answer questions) | |

Contracted Services/Credit Committee

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| 6 | Low Income Housing Tax Credit (LIHTC) Gap Financing Loan Request (Tim Martinez, Josh Howe & Justin Carmona) | YES |
| | <i>(Note: at the request of any Board Member, any of the five projects listed below may be removed from this combined agenda item and discussed and voted upon separately)</i> | |
| | a. Plaza Luna Lofts – HOME & NMHTF Loan Requests (Tim Martinez) | |
| | b. Desert Hope II – NHTF Loan Request (Josh Howe & Tim Martinez) | |
| | c. Villa de Tularosa –NHTF, NMHTF, & Primero Loan Requests (Josh Howe & Tim Martinez) | |
| | d. San Mateo Manor – HOME, NHTF, & NMHTF Loan Requests (Justin Carmona & Tim Martinez) | |
| | e. Nueva Acequia (9% LIHTC) – HOME, NHTF, & NMHTF Loan Requests (Justin Carmona & Tim Martinez) | |
| 7 | Elk Meadows – Additional NMHTF Loan Request (Tim Martinez) | YES |
| 8 | Request for Proposals for General Counsel Legal Services (Robyn Powell) | YES |
| 9 | Recommended 2026 Severance Tax Bond Program Allocations and Certification of Need (Robyn Powell) | YES |
| 10 | Emergency Homeless Assistance Program (EHAP) – Award Recommendation (Axton Nichols) | YES |

Other

- | | | |
|----|---|----|
| 11 | Quarterly Marketing Summary Report (Kristie Garcia) | NO |
| 12 | Procurement for Insurance Broker Services, Approval of Conflict-of-Interest Transaction (Dolores Wood | |

Other Board Items	Information Only
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13 (Staff is available for questions)

- Staff Actions Requiring Notice to Board
- Strategic Plan Benchmarks Q2 Update

Monthly Reports	Non Action Items
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14 (Staff is available for questions)

- New Mexico Housing Trust Fund Update

Quarterly Reports	Non-Action Items
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15 (Staff is available for questions)

- Quarterly Board Report
- Quarterly Multifamily Project Completion Report

Announcements and Adjournment	Discussion Only
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Confirmation of Upcoming Board Meetings

- June 10, 2025 - Tuesday- 10:00 a.m. Contracted Services, 1:30p.m. Finance Committee
- June 18, 2025 – Wednesday – 9:30 a.m. Housing NM | MFA Board of Directors Meeting
- July 15, 2025- Tuesday- 10:00 a.m. Contracted Services, 1:30p.m. Finance Committee
- July 24, 2025 – Thursday 9:30 a.m. Housing NM | MFA 50th Anniversary Board of Directors Meeting
- August 12, 2025 – Tuesday- 10:00 a.m. Contracted Services, 1:30p.m. Finance Committee
- August 20, 2025 - Wednesday- 9:30 a.m. Housing NM | MFA Board of Directors Meeting
- August 20-21, 2025- Housing NM | MFA Board Retreat



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- Approval of 4/16/25 Board Study Session Minutes- Board Action
- Executive Director Updates

Board Action Items

Action Required

Consent Agenda

- 1 **Authorized Signature Resolution May 2025 (Joseph McIntyre)** - The Authorized Signatures Resolution is updated periodically as needed. YES

Finance Committee

- 2 **Restoring Our Community (ROC) Internal Audit Report and Executive Summary (Claire Hilleary, Director of Business Consulting Svs.- Grant Compliance- Moss Adams)** - Moss Adams will present the Restoring Our Communities Program internal audit final report and executive summary. YES
- 3 **3/31/2025 Quarterly Financial Statement Review (Joseph McIntyre)** – Quarterly Key Financial Metrics will be discussed along with significant variances with root causes. YES
- 4 **Quarterly Investment Report (Alex Lundy)** – ongoing. YES

Allocation Review Committee

- 5 **Proposed 2025 Low Income Housing Tax Credit (LIHTC) Project Presentations & Awards (Jeanne Redondo)** – Housing NM and the Allocation Review Committee (ARC) recommends approval of the following, all in accordance with ARC recommendations. Approval of four new construction projects and one rehabilitation project, approval of the 2025 9% LIHTC wait list, ineligible projects and rejected projects, and approval of a forward allocation in an amount not to exceed \$2,662,221. YES
 - a. Nueva Acequia 9%, Santa Fe (Denise Benavidez, Domenic Kej and Jenn Lopez available to answer questions)
 - b. San Mateo Manor, Albuquerque (Thomas Grywalski and John Bloomfield available to answer questions)
 - c. Villa de Tularosa, Tularosa (Cesar Marengo and Rose Garcia available to answer questions)
 - d. Desert Hope II, Las Cruces (Aaina Khurana, JV DeSousa, Robert Blumenfeld available to answer questions)
 - e. Plaza Luna Lofts, Los Lunas (Thomas Grywalski and John Bloomfield available to answer questions)

Contracted Services/Credit Committee

- 6 **Low Income Housing Tax Credit (LIHTC) Gap Financing Loan Request (Tim Martinez, Josh Howe & Justin Carmona)** YES

(Note: at the request of any Board Member, any of the five projects listed below may be removed from this combined agenda item and discussed and voted upon separately)

- a. **Plaza Luna Lofts – HOME & NMHTF Loan Requests (Tim Martinez)** - A \$500,000 HOME loan request and a \$3,000,000 NMHTF loan request for Plaza Luna Lofts, located in Los Lunas, New Mexico. Plaza Luna Lofts is a proposed new construction multifamily project that will create 57 one- and two-bedroom units for senior households. Five units will be income restricted to households earning 80% or less of Area Median Income (“AMI”). Nine units will be income restricted to households earning 70% or less of AMI. Seven units will be income restricted to households earning 60% or less of AMI. Twenty-seven units will be income

restricted to households earning 50% or less of AMI. Six units will be income restricted to households earning 40% or less of AMI, and the final three units will be income restricted to households earning 30% or less of AMI.

- b. **Desert Hope II – NHTF Loan Request (Josh Howe & Tim Martinez)** - A \$400,000 NHTF loan request for Desert Hope II, located in Las Cruces, New Mexico. Desert Hope II is a proposed new construction multifamily project that will create 80 studio, one-, and two-bedroom units for senior, veteran, and workforce households. Forty-seven units will be income restricted to households earning 60% or less of Area Median Income (“AMI”). Thirteen units will be income restricted to households earning 50% or less of AMI, and the final 20 units will be income restricted to households earning 30% or less of AMI.
 - c. **Villa de Tularosa –NHTF, NMHTF, & Primero Loan Requests (Josh Howe & Tim Martinez)** - A \$400,000 NHTF loan request, a \$2,500,000 NMHTF loan request, and a \$1,950,000 Primero loan request for Villa de Tularosa, located in Tularosa, New Mexico. Villa de Tularosa is a proposed acquisition/rehabilitation multifamily project that will rehabilitate 22 studio and one-bedroom units for senior households. Thirteen units will be income restricted to households earning 50% or less of Area Median Income (“AMI”), and the final nine units will be income restricted to households earning 30% or less of AMI.
 - d. **San Mateo Manor – HOME, NHTF, & NMHTF Loan Requests (Justin Carmona & Tim Martinez)** - A \$375,000 HOME loan request, a \$400,000 NHTF loan request, and a \$3,000,000 NMHTF loan request for San Mateo Manor, located in Albuquerque, New Mexico. San Mateo Manor is a proposed new construction multifamily project that will create 50 one- and two-bedroom units for senior households. Ten units will be income restricted to households earning 80% or less of Area Median Income (“AMI”). Ten units will be income restricted to households earning 70% or less of AMI. Fifteen units will be income restricted to households earning 50% or less of AMI, and the final 15 units will be income restricted to households earning 30% or less of AMI.
 - e. **Nueva Acequia (9% LIHTC) – HOME, NHTF, & NMHTF Loan Requests (Justin Carmona & Tim Martinez)** - A \$397,500 HOME loan request, a \$210,000 NHTF loan request, and a \$2,000,000 NMHTF loan request for Nueva Acequia (9% LIHTC), located in Santa Fe, New Mexico. Nueva Acequia (9% LIHTC) is a proposed new construction multifamily project that will create 53 studio, one- and two-bedroom units for senior households. Eight units will be income restricted to households earning 80% or less of Area Median Income (“AMI”). Ten units will be income restricted to households earning 60% or less of AMI. Fifteen units will be income restricted to households earning 50% or less of AMI. Nine units will be income restricted to households earning 40% or less of AMI, and the final 11 units will be income restricted to households earning 30% or less of AMI.
- 7 **Elk Meadows – Additional NMHTF Loan Request (Tim Martinez)** - A NMHTF loan increase request in the amount of \$489,300 for Elk Meadows Apartments, located in Ruidoso, New Mexico. Due to barriers in funds eligibility, the additional loan amount will replace a HUD Community Project Funding grant of equal value previously awarded by Housing NM/MFA to the project. Elk Meadows Apartments is a proposed new construction multifamily project that will create 72 one-, two-, and three-bedroom units for households with children. Thirty-seven units will be income restricted to households earning 60% or less of Area Median Income (“AMI”). Twenty units will be income restricted to households earning 50% or less of AMI. Four units will be income restricted to households earning 30% or less of AMI, and the final 11 units will be rented at a market rate. YES
- 8 **Request for Proposals for General Counsel Legal Services (Robyn Powell)** - Staff recommends approval of the Request for Proposal for General Counsel Legal Services. The current contract awarded to Stelzner, Winter, Warburton, Flores & Dawes, P.A. is set to expire July 31, 2025, with no additional extension options available. Upon approval the Request for Proposal will be published with responses due to Housing NM | MFA by June 23, 2025. Recommendations for awards will be presented at the July 2025 Board meeting. YES
- 9 **Recommended 2026 Severance Tax Bond Program Allocations and Certification of Need (Robyn Powell)** - After evaluating program performance and availability of funding, staff recommend approval of the fiscal year 2026 Severance Tax Bond funding programmatic allocations in the amount of \$45 million. Staff also recommend adoption of the 2026 Resolution, Notification and Certification of Need, which will be provided to the State Board of Finance. YES
- 10 **Emergency Homeless Assistance Program (EHAP) – Award Recommendation (Axton Nichols)** - Staff recommends approval of the Emergency Homeless Assistance Program (EHAP) awards for 2025-2030. Award letters and contracts will be sent upon approval from Contracted Services and the Board of Directors. YES

Other

- 11 Quarterly Marketing Summary Report (Kristie Garcia)** - The quarterly marketing and communications presentation consists of the strategic marketing overview of Housing NM | MFA's recent activities related to press releases, advertising, media coverage, social media posts and outreach efforts. NO
- 12 Procurement for Insurance Broker Services, Approval of Conflict-of-Interest Transaction (Dolores Wood & Eleanor Werenko, General Counsel, Stelzner, Winter, Warburton, Flores & Dawes, P.A)** – Based on the Internal Review Committee's recommendation, staff recommends engaging HUB International (Southwest) to provide agent of record services for all matters related to insurance for Housing NM | MFA. This conflict-of-interest Transaction requires disclosure to the Board of Directors of the Financial Interest, and the approval of a disinterested majority of the Members of Housing NM | MFA's Board of Directors of the Transaction. YES

Other Board Items**Information Only****13 (Staff is available for questions)**

- Staff Actions Requiring Notice to Board
- Strategic Plan Benchmarks Q2 Update

Monthly Reports**Non Action Items****14 (Staff is available for questions)**

- New Mexico Housing Trust Fund Update

Quarterly Reports**Non-Action Items****15 (Staff is available for questions)**

- Quarterly Board Report
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Minutes



HOUSING NEW MEXICO | MORTGAGE FINANCE AUTHORITY

Board Meeting

7425 Jefferson St. NE Albuquerque, NM 87109

Wednesday, April 16, 2025- 9:30 a.m.

Chair Angel Reyes convened the meeting on April 16, 2025, at 9:34 a.m. Secretary Hernandez called the roll. Members attending in person: Chair Angel Reyes, State Treasurer Laura M. Montoya, Christine Anaya (designee for State Treasurer Laura M. Montoya), Martina C'de Baca (designee for Lieutenant Governor Howie Morales), Rebecca Wurzbarger, Julie Ann Meade (designee for Attorney General Raúl Torrez) and Randy Traynor. Members participating virtually: Derek Valdo. Hernandez informed the Board that everyone had been informed about today's meeting in accordance with the New Mexico Open Meetings Act.

Chair Reyes welcomed Board members, guests, and staff. He informed everyone that the meeting is being recorded, referring to microphone sensitivity. He then provided voting protocol for those members participating virtually.

Approval of Agenda – Board Action. Motion to approve April 16, 2025, as presented: Wurzbarger. Seconded by Anaya. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, Proxy Christine Anaya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzbarger- yes, Randy Traynor- yes. Vote: 7-0.

Approval of 3/19 2025 Board Meeting Minutes – Board Action. Motion to approve March 19, 2025, Board Meeting Minutes as presented: Wurzbarger. Second, by Traynor. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, Proxy Christine Anaya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzbarger- yes, Randy Traynor- yes. Vote: 7-0.

Executive Director updates- Hernandez provided information on Program Updates: Subservd Portfolio: \$2.79 Bil. /16,265 Loans, Avg Bal: \$171.6K Avg. New Loan: \$242K Delinquencies 10.20 & 15.67% Mortgage Ops: '25- \$12.3M Avg., FYTD: \$322M/1,317 Reservations Int. 6.00%/ Mkt: 6.375% (2/11/25) – 4.50% (4/22). Significant Meetings/Presentations: 03/19: Allocation Review Committee, pleased to announce no protests were submitted. 03/28: Habitat for Humanity ED Mtg, with over 10 Chapters in NM who participated. 04/10: Press Conference- 50th Anniversary. Upcoming Meetings: 04/23: Mtg with Southwest Legislators. 05/14: Presentation to Taos Housing Partnership. 07/24: 50th Anniversary Board Meeting. He provided an update of the New Mexico Housing Trust Fund stating Housing NM is making progress in all areas and will be discussing the new allocations at the May Board meeting. Production Data: Unduplicated YTD Assisted: 11,677.

Robyn Powell and John Anderson then provided the Board with a 2025 Legislative Session Outcomes for Housing and Homelessness report. Housing NM tracked 53 housing and homelessness related bills during the 2025 legislative session. Of those bills, 43 had policy or tax implications and 10 proposed an appropriation to a particular project or program. The Governor signed the following: SB1: Creates the Behavioral Health Trust Fund. SB3: Behavioral Health Reform Act directs coordination and planning among various state agencies involved in behavioral health issues and appropriates \$200,000,000 for several grant programs and the implementation of the sequential intercept mode. HB 47: Veterans' Property Tax Exemption amends the current property tax exemption to the exemption approved on November 5, 2024, General Election. SB 267: Housing Applications Fee amends the Uniform Owner Resident Relations Act by regulating fees landlords can charge prospective residents.

Consent Agenda

1 Bi-Annual Mortgage Operations Compliance Report (Jackie Nutima) – Housing NM Compliance Manager provides the Biannual Compliance Activities Report to provide information to the Board regarding Housing NM's mortgage lending and servicing department compliance management activities. During this reporting period, no significant compliance concerns were identified. Motion to approve consent agenda item Bi-Annual Mortgage

Operations Compliance Report: Wurzburger. Seconded by C'de Baca. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, Proxy Christine Anaya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzburger- yes, Randy Traynor- yes. Vote: 7-0.

Contracted Services/Credit Committee

- 2 2025 WAP State Plan Approval (Troy Cucchiara, Dimitri Florez, David Trembath & David Gutierrez)** – The team began their presentation providing background on the WAP State Plan stating the NM EnergySmart program helps low-income New Mexicans save money on utility bills. Homeowners and renters who qualify for the program receive an average of \$9,150 in weatherization measures including weatherization readiness. The Department of Energy (DOE) is the primary funding source, and they set the rules and regulations for the program. Additionally, DOE is the source of funding that provides vehicles, equipment, and a training and technical assistance budget. To receive funding from DOE, a State Plan must be submitted no later than May 1, 2025. Funding for the 2025/2026 State Plan totals \$2,736,346.00. With the DOE funding, we are projecting that Central New Mexico Housing will weatherize approximately 117 single family units, Southwestern Regional Housing and Community Development Corporation will weatherize approximately 47 single family units, and Red Feather Development will weatherize a total of 11 single family units, for a statewide total of 175 units. Housing NM recommends approval of the NM EnergySmart 2025/2026 DOE Weatherization Assistance Program Annual and Master State Plan. Motion to approve 2025 WAP State Plan Approval as presented: Wurzburger. Seconded by Meade. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, Proxy Christine Anaya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzburger- yes, Randy Traynor- yes. Vote: 7-0.
- 3 2024 State Plan Sustainable Energy Resources for Consumers (SERC) Modification Adding Red Feather Development (Troy Cucchiara & Dimitri Florez)** – Florez began his presentation stating the SERC funding was to be used for solar panel installation, energy management systems, and electrification for multifamily projects. To help New Mexico meet the obligations of this grant, DOE reached out to us in early March to discuss the extension of the grant and to allow these funds to be used for single family homes. Upon DOE's request, Housing NM revised the grant application to include the single-family providers, to specify the funds will be used on single family homes, and to provide a new timeline that runs through September 2025. Housing NM is recommending approval to re-allocate the balance of the SERC funding to all three existing single family service providers. Motion to approve 2025 State Plan Sustainable Energy Resources for Consumers Modification Adding Red Feather Development as presented: Traynor. Seconded by Wurzburger. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, Proxy Christine Anaya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzburger- yes, Randy Traynor- yes. Vote: 7-0.
- 4 Regional Housing Authority Commissioner Renewals (John Garcia)** – Garcia began his presentation requesting approval of the Regional Housing Authority commissioner renewal recommendations to move forward to the Governor's office. He stated that The Regional Housing Law (§§11-3A-1 et seq. NMSA 1978) mandates that the Mortgage Finance Authority (MFA) as the oversight body for certain Regional Housing Authority (RHA) activities. This includes a specific provision in Section 11-3A-6 E, which requires that all recommendations for renewals and appointments of RHA commissioners be forwarded to and reviewed by Housing NM's Board of Directors prior to recommendations to the Governor. The Eastern Regional Housing Authority has four commissioner appointments expiring, one has resigned, one has chosen not to renew and two wish to be re-appointed. Northern Regional Housing Authority has one commissioner appointment expiring which commissioner wishes to be re-appointed and three resignations. The Western Regional Housing Authority has three commissioner appointments expiring, one who has chosen not to renew and two wish for re-appointment. Housing NM contacted the RHA commissioners whose terms will expire on July 1, 2025, to determine which commissioners wish to continue to serve on their respective RHA Boards. Recommendations for renewals are included in the letter for the Governor's office, which is found in Tab 4 of the Board packet. The letter requests for commissioner re-appointments to ERHA, NRHA and WRHA. A table indicating the existing and pending renewal commissioners is also in Tab 4 of the Board packet. Unfortunately, there are no recommendations for new commissioners currently. Housing NM will work with the Housing Authorities to fill all vacancies. Motion to approve Regional Housing Authority Commissioner Renewals as presented: Wurzburger. Seconded by Valdo. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, Proxy Christine Anaya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzburger- yes, Randy Traynor- yes. Vote: 7-0.
- 5 West Mesa Ridge A- HOME Loan and New Mexico Housing Trust Fund (NMHTF) Loan Request (Joshua Howe & Tim Martinez)**- Howe began his presentation requesting a \$2,000,000 HOME loan and \$3,000,000 New

Mexico Housing Trust Loan for West Mesa Ridge A, located in Albuquerque, New Mexico. West Mesa Ridge A is a proposed New Construction multifamily development project that includes 128 units constructed for households earning an average of at or below 60% Area Median Income (AMI). The project will be required to meet HUD's Site and Neighborhood Standards prior to the acquisition of the property. The proposed project presents a favorable risk profile and is recommended for approval. Motion to approve West Mesa Ridge A- Home loan and New Mexico Housing Trust Fund (NMHTF) Loan Request as presented: Traynor. Seconded by Wurzbarger. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, Proxy Christine Anaya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzbarger- yes, Randy Traynor- yes. Vote: 7-0.

- 6 Housing Innovations Application Recommendation for Approval – DreamTree Project, Inc. (Daniela Freamon, Sonja Unrau & Robyn Powell)** – Freamon began her presentation recommending the approval of the DreamTree Project, Inc. application for a \$500,000 grant for the rehabilitation of a congregate shelter facility under the Housing Innovation Program NOFA. The DreamTree Project applied to the Housing Innovation program for funding to support the construction of the Taos Navigating Emergency Support Together (NEST) project, an overnight temporary crisis shelter. Taos NEST is a joint project between nonprofit agencies DreamTree Project, HEART of Taos, Taos Men's Shelter / Taos Coalition to End Homelessness, and Youth Heartline, with support from both the Town of Taos and Taos County. The project includes an overnight crisis shelter, a community meeting space, and a one-stop crisis resource center for anyone in the community who needs support. Motion to approve Housing Innovations Application Recommendation for Approval- DreamTree Project, Inc. as presented: C 'Baca. Seconded by State Treasurer Laura M. Montoya. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, State Treasurer Laura M. Montoya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzbarger- yes, Randy Traynor- yes. Vote: 7-0.
- 7 Housing Innovations Program Revised Notice of Funding Availability (Daniela Freamon, Sonja Unrau & Robyn Powell)** – Freamon began her presentation stating staff recommend revisions to the Housing Innovation Program Notice of Funding Availability (NOFA) for Board of Directors' approval. The Housing Innovation Program NOFA was approved by the Housing NM Board of Directors in September 2023 as a resource to address housing needs that are currently not being served through other Housing NM programs and to fund community tailored housing solutions. Since then, Housing NM has awarded \$7.8 million in funding to 12 entities, impacting 381 families. The revisions to the Housing Innovation NOFA primarily clarify program requirements, change how applications are reviewed, remove duplicative language, and replace "MFA" with "Housing New Mexico" which are detailed in Tab 7 of the Board packet. Motion to approve Housing Innovations Program Revised Notice of Funding Availability as presented: C 'Baca. Seconded by Traynor. Roll Call Vote: Angel Reyes- yes, Derek Valdo- yes, State Treasurer Laura M. Montoya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzbarger- yes, Randy Traynor- yes. Vote: 7-0.
- 8 Ventana Fund Board Member Appointment (Jeff Payne & George Maestas)** – Payne began his presentation recommending approval of the appointment to the Board of Directors of the Ventana Fund and authorization for any subsequent appointments to be made by the Executive Director of Housing NM. The bylaws of Ventana Fund called for a Housing NM representative on the Ventana Fund Board of Directors. In April 2014, the Housing NM Board of Directors approved the appointment of the Director of Housing Development to serve as the representative on the Ventana Fund Board. Each Director of Housing Development has served on the board since that time. Over time Ventana Fund has grown and capacity has been developed in the organization. The involvement on the board requires a significant amount of time reviewing loan requests and other agenda items prior to board meetings and attending board meetings. Staff requests that the Assistant Director of Housing Development, who oversees the administration of the Low-Income Housing Tax Credit (LIHTC) program, be appointed to the Ventana Fund Board of Directors as the Housing NM representative. This will shift some of the responsibilities from the Director of Housing Development and allow the Assistant Director to utilize their multifamily housing experience in a position of responsibility and an opportunity for growth. This appointment shall be effective as of the May Ventana Fund Board meeting and until another Housing NM representative is appointed. Discussion ensued regarding appointments by future Executive Directors. Member Wurzbarger requested information on Ventana activities. Maestas indicated that since 2014 Ventana Fund has funded: \$7,850,000 in LIHTC Construction loan funding across 12 loans, impacting 684 units and \$51,181,987 in Threshold loan funding across 74 loans, impacting 920 units across the state. Chairman Reyes asked that Housing NM invite Ventana leadership to present at a future meeting. Motion to approve Ventana Fund Board Member Appointment as presented: State Treasurer Laura M. Montoya. Seconded by Wurzbarger. Roll

Call Vote: Angel Reyes- yes, Derek Valdo- yes, State Treasurer Laura M. Montoya- yes, Proxy Martina C'de Baca- yes, Proxy Julie Ann Meade- yes, Rebecca Wurzbarger- yes, Randy Traynor- no. Vote: 6-1.

- 9 Semiannual Single Family Program Report (Renee Acuña)** – Acuña began his presentation providing an update of the Single-Family program production for the first quarter of the current fiscal year. He stated according to the February Greater Albuquerque Association of Realtors report, the average sales prices in the Albuquerque metro are now \$415,000, a 6.4% increase over last year. NM Association of Realtors in the February Housing Trends reported the average sales price noted in other counties is as follows: Dona Ana \$337,000, San Juan \$303,000, Santa Fe \$921,000, Taos \$542,000, and Chavez \$170,000. The data reflects that the statewide median sales price is slightly down from year end 2024. Annualizing current loan sales data forecasts, a decreasing sales trend will continue into 2025. Housing NM First Time Homebuyers loan rates continue to remain below local market rates. FirstDown Plus Down Payment Assistance loan has provided \$6.5M in additional down payment assistance for 651 plus households. Manufactured homes made up 10.4% of purchase loans. He also stated new construction represents 8.73% of all loans purchased this fiscal year. The average Housing NM borrower is a 35-year-old individual making \$73K annually with a credit score of 703. The average purchase price of a home within Housing NM single family programs is \$253,000, with an average loan amount of \$239,000. He concluded that Housing NM Market Utilization, which is a measure of the number of FHA purchase money transactions that receive a loan through Housing NM is 36 percent for the first quarter of the fiscal year. Non-Action Item.

Other Board Items**Information Only****10 There were no questions asked of staff.**

- Staff Actions Requiring Notice to Board
- 2025 Series A/B Bond Pricing Summary

Monthly Reports**Non-Action Required****11 There were no questions asked of staff.**

- Marketing & Communications Monthly Update
- New Mexico Housing Trust Fund Update
- 2/28/25 Financial Statements

Announcements and Adjournment- Confirmation of upcoming Board Meetings.

There being no further business the meeting was adjourned at 11:30 a.m.

Approved:

Chair, Angel Reyes

Secretary, Isidoro Hernandez



HOUSING NEW MEXICO | MORTGAGE FINANCE AUTHORITY

Board Meeting

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Chair Angel Reyes convened the meeting on April 16, 2025, at 12:04 p.m. Members attending in person: Chair Angel Reyes, State Treasurer Laura M. Montoya, Martina C'de Baca (designee for Lieutenant Governor Howie Morales), Rebecca Wurzbarger, Julie Ann Meade (designee for Attorney General Raúl Torrez) and Randy Traynor. Members absent: Derek Valdo.

Agenda

- 1 **Succession Planning: Overview** – Izzy Hernandez began the presentation stating key takeaways that will be sought from the presentation which include succession planning is a business strategy for passing leadership roles on to one or more employees. The strategy is used to ensure that businesses run smoothly after employees retire and leave the company. Succession planning involves cross-training to help staff develop skills, knowledge, and an understanding of the business. Succession plans can be long-term, which are meant to account for future changes, or for emergencies whenever anything unexpected arises. Hernandez indicated that Housing NM has a system that embeds succession throughout its structure and activities.
- 2 **Organizational Chart & Demographics**- Hernandez then reviewed Housing NM's organizational chart and staff demographics. Housing NM has a total of 118 employees, 78 are exempt, and 40 are non-exempt.
- 3 **Succession/Continuity System: Recruiting, Retention, Development, and Succession/Continuity** – Arundhati Bose began reviewing Retention key points: 30-60-90-day touch points, mentorship program, quarterly coaching/annual evaluations, benefits, compensation studies/analysis, employee recognition events, spot awards, flexible schedules, and employee surveys. Donna Maestas-De Vries then reviewed Development: cross training/back-ups, monthly supervisor meetings/trainings, trainings/certifications/education, policy committee book reviews, Chiefs attendance, "acting" ED, Chiefs, Director, and leadership academy. Maestas-De Vries explained the Leadership Academy in detail which is to build a continuous pipeline of internal leaders with diverse experience, knowledge, and commitment to the housing industry, while retaining institutional knowledge, and contributing to the continued success of Housing NM. Jeff Payne then concluded with Succession/Continuity: policies and procedures, employee manual, desktop procedures, position task inventory & files, voluntary separation benefits, two in a box, upward mobility and organizational structure- career ladder. Board members asked questions and provided comments and ideas on various components of the system.

The meeting was adjourned at 1:05 p.m.

Approved:

Chair, Angel Reyes

Secretary, Isidoro Hernandez

Tab 1

Consent Agenda

TO: MFA Board of Directors
Through: Finance Committee – May 13, 2025
Through: Policy Committee – May 6, 2025
FROM: Joseph McIntyre, Controller
DATE: May 21, 2025
SUBJECT: Authorized Signatures Resolution

Recommendation:

Staff recommend the update of the Authorized Signature Resolution to add Jacob Kemmeren as Assistant Controller.

Background:

The Authorized Signatures Resolution is updated periodically as needed.

Discussion:

Jacob Kemmeren became the Assistant Controller on April 21st, 2025. To transact routine business consistent with his delegations of authority, Jacob should be added to the Authorized Signature Resolution. Staff would also like to take this opportunity to drop former Assistant Controller Domenica Duran-Arias from the resolution since her last day of employment was on March, 28, 2025, and she has not been removed from the signature resolution by Board action.

The agreement has also been updated to reflect new titles on multiple employees (Janet Armijo, Amber Erni, and Robyn Powell) and remove Julie Halbig, former Director of Compliance, from the resolution. Julie is no longer employed by Housing New Mexico/MFA. Aubrey Kelley is also being added to the resolution as she was recently hired in the position of Document Custodian.

Summary:

The Authorized Signatures Resolution is updated periodically as needed. Staff recommend the updates per discussion above.

NEW MEXICO MORTGAGE FINANCE AUTHORITY
AUTHORIZED SIGNATURES RESOLUTION

WHEREAS, a regular meeting of the Board of Directors of the New Mexico Mortgage Finance Authority (MFA) was held at the New Mexico Mortgage Finance Authority ~~7425 Jefferson Street NE344 Fourth Street~~ Albuquerque, NM 8710902 on Wednesday May 21, 2025 ~~May 15, 2024~~, at 9:30 a.m.; and

WHEREAS authorized signatures are required to conduct the ongoing business of the Housing New Mexico/MFA;

IT IS THEREFORE RESOLVED:

1. The individuals holding the following positions are designated as Authorized Signatures on documents and/or instruments required to perform program and servicing activities consistent with their areas of responsibility:

Executive Director/Chief Executive Officer	Isidoro R. Hernandez
Chief Financial Officer	Arundhati Bose
Chief Housing Officer	Donna Maestas-De Vries
Chief Lending Officer	Jeff Payne
Human Resources Director	Dolores Wood
Director of Servicing	Theresa Laredo Garcia
Assistant Director of Servicing	Blanca Vasquez
Director of Secondary Market	Olivia Martinez
Secondary Market Supervisor	Cindy Arellano
Quality Assurance Specialist Secondary Market Loan Processor	Janet Armijo
Pooling Specialist Document Custodian	Amber Erni
Document Custodian	Judy Horsman
<u>Document Custodian</u>	<u>Aubrey Kelley</u>

2. The individuals, holding the following positions, are designated as Authorized Signatures on Bank Accounts with the authority to establish accounts in any bank or financial institution (bank) in the name and on behalf of Housing New Mexico/MFA; or to withdraw or disburse funds by checks, drafts, wire transfers, Automated Clearing House (ACH) or other instruments or orders customarily used for the disbursement or payment of funds; and to make, execute, and deliver, under the seal of Housing New Mexico/MFA, any and all bank instruments necessary to effectuate the authority here by conferred:

Chair of the Board	Angel A. Reyes
Vice-Chair of the Board	Derek Valdo
Treasurer of the Board	Rebecca Wurzbarger
Other Board Members Designated by the Chair of the Board	

3. The individuals, holding the following positions, are authorized to effectuate the daily operations of Housing New Mexico/MFA, including approve disbursements from Housing New Mexico/MFA bank accounts by wire, ACH or other electronic transfer; endorse checks payable to Housing New Mexico/MFA; and to make, execute, and deliver under the seal of Housing New Mexico/MFA, any and all bank instruments necessary to effectuate the electronic transfers, endorsements, or other bank services:

Chief Financial Officer	Arundhati Bose
Chief Housing Officer	Donna Maestas-De Vries
Chief Lending Officer	Jeff Payne

Controller
Assistant Controller

Joseph G. McIntyre
~~Jacob Kemmeren~~~~Domenica Duran-Arias~~

4. The individuals holding the following positions are designated as Authorized Signatures on contracts and documents that legally bind ~~the~~ Housing New Mexico/MFA. The Executive Director/Chief Executive Officer (ED/CEO) is the authorized signer on behalf of Housing New Mexico/MFA. Other Management (as defined in Housing New Mexico/MFA's Bylaws) are designated to sign on behalf of ED/CEO; however, they shall be limited to signing contracts and documents within the individual's area of responsibility.

ED/CEO
Chief Financial Officer
Chief Housing Officer
Chief Lending Officer
Director of Human Resources

Isidoro R. Hernandez
Arundhati Bose
Donna Maestas-De Vries
Jeff Payne
Dolores Wood

5. The individuals holding the following positions are designated as Authorized Signatures on federal fiscal reports and payment vouchers in accordance with OMB 2 CFR 200.415:

Chief Financial Officer
Chief Housing Officer

Arundhati Bose
Donna Maestas-De Vries

Controller

Joseph G. McIntyre

6. The individuals holding the following positions are designated as Authorized Signatures on contracts and documents that legally bind the Housing New Mexico/MFA where awards have been approved by Policy Committee or Board of Directors; however, such contracts and documents shall be limited to the individual's area of responsibility:

Controller
Senior Director of Information Technology
Director of Asset Management
Director of Communications & Marketing
Director of Community Development
~~Director of Compliance & Initiatives~~
Director of Homeownership
Director of Housing Development
Senior Director of Policy & Planning
Director of Secondary Market
Director of Servicing

Joseph G. McIntyre
Joseph Navarrete
Patrick Ortiz
Kristie Garcia
Kellie Tillerson
~~Julie Halbig~~
Rene Acuna
George Maestas
~~Robyn Powell~~
Olivia Martinez
Theresa Laredo Garcia

7. Authorized Signatures shall be valid, binding, and enforceable against MFA when executed by means of (i) an original manual signature; (ii) a faxed or scanned manual signature, or (iii) any other electronic signature permitted by the federal Electronic Signatures in Global and National Commerce Act, state enactments of the Uniform Electronic Transactions Act, and/or any other relevant electronic signatures law, including any relevant provisions of the Uniform Commercial Code (collectively, "Signature Law"), in each case to the extent applicable. Each faxed or scanned manual signature, and each electronic signature, shall for all purposes have the same validity and legal effect as an original manual signature. For the avoidance of doubt all electronic signatures must comply with Housing New Mexico/MFA's Electronic Signatures Policy.

After discussion the foregoing Resolution was:

ADOPTED:

Aye:

Nay:

Abstain:

Absent:

PASSED AND APPROVED BY THE NEW MEXICO MORTGAGE FINANCE
AUTHORITY THIS 21st ~~15th~~ DAY OF MAY, 202~~5~~4.

Angel Reyes, Chair

CERTIFICATION

I HEREBY CERTIFY, that I am the Secretary of the New Mexico Mortgage Finance Authority; that the above and foregoing is a full, true and correct copy of a resolution duly and regularly adopted by the vote of the majority or more of the directors of the New Mexico Mortgage Finance Authority in accordance with the Housing New Mexico/MFA bylaws in effect on January 18, 2023; that there is no provision in the articles of the Housing New Mexico/MFA bylaws conflicting with said resolution; and that said resolution has not been modified or revoked and still remains in full force and effect.

IN WITNESS WHEREOF, I have hereunto set my hand and seal of the New Mexico Mortgage Finance Authority this 21st ~~15th~~ day of May 20~~25~~24.

Isidoro Hernandez, Secretary

(SEAL)

Tab 2



HOUSING NEW MEXICO | MFA

Finance/Operations Committee Meeting

Tuesday, May 13, 2025 at ~~1:30~~ p.m. 1:00 PM

Webex - call-in information is 1-408-418-9388 (access code): 2482 453 0011
or you can join the call from the calendar item

Agenda Item	COMMITTEE RECOMMENDED	BOARD ACTION REQUIRED
<u>Recommended for Consent Agenda</u>		
1 Authorized Signature Resolution – Joseph McIntyre	3-0	YES
<u>Agenda</u>		
2 ROC Internal Audit Report Management Response- Jackie Nutima	3-0 w/ CORROBORATION TO AUDITOR ON MGMT RESPONSE	YES
3 3.31.2025 Financial Statement Review – Joseph McIntyre	3-0	YES
4 3.31.2025 Investment Review – Alex Lundy	3-0	YES
<u>Information items</u>		
5 March 2025 Wire Transfers		NO
6 March 2025 Check Register		NO

Committee Members present:

Derek Valdo, Chair

☐ present

☐ absent

☒ conference call

~~State Treasurer Laura M. Montoya~~

☐ present

☐ absent

☒ conference call

~~Lt. Governor Howie Morales~~

Proxy Martina C'de Baca

☐ present

☐ absent

☒ conference call

 5/13/2025



FINAL EXECUTIVE SUMMARY

Housing New Mexico

RESTORING OUR COMMUNITIES PROGRAM INTERNAL AUDIT

May 7, 2025

Moss Adams LLP
999 Third Avenue, Suite 2800
Seattle, WA 98104
(206) 302-6500



Table of Contents

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Objectives	1
Conclusions	1
Commendations	2



EXECUTIVE SUMMARY

Moss Adams LLP (Moss Adams) was engaged by the New Mexico Mortgage Finance Authority, now referred to as Housing New Mexico, (MFA) to conduct an internal audit of MFA's Restoring Our Communities (ROC) program. Our internal audit aimed to evaluate the program's compliance with the Restoring Our Communities (ROC) Policy and Procedural Manual (Program Manual) and specific MFA requirements. Our methodology included a review of project approval documents, internal policies, program documentation, and inspection results. We also conducted meetings with MFA staff responsible for program administration. Our testing procedures involved examining samples to test for participant eligibility and the allowability and documentation of costs. Additionally, we reviewed MFA's monitoring procedures for service providers and the adequacy of the documentation supporting these monitoring activities. The internal audit was conducted between February and April 2025.

This engagement was performed in accordance with Standards for Consulting Services established by the American Institute of Certified Public Accountants. Accordingly, we provide no opinion, attestation, or other form of assurance with respect to our work or the information upon which our work is based. This engagement was also performed consistent with the guidance issued by the Institute of Internal Auditor's International Professional Practices Framework. This report was developed based on information gained from our meetings and analyses of provided documentation. The procedures we performed do not constitute an examination in accordance with generally accepted auditing standards or attestation standards.

OBJECTIVES

Our focus was on assessing select elements of MFA's ROC compliance for the duration of the program through February 2025 (May 1, 2024 through February 28, 2025). We assessed whether the costs charged to the program were allowable under the established guidelines. Additionally, we evaluated the processes in place to ensure that participants were properly assessed for eligibility requirements, confirming that all necessary documentation was obtained from applicants. We also reviewed the programmatic reporting to verify that it was completed and submitted in a timely manner. Lastly, we examined the monitoring of service providers to ensure compliance with the standards outlined in the Program Manual. These objectives were critical in evaluating the program's adherence to its policies and procedures, ultimately supporting its integrity and effectiveness.

CONCLUSIONS

As a result of our testing, we identified one low-risk finding that is highlighted in the following table.

INCOME ELIGIBILITY DOCUMENTATION		
1.	Finding	The File Worksheet to review homebuyer income eligibility was incomplete for the completed project at 2104 New York SW, and the file did not provide any evidence of review by MFA staff.
	Recommendation	Implement a standardized checklist and mandatory staff review process for file completeness and establish a secure method for document retention.



MANAGEMENT RESPONSE	
Management Agreement	Management agrees with this recommendation
Owner	ROC Program Manager
Target Completion Date	June 30, 2025
Action Plan	Management agrees with this recommendation. Housing New Mexico will incorporate a standardized project review checklist in the program desktop procedures which will include evidence of the homebuyer income eligibility. The checklist will include the name of the program or project manager completing the project review. Documentation will be stored in the program system of record. To ensure the integrity of the program, staff intend to incorporate a quality control review process.

In addition, the item listed below did not meet the criteria for a low-risk finding; however, we wanted to include for purposes of additional consideration by MFA.

FAIR HOUSING ACT COMPLIANCE		
1.	Finding	MFA's reliance on service providers for compliance with the Fair Housing Act poses a risk, as lapses could lead to discrimination claims and reputational damage, potentially excluding eligible applicants from the ROC program.
	Recommendation	MFA should review service providers' policies to ensure compliance with the Fair Housing Act and establish clear communication to enhance accountability and oversight.

COMMENDATIONS

Although the focus of this internal audit was to identify areas of non-compliance and opportunities for improvement for MFA, it is important to note the areas that are operating well. Based on the samples tested during this internal audit, MFA should be commended for the following accomplishments:

- MFA staff were responsive and timely in providing requested documentation.
- All program costs tested appeared to meet the requirements, based on the documentation provided, and followed the MFA processes.
- All participants tested appeared to meet the program eligibility requirements, based on the documentation provided.
- Based on items reviewed, MFA completed all elements of its project approval processes.

We would like to thank MFA staff and management for their time and efforts in assisting with this project. MFA staff were consistently professional, responsive, and knowledgeable in their responses, allowing us to sufficiently understand program nuances relative to the applicable requirements.



MOSSADAMS



FINAL REPORT

Housing New Mexico

RESTORING OUR COMMUNITIES PROGRAM INTERNAL AUDIT

May 7, 2025

Moss Adams LLP
999 Third Avenue, Suite 2800
Seattle, WA 98104
(206) 302-6500



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I. EXECUTIVE SUMMARY

Moss Adams LLP (Moss Adams) was engaged by the New Mexico Mortgage Finance Authority, now referred to as Housing New Mexico, (MFA) to conduct an internal audit of MFA's Restoring Our Communities (ROC) program. Our internal audit aimed to evaluate the program's compliance with the Restoring Our Communities (ROC) Policy and Procedural Manual (Program Manual) and specific MFA requirements. Our methodology included a review of project approval documents, internal policies, program documentation, and inspection results. We also conducted meetings with MFA staff responsible for program administration. Our testing procedures involved examining samples to test for participant eligibility and the allowability and documentation of costs. Additionally, we reviewed MFA's monitoring procedures for service providers and the adequacy of the documentation supporting these monitoring activities. The internal audit was conducted between February and April 2025.

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A. OBJECTIVES

Our focus was on assessing select elements of MFA's ROC compliance for the duration of the program through February 2025 (May 1, 2024 through February 28, 2025). We assessed whether the costs charged to the program were allowable under the established guidelines. Additionally, we evaluated the processes in place to ensure that participants were properly assessed for eligibility requirements, confirming that all necessary documentation was obtained from applicants. We also reviewed the programmatic reporting to verify that it was completed and submitted in a timely manner. Lastly, we examined the monitoring of service providers to ensure compliance with the standards outlined in the Program Manual. These objectives were critical in evaluating the program's adherence to its policies and procedures, ultimately supporting its integrity and effectiveness.

B. CONCLUSIONS

As a result of our testing, we identified one low-risk finding that is highlighted in the following table. In addition, we identified one additional matter that is documented in Section IV.



INCOME ELIGIBILITY DOCUMENTATION		
1.	Finding	The File Worksheet to review homebuyer income eligibility was incomplete for the completed project at 2104 New York SW, and the file did not provide any evidence of review by MFA staff.
	Recommendation	Implement a standardized checklist and mandatory staff review process for file completeness and establish a secure method for document retention.

C. COMMENDATIONS

Although the focus of this internal audit was to identify areas of non-compliance and opportunities for improvement for MFA, it is important to note the areas that were operating well. Based on the samples tested during this internal audit, MFA should be commended for the following accomplishments:

- MFA staff were responsive and timely in providing requested documentation.
- All program costs tested appeared to meet the requirements, based on the documentation provided, and followed the MFA processes.
- All participants tested appeared to meet the program eligibility requirements, based on the documentation provided.
- Based on items reviewed, MFA completed all elements of its project approval processes.

We would like to thank MFA staff and management for their time and efforts in assisting with this project. MFA staff were consistently professional, responsive, and knowledgeable in their responses, allowing us to sufficiently understand program nuances relative to the applicable requirements.



II. DETAILED REPORT

A. INTRODUCTION

Moss Adams was contracted by MFA to assess select elements of MFA's ROC compliance for activities occurring and participants of the program during May 1, 2024 through February 28, 2025. In this engagement, our objectives were to evaluate and determine whether:

- Costs charged to the program were allowable
- Participants were properly evaluated for program eligibility requirements
- Required documentation was properly obtained from applicants
- Programmatic reporting was completed and submitted timely
- Service provider monitoring was performed in accordance with the Program Manual

B. BACKGROUND

MFA, a quasi-governmental entity in New Mexico, provides affordable housing resources and related services. These include affordable rental housing construction, home rehabilitation and weatherization, emergency shelter, rental assistance, and support for down payments and mortgages. MFA developed the ROC program to help meet New Mexico's need for affordable housing units while assisting communities in reducing vacant and abandoned properties that reduce values within the community. The program provides funding for the acquisition, rehabilitation, and resale of single-family properties with the goal to increase homeownership opportunities for low-moderate and middle-income households.

Key policies that govern the ROC program include adherence to the Fair Housing Act, financial management standards, and specific eligibility requirements for both service providers and homebuyers. Eligible homebuyers must meet income criteria, specifically having an annual income at or below 150% of the area median income and must comply with the program's guidelines to receive assistance. This internal audit was performed to evaluate the effectiveness of internal controls and compliance with these requirements.

C. SCOPE AND METHODOLOGY

To understand the specific processes and controls around the ROC program, Moss Adams reviewed relevant policies and procedures, conducted meetings with key MFA personnel, completed testing on costs charged to the program, completed monitoring of service providers, and reviewed ROC participant eligibility documentation. This testing included the following:

- **Service Provider Monitoring:** We requested a transaction listing of all service provider reimbursements since the program's inception. From this listing of 51 we selected ten expenditures, which represents a percentage of approximately 20% of the population to evaluate whether the expenses were properly supported and appeared allowable based on the requirements of the Program Manual.



- **Homebuyer Eligibility:** We obtained a list of completed projects since inception of the program in May 2024 through February 2025. From this list of three projects, we randomly selected one project and evaluated whether the buyer appeared to meet, based on the documentation provided, the eligibility requirements outlined in the Program Manual's Chapter 5: Income Requirements and assessed whether MFA's documentation supported that eligibility verification was performed.
- **Project Approval Process:** We requested a listing of completed and active projects since program inception. From this listing, we selected one completed project and two active projects and tested whether service providers appeared to meet, based on the documentation provided, the elements outlined in the Program Manual's Chapter 2 Project Approval Process.
- **Required Reporting – Performance Reporting:** We reviewed the Program Manual and inquired of the Program Manager regarding external reporting requirements for the program and documented there are none. Per the inquiry with the Program Manager, internal reporting requirements include reporting figures to the Policy Committee, which is performed by the Program Manager via the MFA reporting website. We performed a walkthrough of this process with the program manager to assess the completeness of the data reported, as well as to evaluate whether reporting procedures are consistently followed and aligned with the program's objectives.
- **Compliance with Rehabilitation Standards:** We obtained a listing of completed projects since program inception. From this listing, we selected one project and assessed, based on final submissions showing inspector signoffs, whether the selected project met the elements outlined in the Program Manual's Chapter 4 Rehabilitation Requirements.
- **Fair Housing Act Compliance:** Per inquiry of the Program Manager, and review of the Program Manual's Chapter 3, we determined that service providers must comply with the Fair Housing Act, Title VIII of the Civil Rights Act of 1968, as amended, which prohibits discrimination in the sale, rental, and financing of dwellings, and in other housing-related transactions, based on: Title VI of the Civil Rights Act of 1964; Section 504 of the Rehabilitation Act of 1973; and other statutes detailed in 24 CFR 5.105. We inquired of the Program Manager to assess the adequacy of MFA's practices for ensuring service providers are aware of and accountable for these requirements.



III. FINDINGS AND RECOMMENDATIONS

Moss Adams did not identify any items that were considered moderate or high-risk findings; however, we did identify one matter that rose to the level of a low-risk finding. Please see Appendix A: Definitions of Audit Finding Rankings for a qualitative assessment of high, medium, or low rankings.

Income Eligibility Documentation

1.	Finding	The File Worksheet to review homebuyer income eligibility was incomplete for the completed project at 2104 New York SW, and the file did not provide any evidence of review by MFA staff.
	Recommendation	Implement a standardized checklist and mandatory staff review process for file completeness, and establish a secure method for document retention.

According to the Program Manual's Chapter 5: Income Requirements, each applicant must provide comprehensive income documentation to ensure their annual income does not exceed 150% of the area median income for their county. This includes a thorough review of all household income sources and assets, as outlined in federal regulations, specifically 24 CFR 5.609 and 24 CFR 92.203. The integrity of this process is critical to maintaining program eligibility and compliance.

The File Worksheet used to review homebuyer income eligibility for the completed project at 2104 New York SW was found to be incomplete, specifically lacking documentation in the assets section, and there was no evidence of review by MFA staff. Although approvals were documented via email and the income limits were provided, the absence of a fully completed worksheet raises concerns about the adequacy of the review to support the determination of income eligibility.

The incomplete File Worksheet appears to stem from an oversight during the documentation process. Based on discussions with the Program Manager, the completed worksheet was initially on file but inadvertently deleted it along with older files, resulting in the current documentation gap.

The absence of a complete File Worksheet and the lack of documented review by MFA staff can lead to inadequate documentation on file to support participant eligibility in accordance with the Program Manual. This oversight could impact the integrity of the ROC program and potentially draw attention from regulatory bodies. Furthermore, it may result in operational inefficiencies and a loss of credibility in the eyes of stakeholders.

To address these issues, MFA should implement a standardized checklist for file reviews to ensure all necessary documentation is complete and accurate. Additionally, establishing a secure backup system for all relevant documentation will help prevent future losses of critical files. By adopting these measures, MFA can enhance compliance with income eligibility requirements, improve operational efficiency, and uphold the integrity of the ROC program.



MANAGEMENT RESPONSE	
Management Agreement	Management agrees with this recommendation.
Owner	ROC Program Manager
Target Completion Date	June 30, 2025
Action Plan	Management agrees with this recommendation. Housing New Mexico will incorporate a standardized project review checklist in the program desktop procedures which will include evidence of the homebuyer income eligibility. The checklist will include the name of the program or project manager completing the project review. Documentation will be stored in the program system of record. To ensure the integrity of the program, staff intend to incorporate a quality control review process.



IV. OTHER MATTERS FOR CONSIDERATION

The item listed below did not meet the criteria for a low-risk finding; however, we wanted to include for purposes of additional consideration by MFA. A management response is not required.

Fair Housing Act Compliance

MFA relies solely on its service providers to ensure compliance with the Fair Housing Act, Title VIII of the Civil Rights Act of 1968, and other relevant civil rights laws and regulations. While MFA has established a robust Fair Housing Policy that prohibits discrimination based on various protected classes, including race, color, religion, sex, age, sexual orientation, gender identity, disability, familial status, and national origin, there is risk associated with this reliance.

The Program Manual, Chapter 3: ROC Program Requirements, Section 3.02: Fair Housing, Equal Opportunity, and Civil/Human Rights, mandates that all recipients of MFA-administered funds must comply with applicable fair housing and fair lending laws. This includes the requirement for service providers to implement marketing strategies that do not exclude potentially eligible applicants and to ensure that access to information about the ROC program is compliant with civil rights laws, including the New Mexico Human Rights Act and Title VI of the Civil Rights Act of 1964.

The reliance on service providers for compliance stems from the operational structure of the New Mexico ROC program, where service providers are primarily responsible for local marketing and outreach efforts. While MFA has contractual requirements in place, the effectiveness of these measures depends on the diligence and commitment of the service providers to uphold the standards set forth in the Fair Housing Policy.

This reliance on service providers creates a potential vulnerability for MFA, as any lapses in compliance could lead to discrimination, or claims of discrimination, in housing-related transactions, resulting in legal repercussions and damage to MFA's reputation. Additionally, failure to adequately monitor and enforce compliance could result in the exclusion of eligible applicants from the ROC program, undermining the program's objectives and the commitment to equal housing opportunity.

To mitigate these risks, MFA should request and review the policies and procedures of service providers to ensure they are aligned with the Fair Housing Act. By understanding how service providers operationalize compliance with the Fair Housing Act, MFA can enhance its oversight and ensure more effective adherence to civil rights obligations. Establishing clear communication channels and expectations regarding these policies will help ensure that service providers are not only aware of their responsibilities but are also held accountable for their actions.



APPENDIX A: DEFINITIONS OF AUDIT FINDING RANKINGS

A qualitative assessment of high, medium, or low helps to prioritize implementation of corrective action as shown in the following table.

HIGH	Critical control deficiencies that expose MFA to a high degree of combined risks. Recommendations from high-risk findings should be implemented immediately (preferably within three months) to address areas with the most significant impact or highest likelihood of significant noncompliance, loss, misappropriation, or damage related to the MFA assets.
MEDIUM	Represents less than critical deficiencies that expose MFA to a moderate degree of combined risks. Recommendations arising from moderate risk findings should be implemented in a timely manner (preferably within six months), to address moderate risks and strengthen or enhance efficiency in internal controls on areas with moderate impact and likelihood of exposure.
LOW	Represents low risk or control deficiencies and the exposure is not likely to expose MFA to a significant likelihood of material noncompliance. However, they should be addressed to improve efficiency and effectiveness of operations. Recommendations arising from low-risk findings should be implemented within 12 months.



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Tab 3

New Mexico Mortgage Finance Authority

Combined Financial Statements
and Schedules

March 31, 2025

Housing New Mexico (MFA)
Financial Review
For the six-month period ended March 31, 2025

Comparative Fiscal Year-to-Date Figures (Dollars \$ in millions):

	6 months <u>3/31/2025</u>	6 months <u>3/31/2024</u>	Change <u>Year / Year</u>	Forecast <u>3/31/2025</u>	Actual to <u>Forecast</u>
<u>PRODUCTION</u>					
1 Single-family Bonds Issued (new money financing):	\$ 190.0	\$ 245.0	-22.4%	\$ 210.0	-9.5%
2 Single-family Mortgages Sold (TBA execution):	\$ 60.6	\$ 44.4	36.5%	\$ 64.6	-6.2%
3 Total Single-family Mortgage Production	\$ 250.6	\$ 289.4	-13.4%	\$ 274.6	-8.7%
4 Single-family MBS Payoffs (unscheduled):	\$ 33.8	\$ 24.1	40.4%	\$ 31.6	6.9%
<u>STATEMENT OF NET POSITION</u>					
5 Average Earning Assets:	\$ 2,387.1	\$ 1,971.9	21.1%	\$ 2,570.1	-7.1%
6 General Fund Cash and Investments:	\$ 100.3	\$ 102.5	-2.2%	\$ 104.1	-3.7%
7 SIC FMV Adjustment (General Fund):	\$ 0.2	\$ 0.9	-72.7%	N/A	N/A
8 Total Bonds Outstanding:	\$ 2,118.0	\$ 1,749.7	21.1%	\$ 2,260.1	-6.3%
<u>STATEMENT OF REVENUES, EXPENSES, AND NET POSITION</u>					
9 General Fund Expenses (excluding capitalized assets):	\$ 15.6	\$ 15.5	0.8%	\$ 17.2	-9.3%
10 General Fund Revenues:	\$ 22.6	\$ 19.3	17.3%	\$ 18.4	23.3%
11 Combined Net Revenues (all funds):	\$ 25.8	\$ 16.1	60.6%	N/A	N/A
12 SIC FMV Adjustment (combined net revenues):	\$ 0.2	\$ 1.0	-77.2%	N/A	N/A
13 Combined Net Position:	\$ 403.9	\$ 317.1	27.4%	\$ 412.2	-2.0%
14 Combined Return on Average Earning Assets:	2.16%	1.63%	32.7%	N/A	N/A
15 SIC FMV Adjustment (return on average earning assets):	0.02%	0.10%	-81.2%	N/A	N/A
16 TBA Execution Cash Profit (as a % of loans sold):	1.27%	0.66%	91.8%	0.50%	154.8%
17 Combined Interest Margin:	0.91%	0.90%	0.4%	0.84%	7.8%
<u>MOODY'S BENCHMARKS</u>					
18 Net Asset to Debt Ratio (5-year average):	23.73%	23.96%	-0.9%	22.98%	3.3%
19 Net Revenues as a % of Total Revenues (5-year average):	13.14%	11.36%	15.7%	14.32%	-8.3%
<u>SERVICING</u>					
20 Subserviced Portfolio Balance (IHFA first mortgages)	\$ 2,751.8	\$ 2,347.4	17.2%	\$ 2,603.2	5.7%
21 Servicing Yield (subserviced portfolio)	0.367%	0.394%	-6.9%	0.357%	2.6%
22 Combined Average Delinquency Rate (MFA-serviced loans)	8.06%	6.82%	18.2%	9.50%	-15.2%
23 DPA Loan Delinquency Rate	8.17%	6.81%	20.0%	N/A	N/A
24 Default Rate (MFA-serviced loans)	0.78%	0.94%	-17.0%	N/A	N/A
25 Subserviced Portfolio Delinquency Rate (IHFA first mortgages)	10.20%	10.10%	1.0%	N/A	N/A
26 Net Mortgage Servicing Rights Valuation (end of Quarter 2)	\$ 12.1	\$ 11.9	1.6%	N/A	N/A

Legend:

Positive Trend	Caution	Negative Trend	Known Trend/Immaterial
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Housing New Mexico (MFA)
Financial Review
For the six-month period ended March 31, 2025

SUMMARY OF SF BOND ISSUES FISCAL YEAR TO DATE:

- \$70mm - 2024 Series G
- \$120mm - 2025 Series A/B

CURRENT YEAR FINANCIAL TRENDS & VARIANCES:

PRODUCTION

● As of March 31, 2025, Housing New Mexico has successfully closed two bond issuances to fund new single-family first-time homebuyer mortgages through its FirstHome program. MFA is anticipating a pick-up in mortgage production to normal levels after slowdowns caused by higher interest rates, low housing inventory, and general market uncertainty. MFA's total bond issuance is now more closely aligned with both last year's production and its year-end forecast.

● Mortgage Backed Security (MBS) unscheduled payoffs appear to have significantly jumped, when compared to last year's figure; however, observed payoffs are in-line with MFA's forecast, indicating a return to relatively normal levels from the somewhat unprecedented lows last year. Payoffs in general are driven primarily by the economic climate; if the market begins to offer more favorable mortgage interest rates than previously borrowed at, or household capital becomes more available, borrower's can pay off their mortgages or refinance elsewhere. While the large jump is not necessarily a negative trend, it is important to pay attention to, as MFA can use the unexpected proceeds to call down its bond debt sooner.

STATEMENT OF NET POSITION

● General Fund SIC investments are reflecting the recent downward trend and volatility in the market and noticeably lower compared to last year's strong growth. While not a major concern, the impact of the fair-market value adjustment is due to inflationary concerns from tariffs imposed on foreign countries (and reciprocal tariffs on the US), which has had a destabilizing effect on the U.S. equity and bond markets. This impact of the fair market value on the investment portfolio also appears on combined net revenues and return on average earning assets.

STATEMENT OF REVENUES, EXPENSES AND NET POSITION

● General Fund revenues have already exceeded their budget due to proceeds from the sale of Housing New Mexico's old downtown building and successful growth in administrative revenues and housing program income. Combined Net Revenues also exceeded last year's figure, primarily driven by grant award income from the New Mexico Housing Trust Fund (NMHTF) and state-appropriated funding.

MOODY'S BENCHMARKS

● Based on Moody's Issuer Credit Rating scorecard, Housing New Mexico's 23.73% Net Asset to Debt Ratio (5-year average), which measures balance sheet strength, indicates a strong and growing level of resources for maintaining HFA's creditworthiness under stressful circumstances (>20%). Housing New Mexico's Net Revenue as a % of Total Revenue (5-year average) is currently 13.14%, indicating high profitability and favorable trends (>10%). Moody's Investor Services completed an updated credit opinion on Housing New Mexico's Issuer Credit Rating in December 2024, to which they assigned the Aa3 rating with a stable outlook. Comments included a high Net Asset to Debt Ratio, solid profitability, and a conservative/low-risk profile not currently exposed to variable-rate debt. Additionally, Moody's reaffirmed its Aaa rating on MFA's Single Family Mortgage Program indenture in February 2025.

SERVICING

● Housing New Mexico continues to monitor delinquencies and defaults on its loan portfolio to identify reduction strategies and refer borrowers to available loss mitigation programs. Its internal servicing delinquency rate is currently 8.06%, higher compared to this time last year, but decreased from 9.37% last month. The subserviced portfolio delinquency rate, currently serviced by Idaho Housing Finance Authority, is 10.20%, essentially unchanged from last year. The subserviced portfolio is characterized by approximately 82% FHA-insured loans, 16% conventional GSE-insured loans, and 2% whole loans. The reason for increasing delinquency can be correlated with the macroeconomic changes in mortgage servicing described below (see note on fair-market value).

● The Mortgage Bankers Association (MBA) reported in their quarterly survey as of December 2024, that the national delinquency rate for FHA fixed-rate loans is 10.65% (seasonally adjusted), and 8.23% in New Mexico. Additionally, HUD reported Single Family Loan Performance Trends for December 2024 showing a 15.11% national delinquency (for FHA-insured purchase loans only), which increased from 14.98% in November (n.b. although there is a typical lag to the data, HUD's monthly report on Single Family Loan Performance Trends has not been updated for several months).

(These figures can be used for market comparison, but may not always align with trends seen internally).

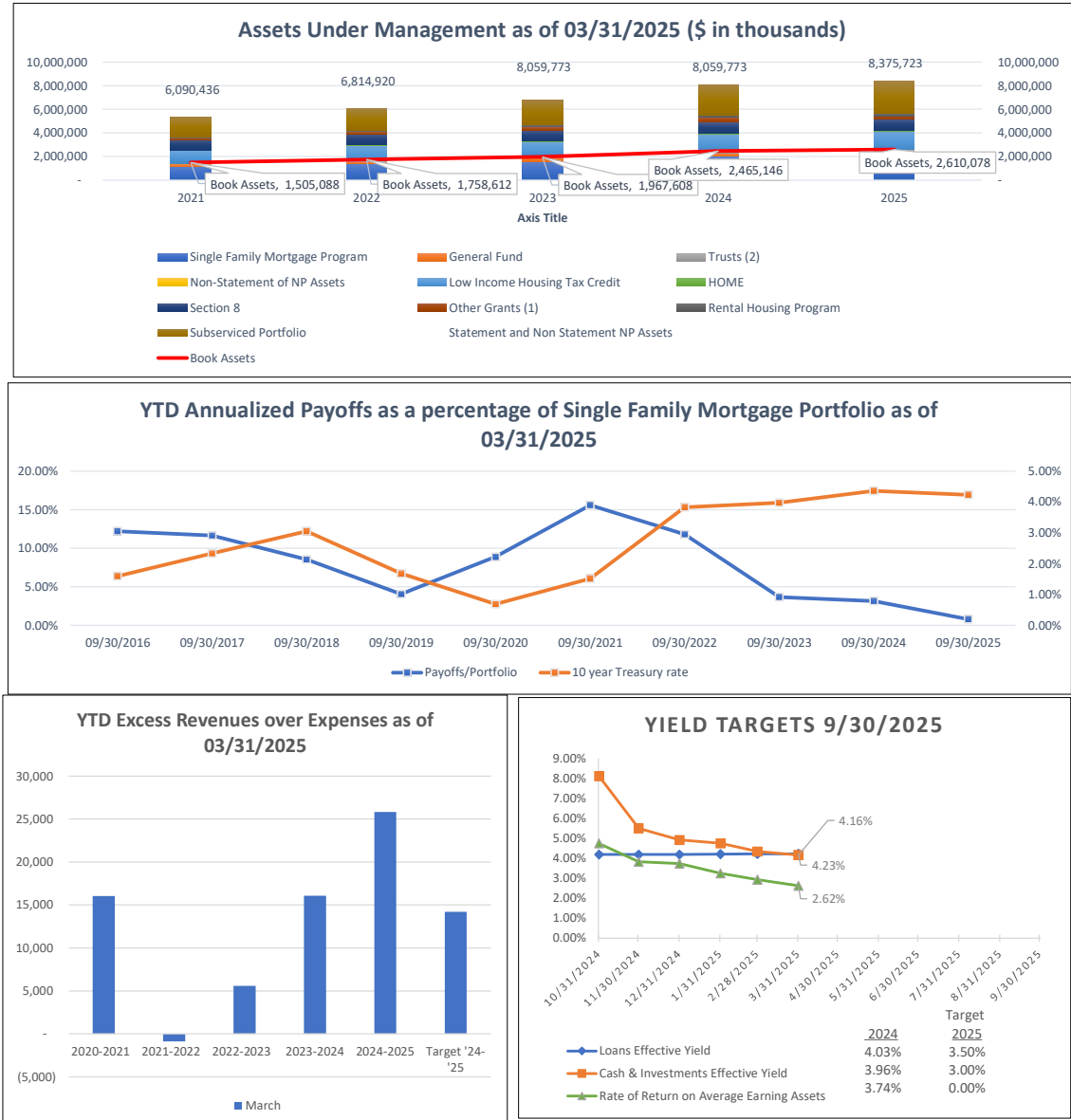
● Housing New Mexico's annualized default rate is 0.78%, which is lower than last February and decreased from 0.91% last month. Macroeconomic inflationary pressures and high mortgage rates are contributors to general default trends.

● The fair-market value for mortgage servicing rights as of March 2024 is \$35.8 million; subtracting out the cost (\$23.7 million) leaves MFA with a net value in purchased mortgage servicing rights of \$12.1 million, an decrease of about \$0.7 million in the net over the quarter. GASB requires Housing New Mexico to record the value of servicing rights at the 'lower of cost or market'. The elevated FMV is related to uncertainty in the interest rate environment and sustained, lower projections for future prepayment speeds across the market (these projections may differ from Housing New Mexico's observed payoffs). Additionally, increased earnings rates impacted the portfolio value positively. Valuations are obtained each quarter.

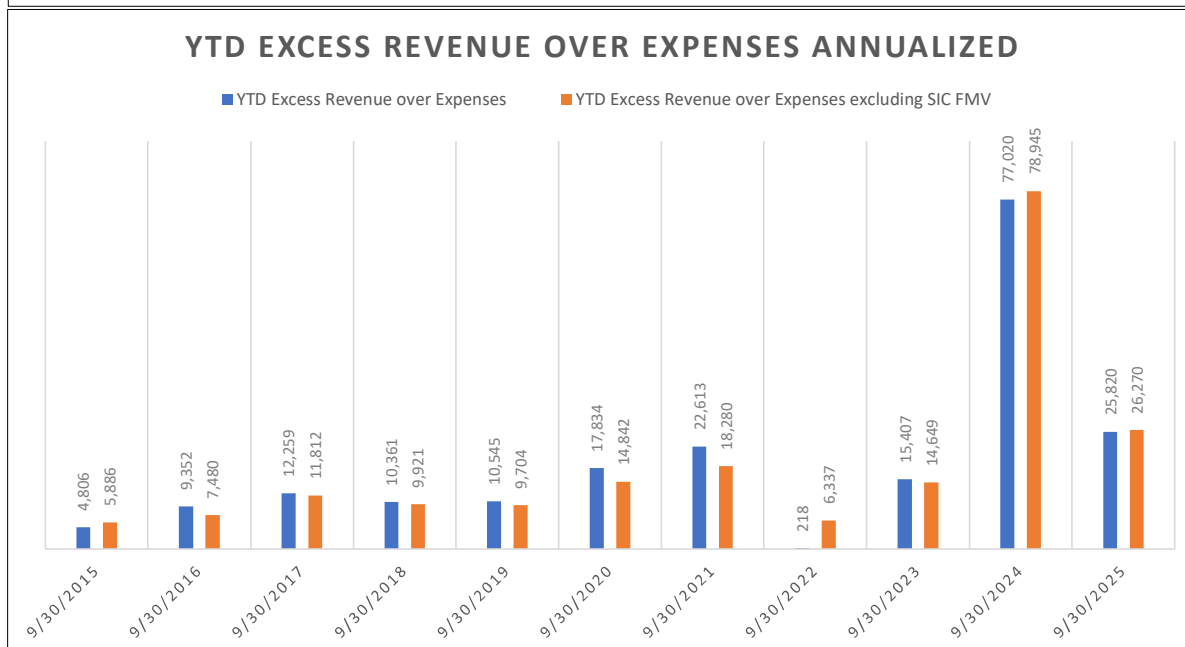
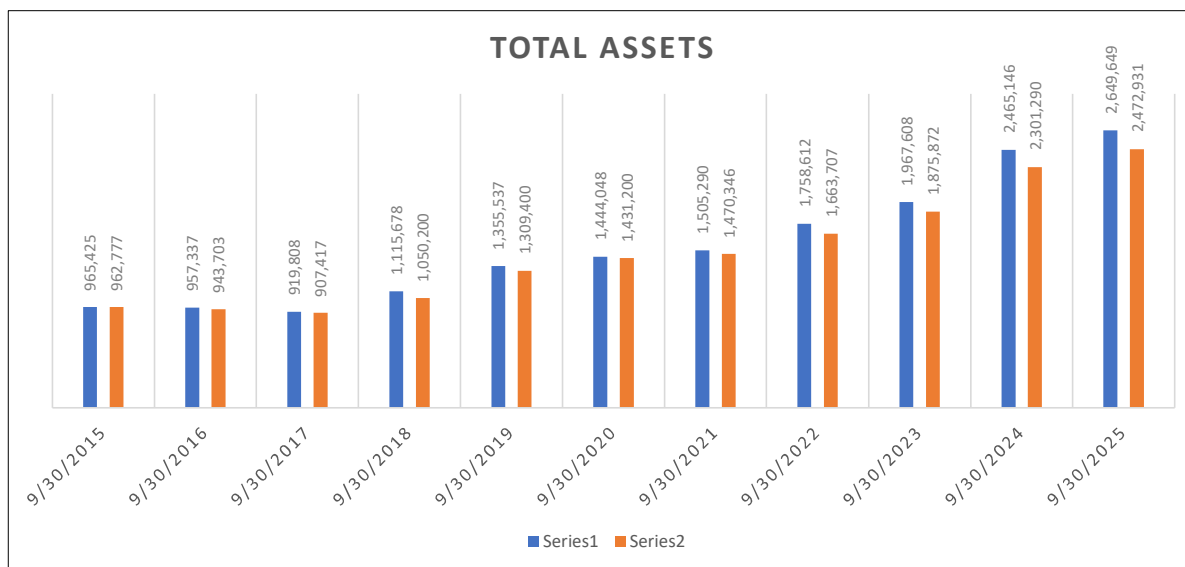
ADDITIONAL NOTES

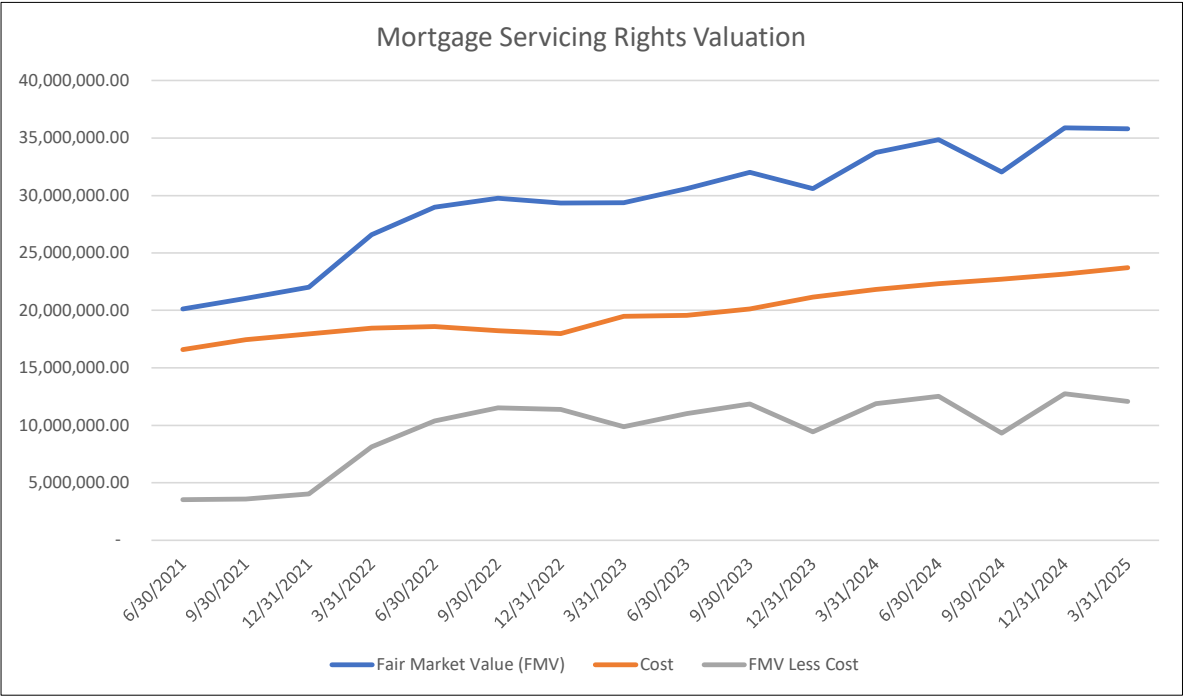
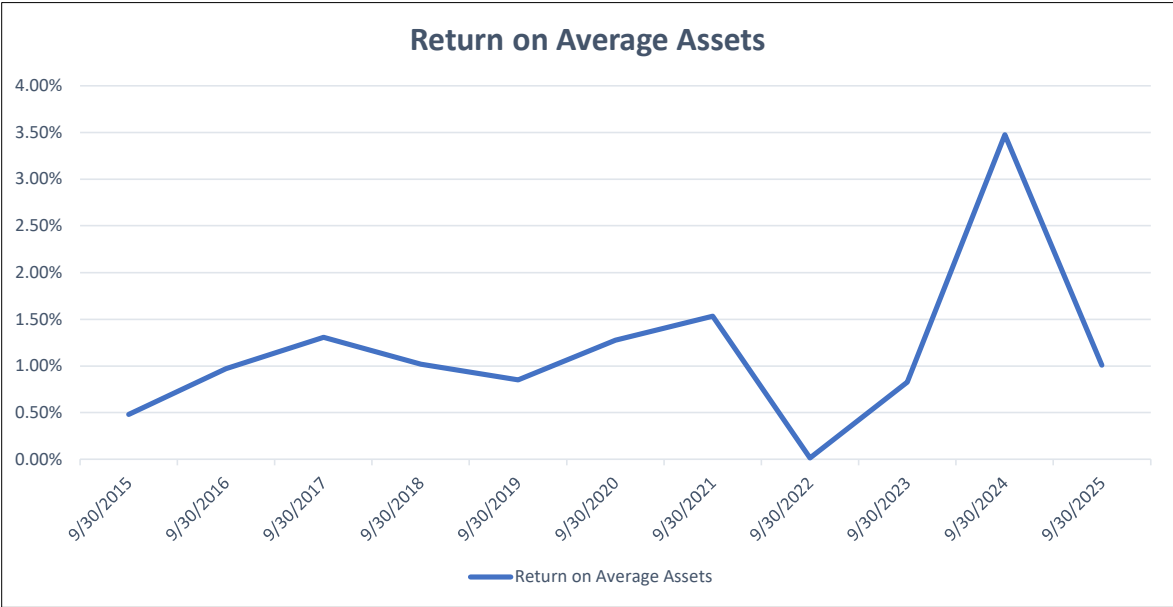
● Bond Payoffs, GF expenses, and servicing delinquency & default rates use an inverse scale to measure year-over-year change. The colors in the comparison columns reference a materiality threshold of 10%, with a cautionary range between 10% and 25%.

● The originally forecasted numbers for FY 2025 are based off of actual data ending September 30, 2024.



(1) Weatherization Assistance Programs; Emergency Shelter Grant; State Homeless; Housing Opportunities for People With Aids; NM State Tax Credit; Governor's Innovations; EnergySaver; Tax Credit Assistance Program; Tax Credit Exchange; Neighborhood Stabilization Program; Section 811 PRA; Homeownership Preservation Program (2) NM Affordable Housing Charitable Trust Fund; Land Title Trust Fund; Housing Trust Fund





NEW MEXICO MORTGAGE FINANCE AUTHORITY
COMBINED STATEMENT OF NET POSITION
MARCH 2025
(THOUSANDS OF DOLLARS)

	<u>YTD 3/31/2025</u>	<u>YTD 03/31/24</u>
<u>ASSETS:</u>		
<u>CURRENT ASSETS:</u>		
CASH & CASH EQUIVALENTS	\$94,819	\$46,124
RESTRICTED CASH HELD IN ESCROW	11,011	11,771
SHORT-TERM INVESTMENTS	-	-
ACCRUED INTEREST RECEIVABLE	9,068	7,069
OTHER CURRENT ASSETS	7,632	8,943
ADMINISTRATIVE FEES RECEIVABLE (PAYABLE)	-	-
INTER-FUND RECEIVABLE (PAYABLE)	0	(0)
TOTAL CURRENT ASSETS	<u>122,530</u>	<u>73,907</u>
 CASH - RESTRICTED	 159,708	 126,198
LONG-TERM & RESTRICTED INVESTMENTS	64,327	67,710
INVESTMENTS IN RESERVE FUNDS	-	-
FNMA, GNMA, & FHLMC SECURITIZED MTG. LOANS	2,001,101	1,664,925
MORTGAGE LOANS RECEIVABLE	233,835	210,926
ALLOWANCE FOR LOAN LOSSES	(15,311)	(9,269)
NOTES RECEIVABLE	-	-
FIXED ASSETS, NET OF ACCUM. DEPN	14,484	11,991
OTHER REAL ESTATE OWNED, NET	4,980	3,864
OTHER NON-CURRENT ASSETS	6	9
INTANGIBLE ASSETS	24,157	22,167
TOTAL ASSETS	<u>2,609,818</u>	<u>2,172,427</u>
 <u>DEFERRED OUTFLOWS OF RESOURCES</u>		
REFUNDINGS OF DEBT	260	137
 TOTAL ASSETS & DEFERRED OUTFLOWS OF RESOURCES	 <u>2,610,078</u>	 <u>2,172,564</u>
 <u>LIABILITIES AND NET POSITION:</u>		
<u>LIABILITIES:</u>		
<u>CURRENT LIABILITIES:</u>		
ACCRUED INTEREST PAYABLE	\$10,467	\$9,114
ACCOUNTS PAYABLE AND ACCRUED EXPENSES	17,288	17,641
ESCROW DEPOSITS & RESERVES	10,697	11,620
TOTAL CURRENT LIABILITIES	<u>38,453</u>	<u>38,375</u>
 BONDS PAYABLE, NET OF UNAMORTIZED DISCOUNT	 2,118,044	 1,749,686
MORTGAGE & NOTES PAYABLE	49,189	66,870
ACCRUED ARBITRAGE REBATE	-	-
OTHER LIABILITIES	334	310
TOTAL LIABILITIES	<u>2,206,020</u>	<u>1,855,240</u>
DEFERRED INFLOWS	202	230
TOTAL LIAB/DEFERRED INFLOWS	<u>2,206,223</u>	<u>1,855,470</u>
 <u>NET POSITION:</u>		
NET INVESTED IN CAPITAL ASSETS	14,484	11,991
UNAPPROPRIATED NET POSITION (NOTE 1)	155,788	84,712
APPROPRIATED NET POSITION (NOTE 1)	233,584	220,392
TOTAL NET POSITION	<u>403,856</u>	<u>317,095</u>
 TOTAL LIABILITIES & NET POSITION	 <u>2,610,078</u>	 <u>2,172,564</u>

NEW MEXICO MORTGAGE FINANCE AUTHORITY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE SIXTH MONTH ENDED MARCH 2025
(THOUSANDS OF DOLLARS)

	<u>YTD 3/31/2025</u>	<u>YTD 03/31/24</u>
<u>OPERATING REVENUES:</u>		
INTEREST ON LOANS	\$45,669	\$35,058
INTEREST ON INVESTMENTS & SECURITIES	6,396	5,205
LOAN & COMMITMENT FEES	2,271	2,559
ADMINISTRATIVE FEE INCOME (EXP)	3,791	2,988
RTC, RISK SHARING & GUARANTY INCOME	48	27
HOUSING PROGRAM INCOME	1,906	1,020
LOAN SERVICING INCOME	5,415	5,083
OTHER OPERATING INCOME	-	-
SUBTOTAL OPERATING REVENUES	<u>65,496</u>	<u>51,940</u>
<u>NON-OPERATING REVENUES:</u>		
ARBITRAGE REBATE INCOME (EXPENSE)	-	-
GAIN(LOSS) ASSET SALES/DEBT EXTINGUISHMENT	2,094	1,039
OTHER NON-OPERATING INCOME	1	100
GRANT AWARD INCOME	54,439	58,484
SUBTOTAL NON-OPERATING REVENUES	<u>56,534</u>	<u>59,623</u>
TOTAL REVENUES	<u>122,030</u>	<u>111,564</u>
<u>OPERATING EXPENSES:</u>		
ADMINISTRATIVE EXPENSES	12,884	12,673
INTEREST EXPENSE	41,262	31,374
AMORTIZATION OF BOND/NOTE PREMIUM(DISCOUNT)	(1,501)	(2,115)
PROVISION FOR LOAN LOSSES	(119)	273
MORTGAGE LOAN & BOND INSURANCE	-	-
TRUSTEE FEES	114	104
AMORT. OF SERV. RIGHTS & DEPRECIATION	1,621	883
BOND COST OF ISSUANCE	1,703	2,161
SUBTOTAL OPERATING EXPENSES	<u>55,963</u>	<u>45,354</u>
<u>NON-OPERATING EXPENSES:</u>		
CAPACITY BUILDING COSTS	97	114
GRANT AWARD EXPENSE	40,149	50,016
OTHER NON-OPERATING EXPENSE	-	-
SUBTOTAL NON-OPERATING EXPENSES	<u>40,247</u>	<u>50,130</u>
TOTAL EXPENSES	<u>96,210</u>	<u>95,484</u>
NET REVENUES	25,820	16,079
OTHER FINANCING SOURCES (USES)	(0)	(0)
NET REVENUES AND OTHER FINANCING SOURCES(USES)	<u>25,820</u>	<u>16,079</u>
NET POSITION AT BEGINNING OF YEAR	<u>378,035</u>	<u>301,015</u>
NET POSITION AT 3/31/2025	<u><u>403,856</u></u>	<u><u>317,095</u></u>

NOTES TO FINANCIAL STATEMENTS
(For Informational Purposes Only)
(in Thousands of Dollars)

(Note 1) MFA Net Position as of March 31, 2025

UNAPPROPRIATED NET POSITION:

\$ 38,881	is held by Bond Program Trustees and is pledged to secure repayment of the Bonds.
\$ 116,309	is held in Trust for the NM Housing Trust Fund and the NM Land Title Trust Fund.
\$ 598	is held for New Mexico Affordable Housing Charitable Trust.
\$ 155,788	Total Unappropriated Net Position

APPROPRIATED NET POSITION: GENERAL FUND

By actions of the Board of Directors on various dates, General Fund net assets have been appropriated as follows:

\$ 125,074	for use in the Housing Opportunity Fund (\$110,743 in loans and grants plus \$14,113 unfunded, of which \$7373 is committed).
\$ 22,491	for future use in Single Family & Multi-Family housing programs.
\$ 1,012	for loss exposure on Risk Sharing loans.
\$ 14,484	invested in capital assets, net of related debt.
\$ 39,655	invested in mortgage servicing rights.
\$ 21,272	for the future General Fund Budget year ending 09/30/25 (\$39,224 total budget less \$18,090 expended budget through 3/31/25.)
<u>\$ 223,988</u>	Subtotal - General Fund

APPROPRIATED NET POSITION: HOUSING

\$ 24,080	for use in the federal and state housing programs administered by MFA.
<u>\$ 24,080</u>	Subtotal - Housing Program
\$ 248,068	Total Appropriated Net Position
\$ 403,856	Total Combined Net Position at March 31, 2025

Total combined Net Position, or reserves, at March 31, 2025 was \$404 million, of which \$156 million was pledged to the bond programs, Affordable Housing Charitable Trust and fiduciary trusts. \$248 million of available reserves, with \$100 million primarily liquid in the General Fund and in the federal and state Housing programs and \$148 million illiquid in the programs of the General Fund, have been:

- for use in existing and future programs
- for coverage of loss exposure in existing programs
- to meet servicing requirements, and
- for support of operations necessary to carry out the programs.

MFA's general plan for bond program reserves as they may become available to MFA over the next 30 years is to use the reserves for future programs, loss exposure coverage, servicing requirements and operations.

GENERAL FUND
Fiscal Year 2024-2025 Budget
For the six months ended 3/31/25

	One Month Actual	Year to Date Actuals	Year to Date ProRata Budget	Annual Budget	YTD Budget Under/(Over)	Annual Budget Under/(Over)	Expended Annual Budget %
Revenue							
Interest Income	870,235	5,140,581	4,948,965	9,897,930	(191,616)	4,757,349	51.94%
Interest on Investments & Securities	275,776	1,740,477	1,962,950	3,925,900	222,473	2,185,423	44.33%
Loan & Commitment Fees	28,107	119,343	224,700	449,400	105,357	330,057	26.56%
Administrative Fee Income (Exp)	924,676	6,179,860	4,908,134	9,816,267	(1,271,726)	3,636,407	62.96%
Risk Sharing/Guaranty/RTC fees	1,422	28,769	124,024	248,048	95,255	219,279	11.60%
Housing Program Income	134,371	1,906,131	1,211,022	2,422,045	(695,109)	515,914	78.70%
Loan Servicing Income	953,734	5,414,700	4,978,385	9,956,770	(436,315)	4,542,070	54.38%
Other Operating Income			-	-	-	-	
Operating Revenues	3,188,321	20,529,862	18,358,180	36,716,360	(2,171,681)	16,186,499	55.91%
Gain (Loss) Asset Sale/Debt Ex	(12,896)	2,113,525	-	-	(2,113,525)	(2,113,525)	
Other Non-operating Income	66	962	50	100	(912)	(862)	962.01%
Non-Operating Revenues	(12,830)	2,114,487	50	100	(2,114,437)	(2,114,387)	2114487.27%
Revenue	3,175,491	22,644,349	18,358,230	36,716,460	(4,286,119)	14,072,112	61.67%
Expenses							
Salaries	583,292	3,553,328	3,918,561	7,837,121	365,232	4,283,793	45.34%
Overtime	826	5,800	12,135	24,269	6,334	18,469	23.90%
Incentives	149,933	355,840	340,087	680,175	(15,752)	324,335	52.32%
Payroll taxes, Employee Benefits	296,968	1,764,235	2,123,351	4,247,507	359,116	2,483,272	41.54%
Compensation	1,031,020	5,679,204	6,394,134	12,789,072	714,930	7,109,869	44.41%
Business Meals Expense	613	2,412	6,785	13,570	4,373	11,158	17.78%
Public Information	(8,464)	140,755	239,695	479,389	98,939	338,634	29.36%
In-State Travel	4,696	19,763	86,666	173,331	66,902	153,568	11.40%
Out-of-State Travel	5,957	47,564	126,261	252,523	78,697	204,959	18.84%
Travel & Public Information	2,802	210,495	459,407	918,813	248,911	708,318	22.91%
Utilities/Property Taxes	16,817	188,636	62,400	124,800	(126,236)	(63,836)	151.15%
Insurance, Property & Liability	24,825	133,472	130,347	260,694	(3,125)	127,222	51.20%
Repairs, Maintenance & Leases	81,576	821,920	703,119	1,406,238	(118,801)	584,318	58.45%
Supplies	1,663	23,769	16,998	33,996	(6,771)	10,227	69.92%
Postage/Express mail	5,439	35,974	19,056	38,112	(16,918)	2,138	94.39%
Telephone	1,234	10,312	14,432	28,864	4,120	18,552	35.73%
Janitorial	4,005	25,447	22,300	44,600	(3,147)	19,153	57.06%
Office Expenses	128,562	1,199,665	927,623	1,855,245	(272,042)	655,581	64.66%
Dues & Periodicals	3,000	35,614	40,280	80,560	4,666	44,946	44.21%
Education & Training	1,288	34,162	81,246	162,492	47,084	128,330	21.02%
Contractual Services	74,176	475,340	782,787	1,565,575	307,448	1,090,235	30.36%
Professional Services-Program	47,624	121,414	51,200	102,400	(70,214)	(19,014)	118.57%
Direct Servicing Expenses	688,340	4,388,779	4,230,174	8,460,347	(158,605)	4,071,568	51.87%

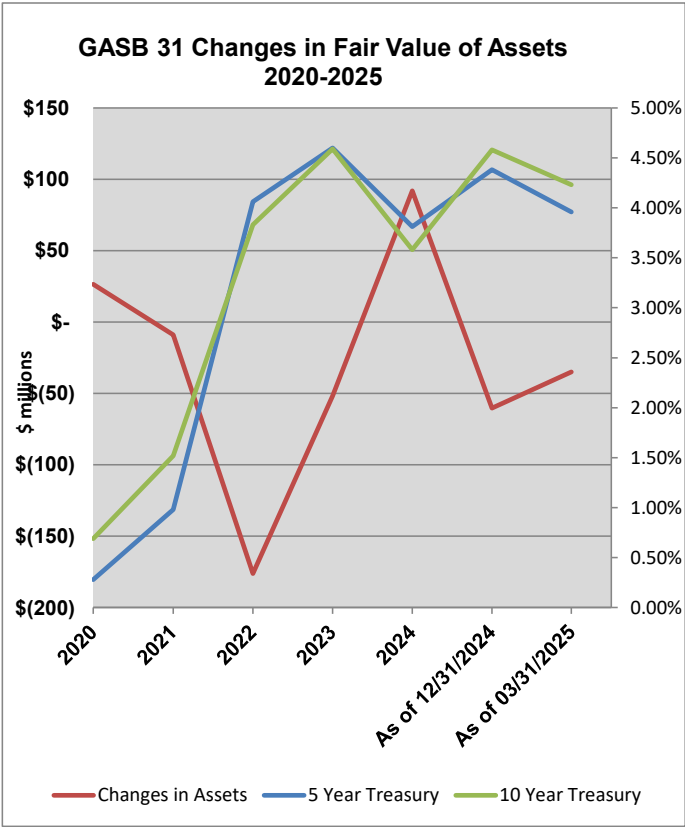
GENERAL FUND
Fiscal Year 2024-2025 Budget
For the six months ended 3/31/25

	One Month Actual	Year to Date Actuals	Year to Date ProRata Budget	Annual Budget	YTD Budget Under/(Over)	Annual Budget Under/(Over)	Expended Annual Budget %
Program Expense-Other	95,295	183,891	162,183	324,365	(21,709)	140,474	56.69%
Rebate Analysis Fees			795	1,590	795	1,590	
Other Operating Expense	909,722	5,239,200	5,348,664	10,697,329	109,465	5,458,129	48.98%
Interest Expense	251,181	1,537,490	1,992,186	3,984,372	454,696	2,446,882	38.59%
Non-Cash Expenses	173,287	1,508,180	1,836,787	3,673,574	328,607	2,165,394	41.05%
Expensed Assets	17,790	112,319	87,125	174,250	(25,194)	61,931	64.46%
Operating Expenses	2,514,364	15,486,553	17,045,926	34,092,656	1,559,373	18,606,103	45.42%
Program Training & Tech Asst	874	96,233	58,709	117,417	(37,524)	21,184	81.96%
Program Development	151	906	68,179	136,358	67,273	135,452	0.66%
Capacity Building Costs	1,025	97,139	126,888	253,775	29,749	156,636	38.28%
Non-Operating Expenses	1,025	97,139	126,888	253,775	29,749	156,636	38.28%
Expenses	2,515,389	15,583,691	17,172,813	34,346,431	1,589,122	18,762,740	45.37%
Excess Revenue over Expenses	660,102	7,060,658	1,185,417	2,370,029	(5,875,241)	(4,690,628)	297.91%

GENERAL FUND CAPITAL BUDGET
Fiscal Year 2024-2025 Budget
For the six months ended 3/31/25

	One Month Actual	Year to Date Actuals	Year to Date ProRata Budget	Annual Budget	YTD Budget Under/(Over)	Annual Budget Under/(Over)	Expended Annual Budget %
2690 PURCHASED SERVICING RIGHTS	294,771	2,057,037	2,248,460	4,496,920	191,423	2,439,883	45.74%
2950 COMPUTER HARDWARE	52,333	299,943	152,662	305,324	(147,281)	5,381	98.24%
2960 SOFTWARE LICENSES	49,715	49,715	42,500	85,000	(7,215)	35,285	58.49%
2920 FURNITURE & EQUIPMENT-10 YR	-	-	-	-	-	-	
2930 FURNITURE & EQUIP, 5 YR.	-	-	-	-	-	-	
2860 BUILDING	-	-	75,000	75,000	75,000	75,000	0.00%
2840 LAND	-	-			-	-	
2937 AUTOMOBILE	-	47,989	27,250	54,500	(20,739)	6,511	88.05%
Capital Budget	396,819	2,454,684	2,545,872	5,016,744	91,188	2,562,060	48.93%

New Mexico Mortgage Finance Authority
Effect of GASB31 on Financials



New Mexico Mortgage Finance Authority
Loan and Credit Line Activity
As of 03/31/2025

Lender	Purpose	Collateral	Board Authorization Date	Authority Limit	Outstanding 12/31/2024	Advances	Repayments	Outstanding 03/31/2025	Maturity	Interest Rate as of 03/31/2025	Interest Payments this quarter
Community Banks	Fund DPA program and assist financial institutions meet CRA requirements	DPA portfolio	March 2018	5,000,000	-		-	-		2.00%	
FHLB	Mortgage Backed Security Warehouse, Loans Held for Sale Program	Mortgage loan pipeline	October 2017	60,000,000	67,500,000	504,500,000	532,000,000	40,000,000	12/31/2024	4.55%	691,992
FHLB	Mortgage Backed Security Warehouse, Loans Held for Sale Program & operations	Securities	October 2017	25,000,000	-			-	12/2/2024	4.55%	
Main Bank	Loan for Building on Jefferson	Jefferson Building	May 15, 2023	8,000,000	6,952,223		173,191	6,779,032	5/15/2033	4.26%	73,108
USDA-RD	Preservation Revolving Loan Fund Demonstration Program	PRLF mortgage loans	September 2015 April 2014, March 2019, September 2023	2,125,000	1,093,325	51,216	44,806	1,099,735	5/15/2051	1.00%	2,981
SBIC	Capitalize Primero Loan Fund	None		3,500,000	-			-	11/30/2028	2.00%	
Wells Fargo	Capitalize Primero Loan Fund	None	October 2011	850,000	-			-		2.00%	
USDA-RD	Preservation Revolving Loan Fund Demonstration Program	PRLF mortgage loans	May 2011	2,000,000	1,381,636		71,151	1,310,485	1/20/2042	1.00%	1,859
TOTAL				101,475,000	76,927,184	504,551,216	532,289,148	49,189,251			769,940

Tab 4

QUARTERLY INVESTMENT REPORT 3/31/2025 – EXECUTIVE SUMMARY

1. MFA made no liquidations from the State Investment Council (SIC) portfolio in the second quarter of FY 2025. Housing New Mexico's Board of Directors approved revisions to the Investment Policy in February 2025, and staff have been working closely with Housing New Mexico's Investment Advisor, Ulrich Investment Consultants, to make changes which align with the update asset allocation.
2. During the quarter, President Trump officially took office and began to pursue an aggressive economic campaign rooted in renegotiating trade deals, using tariffs to simultaneously generate revenue and bring countries to the table. The short-term impact has resulted in substantial volatility in the equity and bond markets and generally lower returns. Concerns that the Federal Open Markets Committee (FOMC) might revise its previous forecast for rate cuts throughout the year has only stoked this volatility.
3. The bond ladder finished the quarter below its benchmark, driven by increasing volatility among US Treasuries. During the second quarter of FY 2025, two bonds in the bond ladder matured and Housing New Mexico repurchased two bonds with the proceeds.
4. The SIC (State Investment Council) portfolio has generally performed well relative to its benchmarks in the second quarter of FY 2025, even if the observed returns were negative. As of March 31, 2025, it was yielding -0.27% for the quarter which, while resulting in a slight loss, controlled the losses that could have otherwise been. The leading performer in this quarter was the credit plus pool, returning 0.41%.
5. The Housing Trust Fund State Investment Council portfolio, which is 100% invested in the State Investment Council's Credit Plus Pool (comprised predominantly of domestic bond funds), experienced a rate of return of 0.82 and exceeded its benchmark return of -0.15%.

6. As of the second quarter of FY2025, interest income is 45% of the total annual budgeted interest income. While marginally lower than expected (50%), Housing New Mexico expects that interest may be elevated through the remainder of the fiscal year on the basis that the FOMC is projecting fewer rate cuts than were expected at the time the budget was approved.
7. As of March 31, 2025, MFA's General Fund and Housing Trust Fund balances are as follows:

General Fund:

Asset Class	3/31/25 Balance	Yield/Rate of Return	Benchmark Rate of Return
Cash Held for Operations/Warehoused MBS	\$8,510,593	Various	n/a
Local Government Investment Pool	\$19,826,047	4.33%	n/a
Bond Ladder	\$11,974,373	3.55%	4.61%
MFA's Mortgage-Backed Securities-Intermediate Term	\$9,865,516	5.17%	n/a
MFA's Mortgage-Backed Securities-Long Term	\$12,084,898	3.00%	n/a
Credit Plus Pool-Active (SIC)	\$14,325,541	0.41%	-0.15%
Large Cap Index Equity Fund (SIC)	\$5,885,756	-0.95%	-1.88%
Small/Mid Cap Fund (SIC)	\$605,307	-4.70%	-6.94%
Non-US Developed Markets Fund (SIC)	\$771,828	-1.80%	-1.65%
Non-US Emerging Markets Fund (SIC)	\$1,121,354	-1.95%	-5.11%

Housing Trust Fund:

Asset Class	3/31/25 Balance	Yield/Rate of Return	Benchmark Rate of Return
Credit Plus Pool-Active (SIC)	\$7,212,798	0.82%	-0.15%



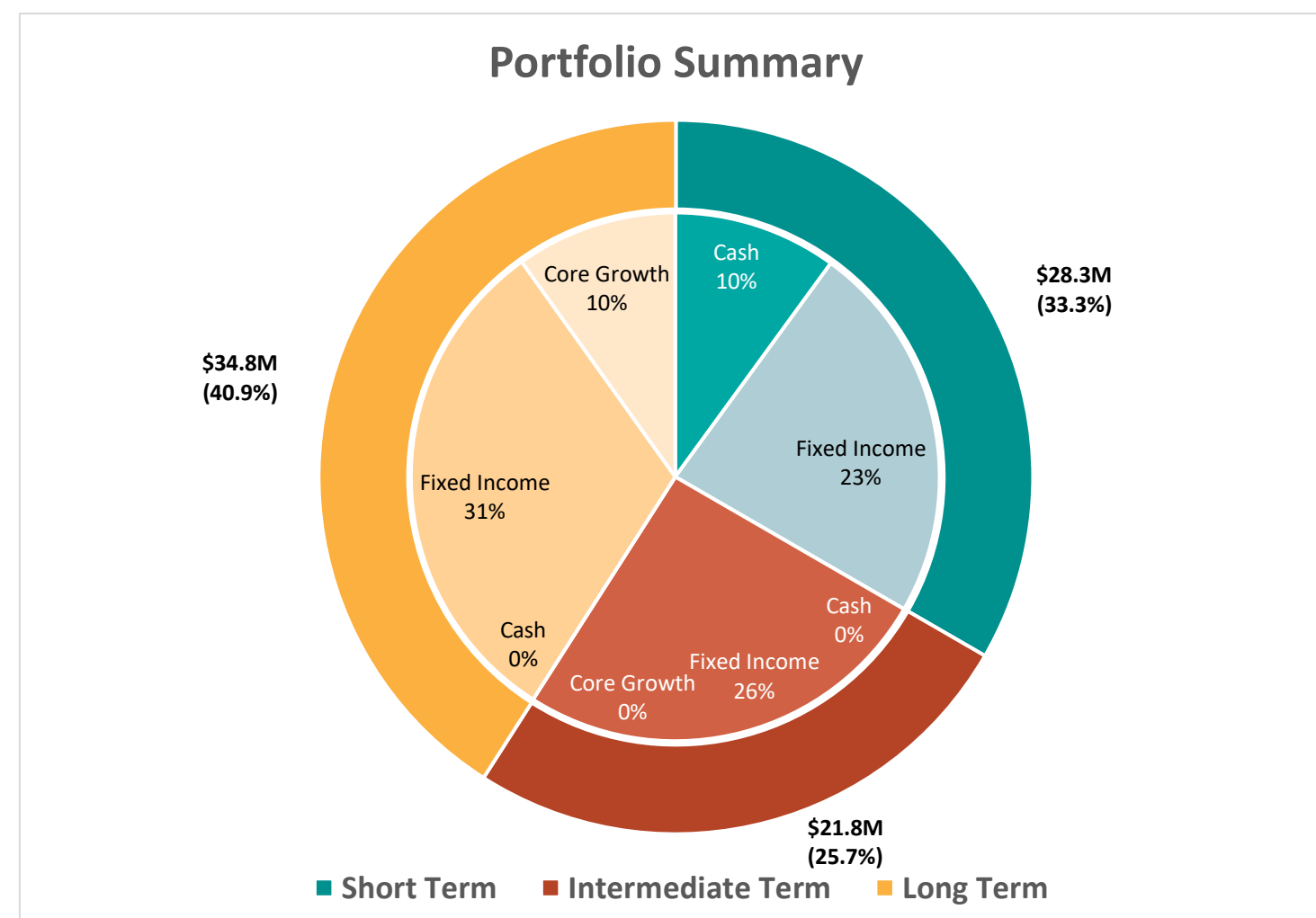
SEMIANNUAL GENERAL FUND INVESTMENT COMPLIANCE REPORT (AS OF MARCH 31, 2025)

ASSET CLASS	Policy Requirement Target	Policy Requirement Range	Current Portfolio Carrying Value	Portfolio Weighting by Asset Class	Within Range	Fiscal Year Summary
Short-Term Investments (Less than 3 years)			\$ 28,336,640			Housing New Mexico's investments yielded a generally lower return through the second quarter of FY25 than they had during the same period in FY24. This is due to market volatility propelled by uncertainty about policies, particularly tariffs at the federal level. The effects of the economic policies (and reciprocal policies from other countries) have negatively impacted both the equity and bond markets.
Cash (Held for Operations/Warehoused MBS)*	30%	10% - 100%	\$ 8,510,593	30%	Yes	
Short Duration Fixed Income (LGIP)	70%	0% - 90%	\$ 19,826,047	70%	Yes	
Intermediate-Term Investments (3 to 5 years)			\$ 21,839,890			In addition, Housing New Mexico's Board of Directors approved a revised version of the Investment Policy, including updates to the Asset Allocation. These changes are reflected in this report; however, staff have continued to work with Housing New Mexico's Investment Advisor to rebalance the assets. Some asset classes, due to the lag in rebalancing, are currently underweighted or overweighted. Staff intend to rectify this before the next quarter.
Cash	0%	0% - 20%	\$ -	0%	Yes	
Traditional Fixed Income	75%	65% - 85%	\$ 21,839,890	100%	No	
Domestic Fixed Income**	65%	45% - 70%	\$ 21,839,890	100%	No	
Bond Ladder			\$ 11,974,373			
Intermediate MFA Mortgage Backed Security Portfolio			\$ 9,865,516			
High Yield Fixed Income	10%	0% - 15%	\$ -	0%	Yes	
Non-U.S. Fixed Income	0%	0% - 5%	\$ -	0%	Yes	
Core Growth	25%	15% - 35%	\$ -	0%	No	
Large Cap U.S. Equity	12%	0% - 17%	\$ -	0%	Yes	
Small/Mid Cap U.S. Equity	5%	0% - 10%	\$ -	0%	Yes	
International Equity	8%	0% - 13%	\$ -	0%	Yes	
Long-Term Investments (More than 10 years)			\$ 34,794,683			
Cash	0%	0% - 20%	\$ -	0%	Yes	
Traditional Fixed Income	50%	***65% - 85%	\$ 26,410,438	76%	Yes	
Domestic Fixed Income**	45%	25% - 50%	\$ 26,410,438	76%	No	
Long-Term MFA Mortgage Backed Security Portfolio			\$ 12,084,898			
Credit Plus Pool			\$ 14,325,541			
High Yield Fixed Income	5%	0% - 10%	\$ -	0%	Yes	
Non-U.S. Fixed Income	0%	0% - 5%	\$ -	0%	Yes	
Core Growth	50%	40% - 60%	\$ 8,384,245	24%	No	
Large Cap U.S. Equity	24%	0% - 29%	\$ 5,885,756	17%	Yes	
Small/Mid Cap U.S. Equity	8%	0% - 13%	\$ 605,307	2%	Yes	
International Equity	18%	0% - 23%	\$ 1,893,182	5%	Yes	
Non-US Developed Markets Fund (SIC)			\$ 771,828			
Non-US Emerging Markets Fund (SIC)			\$ 1,121,354			
			\$ 84,971,212			

*Does not include capital borrowed for loan operations or restricted funds.

**For the purposes of the investment policy, Housing New Mexico has included MBS housing in its portfolio under Domestic Fixed Income.

***Per an item in the Board packet related to the change in the range, this likely will be amended for the next quarterly review.



BOARD ACTIONS

August 2005 - approved General Fund Investment
February 2008 - approved new Large Cap Index ETF Pool
January 2009 - approved Revision to Investment Policy
October 2010 - Approved Revision to Investment Policy
May 2011 - Approved revision to Investment Policy
April 2012 - Approved revision to Investment Policy
April 2013 - Approved revision to Investment Policy
April 2016 - Approved revision to Investment Policy
October 2017 - Approved revision to Investment Policy
December 2020-Board affirmed current Investment Policy
January 2023-Approved revision to Investment Policy
February 2025 - Approved revisions to Investment Policy

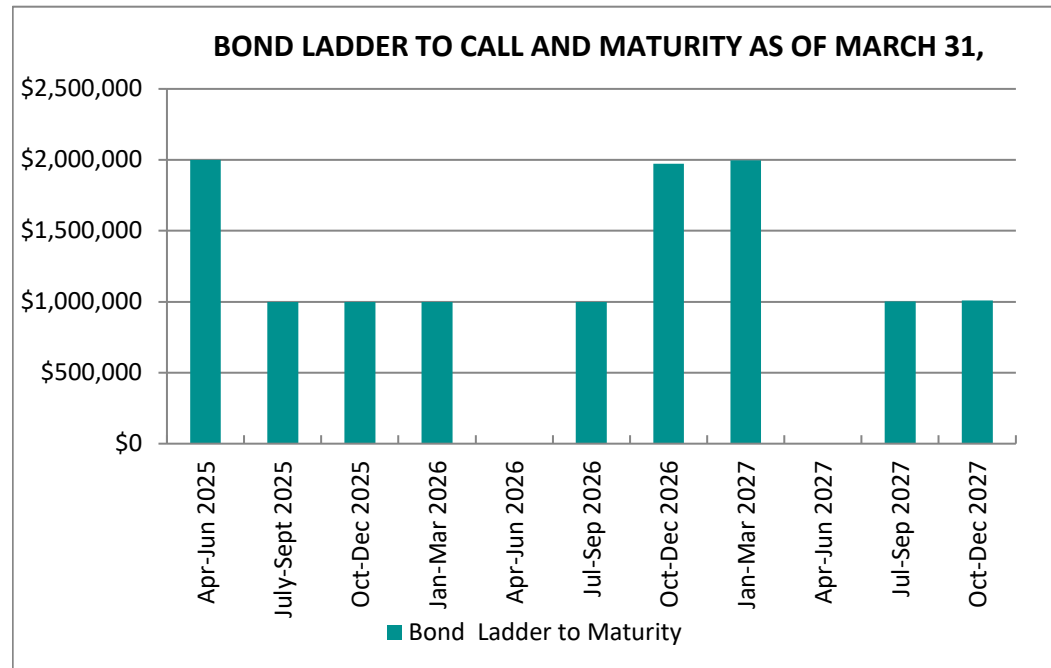


PORTFOLIO SUMMARY - Short & Intermediate Investments

General Fund	Book Value YTD/Quarter 2 as of 3/31/2025	Book Value YTD/Quarter 2 as of 3/31/2024	Unrealized Gain/Loss YTD/Quarter 2 as of 3/31/2025	Yield to Maturity YTD/Quarter 2 as of 3/31/2025	Yield to Maturity YTD/Quarter 2 as of 3/31/2024
Short-Term					
Cash (Held for Operations/Warehoused MBS*)	\$ 8,510,593	\$ 7,626,924	N/A	Various	Various
Short Duration Fixed Income (LGIP)	\$ 19,826,047	\$ 12,449,346	N/A	4.33%	5.33%
Intermediate-Term					
Cash	\$ -	\$ -	\$ -	0.00%	0.00%
Traditional Fixed Income	\$ 21,839,890	\$ 26,015,345	\$ (303,454)	4.28%	3.77%
Domestic Fixed Income	\$ 21,839,890	\$ 26,015,345	\$ (303,454)	4.28%	3.77%
Bond Ladder	\$ 11,974,373	\$ 14,966,418	\$ 25,704	3.55%	3.12%
MFA Mortgage Backed Security Portfolio	\$ 9,865,516	\$ 11,048,927	\$ (329,158)	5.17%	4.65%
High Yield Fixed Income	\$ -	\$ -	\$ -	0.00%	0.00%
Non-U.S. Fixed Income	\$ -	\$ -	\$ -	0.00%	0.00%
Core Growth	\$ -	\$ -	\$ -	0.00%	0.00%
Large Cap U.S. Equity	\$ -	\$ -	\$ -	0.00%	0.00%
Small/Mid Cap U.S. Equity	\$ -	\$ -	\$ -	0.00%	0.00%
International Equity	\$ -	\$ -	\$ -	0.00%	0.00%
Total Short Term	\$ 28,336,640	\$ 20,076,270	\$ -	Various	Various
Total Intermediate Term	\$ 21,839,890	\$ 26,015,345	\$ (303,454)	4.28%	3.77%
Total Short & Intermediate-Term	\$ 50,176,529	\$ 46,091,615	\$ (303,454)	Various	Various

*Does not include capital borrowed for loan operations or restricted funds.

**Weighted average maturity.



BOND LADDER SECTOR ALLOCATION

	Book Value	% of Total Dollars
Fannie Mae	\$ -	0%
FFCB***	\$ 999,966	8%
FHLB***	\$ -	0%
Freddie Mac	\$ -	0%
US Treasury	\$ 10,974,407	92%
Total	\$ 11,974,373	100%

INVESTMENTS PURCHASED IN THE SECOND QUARTER OF FY 2025

Date Purchased	Security	Interest Rate	YTM	Dollar Amount
3/3/2025	91282CKZ3	4.357%	3.986%	\$ 1,000,000
3/3/2025	91282CLX7	4.125%	3.991%	\$ 1,000,000

***Acronyms standing for the following:

FFCB is Federal Farm Credit Bank

FHLB stands for the Federal Home Loan Bank

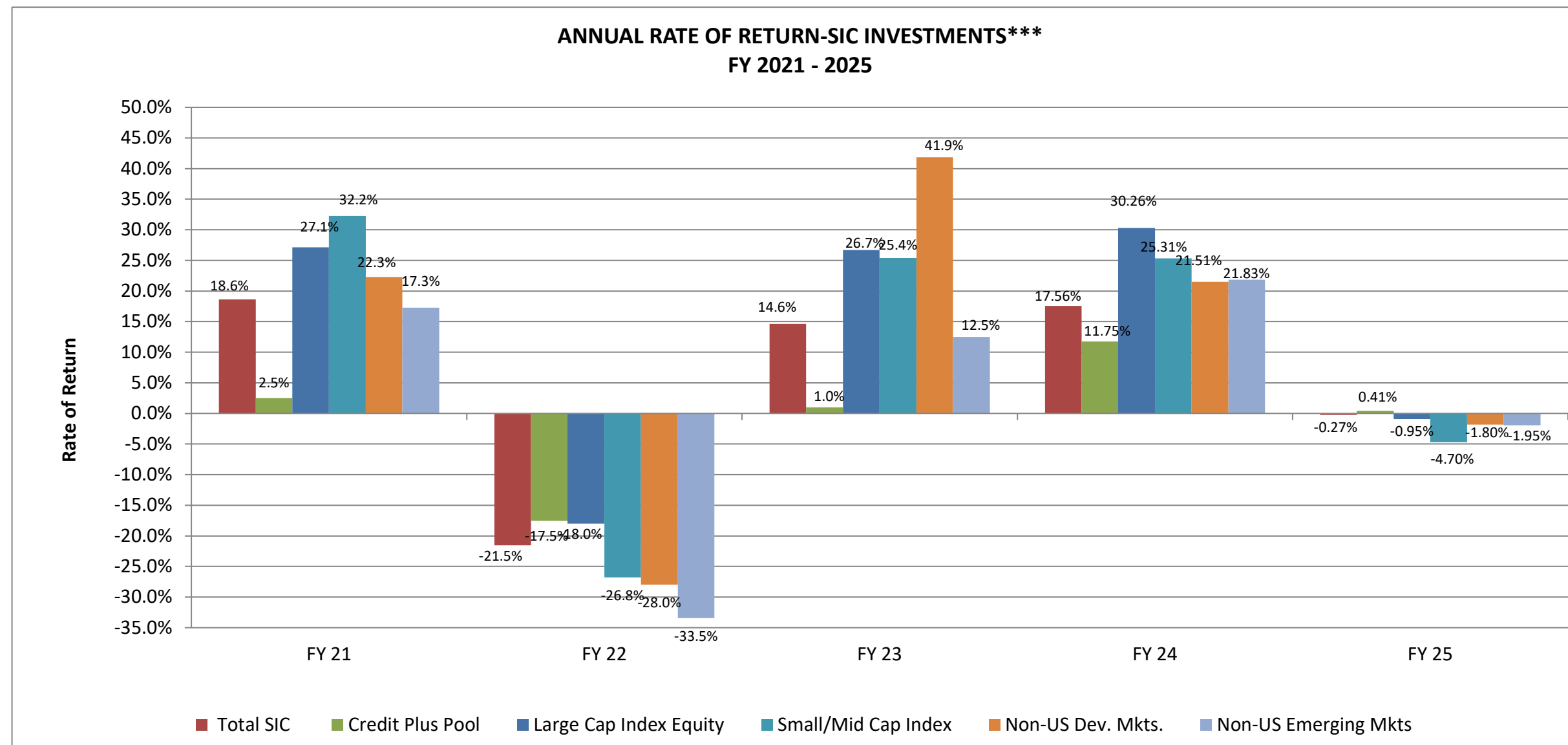


PORTFOLIO SUMMARY - Long Term Investments Including State Investment Council Investments

General Fund	Book/Market Value YTD/Quarter 2 as of 3/31/2025	Book/Market Value YTD/Quarter 2 as of 3/31/2024	Unrealized/Realized** Gain/Loss YTD/Quarter 2 as of 3/31/2025	Unrealized/Realized** Gain/Loss YTD/Quarter 2 as of 3/31/2024	Rate of Return YTD/Quarter 2 as of 3/31/2025 *	Rate of Return YTD/Quarter 2 as of 3/31/2024
Long-Term						
Cash	\$ -	\$ -	\$ -	\$ -	0.00%	0.00%
Traditional Fixed Income	\$ 26,410,438	\$ 25,991,620	\$ (1,980,128)	\$ (1,233,453)	1.59%	4.92%
Domestic Fixed Income	\$ 26,410,438	\$ 25,991,620	\$ (1,980,128)	\$ (1,233,453)	1.59%	4.92%
MFA's Mortgage Backed Securities Portfolio	\$ 12,084,898	\$ 12,474,857	\$ (1,717,621)	\$ (1,765,835)	3.00%	2.91%
SIC Credit Plus Pool	\$ 14,325,541	\$ 13,516,763	\$ (262,507)	\$ 532,382	0.41%	6.77%
High Yield Fixed Income	\$ -	\$ -	\$ -	\$ -	0.00%	0.00%
Non-U.S. Fixed Income	\$ -	\$ -	\$ -	\$ -	0.00%	0.00%
Core Growth	\$ 8,384,245	\$ 7,867,219	\$ (320,417)	\$ 1,279,472	-1.46%	18.83%
Large Cap U.S. Equity	\$ 5,885,756	\$ 5,460,166	\$ (153,791)	\$ 1,000,056	-0.95%	21.02%
SIC Domestic Large Cap Index Equity Fund	\$ 5,885,756	\$ 5,460,166	\$ (153,791)	\$ 1,000,056	-0.95%	21.02%
Small/Mid Cap U.S. Equity	\$ 605,307	\$ 629,063	\$ (62,486)	\$ 110,202	-4.70%	19.82%
SIC Small/Mid Cap Fund	\$ 605,307	\$ 629,063	\$ (62,486)	\$ 110,202	-4.70%	19.82%
International Equity	\$ 1,893,182	\$ 1,777,990	\$ (104,140)	\$ 169,215	-1.89%	11.73%
SIC Non-US Developed Markets Fund	\$ 771,828	\$ 741,423	\$ (36,781)	\$ 89,267	-1.80%	13.95%
SIC Non-US Emerging Markets Fund	\$ 1,121,354	\$ 1,036,567	\$ (67,359)	\$ 79,948	-1.95%	10.15%
Total Long-Term Investments	\$ 34,794,683	\$ 33,858,839	\$ (2,300,545)	\$ 46,019	0.86%	8.15%

*SIC rate of returns are year to date, not annualized.

**Fair Market Value adjustments on the mortgage backed security portfolio are unrealized, however, they are realized on the SIC portfolio.



***FY 25 represents those returns from 10/1/2024 - 3/31/2025.

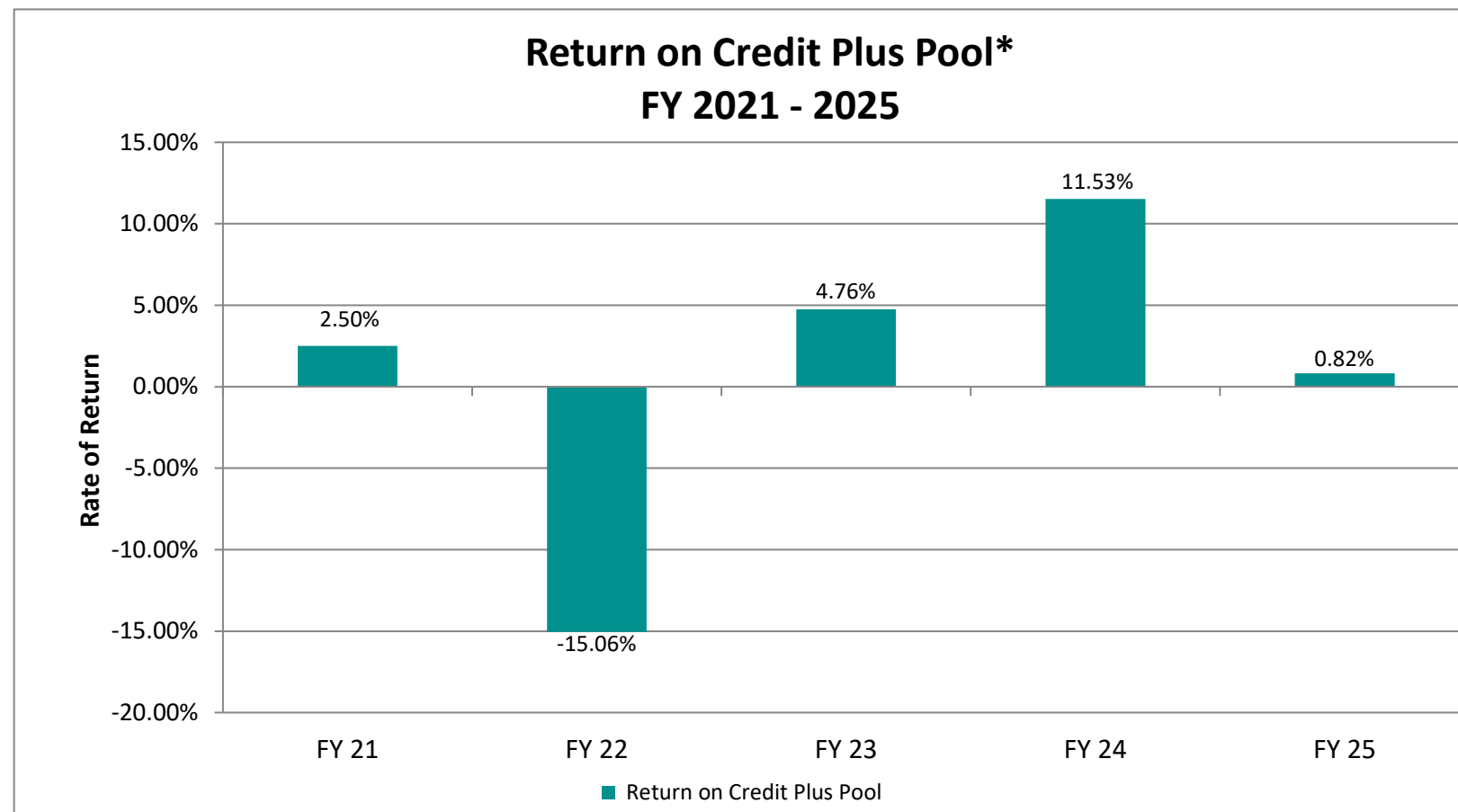


PORTFOLIO SUMMARY - New Mexico Housing Trust Fund

	Market Value YTD/Quarter 2 as of 3/31/2025	Market Value YTD/Quarter 2 as of 3/31/2024	Realized Gain/Loss YTD/Quarter 2 as of 3/31/2025	Realized Gain/Loss YTD/Quarter 2 as of 3/31/2024	Rate of Return YTD/Quarter 2 as of 3/31/2025	Rate of Return YTD/Quarter 2 as of 3/31/2024
Housing Trust Fund						
State Investment Council (SIC): SIC Credit Plus Pool	\$ 7,212,798	\$ 8,305,139	\$ (127,938)	\$ 344,517	0.82%	6.71%
Total State Investment Council	\$ 7,212,798	\$ 8,305,139	\$ (127,938)	\$ 344,517	0.82%	6.71%

SIC FUND ALLOCATION

SIC Credit Plus Pool	100%	100%
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*FY 25 represents those returns from 10/1/2024 - 3/31/2025.



GENERAL FUND INVESTMENT PORTFOLIO - METRICS

Asset Class	S&P Rating	Moody's Rating	Budget Annual Interest Income FY2025	Actual Annual Interest Income as of 3/31/2025	Interest Income Earned of Total Budget as of 3/31/2025
Cash Held for Operations/Warehoused MBS			\$ 754,700	\$ 237,623	31%
Local Government Investment Pool	AAAm		\$ 196,300	\$ 273,396	139%
Bond Ladder			\$ 405,000	\$ 153,306	38%
Fannie Mae		Aaa/Stable			
Federal Farm Credit Bank		Aaa/Stable			
Federal Home Loan Bank		Aaa/Stable			
Freddie Mac		Aaa/Stable			
MFA Mortgage Backed Security Portfolio		Aa3/Stable	\$ 670,200	\$ 345,023	51%
Intermediate Term	AA+	Aa3/Stable			
Long-Term	AA+	Aa3/Stable			
State Investment Council			\$ 1,256,000	\$ 452,893	36%
Core Plus Bond Fund-Active					
Large Cap Index Equity Fund					
Small/Mid Cap Fund					
Non-US Developed Markets Fund					
Non-US Emerging Markets Fund					
			\$ 3,282,200	\$ 1,462,241	45%

Asset Class Benchmarks	Yield to Maturity/ Rate of Return as of 3/31/2025	Comparable Market Return	
State Investment Council			
Credit Plus Pool	0.41%	-0.15%	Bloomberg US Universal Index
Large Cap Index Equity Fund	-0.95%	-1.88%	Russell 1000 Index
Small/Mid Cap Fund	-4.70%	-6.94%	Russel 2500 Index
Non-US Developed Markets Fund	-1.80%	-1.65%	MSCI EAFE (net)
Non-US Emerging Markets Fund	-1.95%	-5.11%	MSCI Emerging Markets Index (net)
Cash Held for Operations/Warehoused MBS	Various	N/A	
Local Government Investment Pool	4.33%	N/A	
Bond Ladder	3.55%	4.61%	ICE BofA 1-3 Year US Agency Index (Daily avg. 2-year return)
MFA Mortgage Backed Security Portfolio			
Intermediate Term	5.17%	N/A	
Long-Term	3.00%	N/A	
Housing Trust Fund			
Core Plus Bond Fund-Active	0.82%	-0.15%	Bloomberg US Universal Index

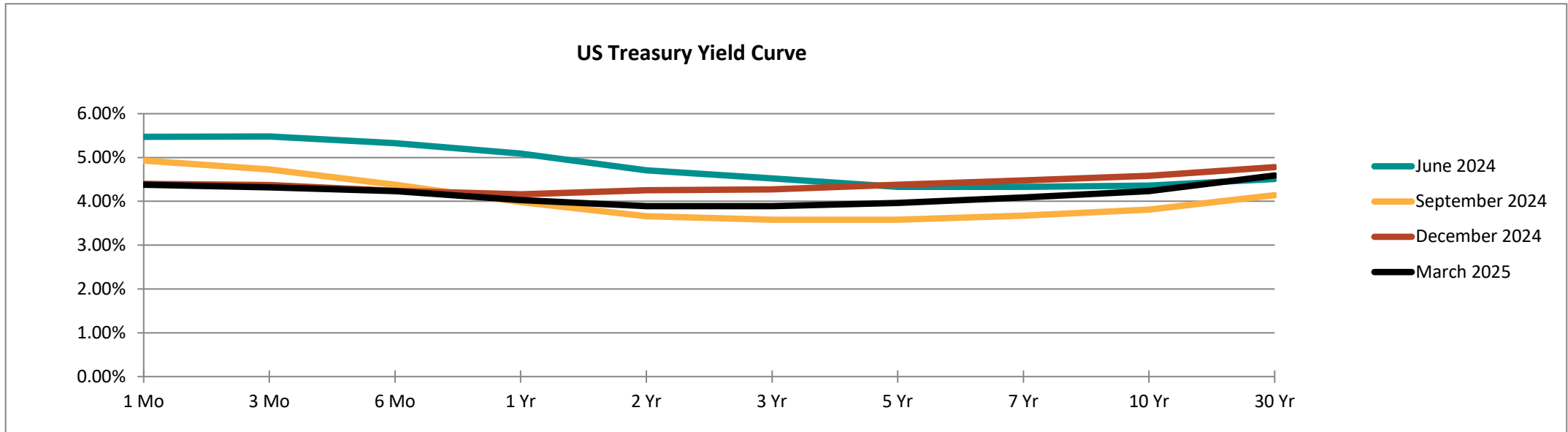
1% or more under benchmark

In line with Benchmark

1% or more above benchmark

Economic Indicators

	2/28/2025	2/29/2024	% Diff		2/28/2025	2/29/2024	% Diff
US Median Home Price	\$ 402,500	\$ 388,700	3.6%	Consumer Price Index (yoy)	2.80%	3.50%	-20.0%
NM Median Home Price	\$ 345,000	\$ 329,000	4.9%	Unemployment Rate	4.10%	3.90%	5.1%
US Median Family Income	\$ 104,287	\$ 99,749	4.5%	DJIA**	-1.58%	2.21%	171.5%
Real GDP (yoy)*	2.40%	3.20%	-25.0%	Average US Gas Price	\$ 3.25	\$ 3.50	-7.3%
Federal Funds Rate	4.33%	5.33%	-18.8%	WTI Oil Spot Price	\$ 69.76	\$ 79.97	-12.8%



	1 Mo	3 Mo	6 Mo	1 Yr	2 Yr	3 Yr	5 Yr	7 Yr	10 Yr	30 Yr
June 2024	5.47%	5.48%	5.33%	5.09%	4.71%	4.52%	4.33%	4.33%	4.36%	4.51%
September 2024	4.93%	4.73%	4.38%	3.98%	3.66%	3.58%	3.58%	3.67%	3.81%	4.14%
December 2024	4.40%	4.37%	4.24%	4.16%	4.25%	4.27%	4.38%	4.48%	4.58%	4.78%
March 2025	4.38%	4.32%	4.23%	4.03%	3.89%	3.89%	3.96%	4.09%	4.23%	4.59%

Source: U.S. Department of the Treasury

**Cumulative return for the FY period 10/1 through 9/30 which is four quarters of each respective fiscal year.

Tab 5



MEMO

TO: Housing New Mexico Board of Directors
Through: Special Policy Committee – February 20, 2025
Through: Allocation Review Committee – March 19, 2025
Through: Contracted Services Committee – May 13, 2025
(Discussion Only)

FROM: Jeanne Redondo, Tax Credit Program Manager II

DATE: May 21, 2025

SUBJECT: Low Income Housing Tax Credit Award Recommendations

Recommendation:

Staff, by and through Housing New Mexico/MFA's Allocation Review Committee ("ARC"), requests approval of five awards of Low-Income Housing Tax Credits ("LIHTC"), attached as Table 7A, and approval to forward allocate 2026 tax credits¹ in an amount not to exceed \$2,662,221²

Background:

In accordance with the 2025 State of New Mexico Low-Income Housing Tax Credit Program Qualified Allocation Plan ("QAP"), Housing New Mexico/MFA accepted applications for the competitive 9% Tax Credit round submitted by the January 21, 2025, application deadline.

¹ Internal Revenue Code ("IRC") Section 42(h)(1)(C) permits housing finance agencies to issue a binding commitment to allocate a specified housing credit dollar amount to a project beginning in a specified future taxable year. This allows a state to allocate all available housing credits each year, and thereby qualify for additional tax credits from the National Pool of unused housing credit carryover under IRC Section 41(h)(3)(D)(iii).

² National Pool credits are allocated under IRC Section 42(h)(3)(D) in the fourth quarter of each calendar year to states that do not have unused housing credit ceiling. These credits are added to that calendar year's housing credit ceiling. The \$2,662,221 forward allocation would be reduced by any 2025 National Pool credits received later this year. New Mexico received \$31,363 in National Pool credits in November 2024 (Attached Table 1 reflects how the supplemental National Pool factors into the tax credit ceiling calculation for the year.)

The ARC resolution attached to this memo as Attachment 6 recommends a forward allocation of \$2,709,876. This amount was correct as of March 19, 2025, when ARC adopted its resolution. The \$2,662,221 deducts the \$47,655 additional tax credits that were generated by the increase in population pursuant to IRS Notice 2025-18 dated April 14, 2025.

Each application was reviewed for threshold requirements,³ scored, and underwritten to test financial feasibility and determine the maximum allowable tax credit award.

Threshold issues were discussed with legal counsel. Pursuant to Section IV.C.5 of the QAP, Applicants are allowed a deficiency correction period to remedy correctable threshold issues. Allowable deficiency correction and supplemental information requests were made pursuant to Sections IV.C.5 and IV.C.6 of the QAP and the responses to those requests were satisfactory.

The results of staff's rating and ranking were reviewed and approved by the ARC at their meeting on March 19, 2025. The ARC approved a motion to recommend five projects for an award, including forward allocations. Preliminary award and rejection letters were issued on March 20, 2025, outlining Housing New Mexico/MFA's appeal process as described in Section IV.F.4 of the QAP. Housing New Mexico/MFA did not receive any appeals.

As detailed in the attached Table 1, 2025 Housing Tax Credit Ceiling, Housing New Mexico/MFA began the tax credit round with an estimated balance of \$3,945,387 after deducting the forward allocations from last year's round. As discussed below, staff recommends the allocation of all remaining 2025 tax credits plus a forward allocation of up to \$2,662,221 of 2026 tax credits to fully fund the four top-ranking new construction projects and the top-ranking rehabilitation project submitted in the round.

Discussion:

A. Overview

- Housing New Mexico/MFA did not receive any requests for supplemental LIHTC.
- While the number of tax credit applications received in 2025 remained level in comparison to 2024, the demand for Tax Credits in 2025 decreased slightly. Housing New Mexico/MFA received 8 applications this year requesting a total of \$10,810,020 vis-à-vis applications totaling \$11,525,382 in 2024 and \$8,944,954 in 2023.
- The reduction in total tax credits may be because the eight projects submitted this year have fewer units. The average project size decreased to 50.625 units compared to 62.75 units in 2024 and 61.0 units in 2023.
- Higher construction costs may have also contributed to the reduced project sizes. Average cost per unit⁴ of all applications submitted in the round (new construction)

³ Threshold requirements are discussed in Section III.C of the QAP and include the following: (i) site control; (ii) appropriate zoning; (iii) all fees current; (iv) market study; (v) applicant eligibility; (vi) financial feasibility; and (vii) pre-application requirements.

⁴ Except where noted, cost per unit does not include the cost of land, reserves or commercial space. This allows Housing New Mexico/MFA to compare projects more consistently, as donated land, commercial space costs, and varying reserves can skew the comparisons.

this year is \$323,563 which represents an 8 percent increase over the \$298,898 average in 2024, and an 11.7 percent increase over the \$289,529 average in 2023. All new construction projects submitted for consideration remained within the new construction cost per unit limits as defined in Section IV.C.2 of the QAP.

- Average construction cost per square foot⁵ among all new construction applications was \$232.95 which is higher than the \$179.21 per square foot in 2024 and \$197.74 in 2023. One application exceeded the per square foot construction cost limit, as defined in Section IV.C.2 of the QAP. That project is not recommended for an award.
- Average cost per unit (acquisition/rehab projects) this year is \$331,210, which is 24.4 percent higher than the \$266,044 average in 2024 and 53.9 percent higher than the \$215,172 average in 2023. However, rehabilitation costs vary based on the scope of work (moderate or substantial rehabilitation) required to meet Housing New Mexico/MFA's design requirements. It's noteworthy that one of the 2025 applications exceeded cost limits per unit by 11 percent, which may explain the sharp increase this year. In such cases, the QAP provides for the excess costs being excluded from eligible basis when calculating the tax credits for a project.
- Five projects were initially determined to be "Eligible" for tax credit awards. Three applications were rejected due to financial infeasibility, two of which did not meet the minimum score to be eligible for an award. At the conclusion of the round, Housing New Mexico/MFA offers to meet with developers who did not qualify for an award to offer guidance on how they can be more successful in the future.
- At the conclusion of its meeting held on March 19, 2025, ARC passed a motion recommending approval of the five proposed awards presented in Table 7A attached to the ARC resolution. ARC recommended approval of a forward allocation up to \$2,709,876 in 2026 tax credits to fully fund five proposed awards. However, the number of 2026 tax credits required to fully fund the five proposed projects has been reduced to \$2,662,221 after receiving IRS notice 2025-18 dated April 14, 2025, updating the population⁶. This amount may be further reduced when National Pool allocations are issued later this year.
- No projects were included on a waitlist.

⁵ New construction cost per square foot includes hard costs plus architecture and engineering fees. It does not include contractor fees such as general conditions, overhead and profit.

⁶ The 2025 tax credit ceiling is calculated by multiplying the population by the \$3.00 per capita multiplier issued for the 2025 calendar year in Revenue Procedure 2024-40. IRS Notice 2025-18 provided the population for 2025, which increased the tax credit ceiling by \$47,655.

- The 10% Non-Profit Set-Aside⁷ was achieved in 2025. There were no applications in 2025 requesting consideration under the 20% Underserved Populations Set-Aside⁸.
- Two of the recommended projects are sponsored or co-sponsored by a local housing authority. One of the recommended projects is sponsored by a nonprofit entity and the remaining two recommended projects have nonprofit entity participation that does not rise to the level required to be included in the federal 10% Non-Profit Set-Aside.
- Of the five recommended projects, three projects will serve senior households, and one project will serve households with special needs. While none of the recommended projects requested points to serve households with children, the final recommended project will serve veterans and provide workforce housing that could accommodate small families.
- The five recommended projects are located in the following counties: Bernalillo, Doña Ana, Santa Fe, Valencia and Otero. Three projects are located in urban areas⁹ (one each in Albuquerque, Las Cruces and Santa Fe) and two projects are located in rural areas (Los Lunas and Tularosa).
- In 2025, 66.31% of the tax credits are proposed for urban areas and 33.69% of the tax credits are proposed for rural areas¹⁰. However, 9% LIHTC awards over the period from 2000 to 2025 remain balanced with 50.19% going to urban areas and 49.81% going to rural areas. (See Table 3)
- The five recommended projects contain unit sizes ranging from 22 to 80 units.
- Four of the five recommended projects involve new construction (projects contain 50, 53, 57 and 80 units, for a total of 240 units) and the remaining recommended project involves rehabilitation (22 units).
- A total of 262 units will be constructed or rehabilitated, all of which will be low-income units. The table below details the unit rental restrictions for the units to be constructed or rehabilitated.

⁷ IRC 42(h)(5)(A) states that not more than 90 percent of the State housing credit ceiling for any State for any calendar year shall be allocated to projects other than those involving qualified nonprofit organizations. This is referred to as the nonprofit set-aside.

⁸ States will often include set-aside(s) in their QAP to incentivize developers to address housing priorities identified by the state. The Underserved Populations set-aside addresses a priority for permanent supportive housing and units on Tribal Trust lands in New Mexico.

⁹ Urban areas defined in the QAP include Bernalillo County and the cities of Las Cruces, Rio Rancho and Santa Fe.

¹⁰ In 2024, the Underserved Communities scoring criterion was added to the QAP to provide greater incentive to develop outside the Urban areas.

Unit Rental Restrictions for Recommended Projects

30% AMI	40% AMI	50% AMI	60% AMI	70% AMI	80% AMI	Not Restricted ¹¹
43	15	98	64	19	23	0
16.40%	5.70%	37.40%	24.40%	7.30%	8.80%	0%

B. Tax Credit Efficiency

Four of the five projects recommended for award qualified for points under project selection criterion no. 17 entitled *Efficient Use of Tax Credits*. Desert Hope Phase II, Nueva Acequia and San Mateo Manor qualified for five points each and Plaza Luna Lofts qualified for three points. The table below outlines the tax credit efficiency for each of the five recommended projects.

New Construction:

Project Name:	Gross SF	Applicable Fraction	LI Units	Tax Credit Request	Tax Credits/ SF	Tax Credits/ LI Unit
Desert Hope II	78,601	100%	80	\$1,700,000	\$21.63	\$21,250.00
Nueva Acequia	47,833	100%	53	\$1,288,621	\$26.94	\$24,313.60
Plaza Luna Lofts	57,240	100%	57	\$1,690,335	\$29.53	\$29,655.00
San Mateo Manor	51,704	100%	50	\$1,392,905	\$26.94	\$27,858.10

Rehabilitation:

Project Name:	Gross SF	Applicable Fraction	LI Units	Tax Credit Request	Tax Credits/ SF	Tax Credits/ LI Unit
Villa de Tularosa	12,926	100%	22	535,747	\$41.45	\$24,352.14

¹¹ Market rate units are not included in eligible basis used to calculate the LIHTC.

C. Total Development Costs

The Total Development Cost Analysis (cost/gross square foot) for each of the recommended Projects is as follows:

TOTAL DEVELOPMENT COST INFORMATION SUMMARY			
Project: Nueva Acequia, Santa Fe, New Construction	Total	% TDC	Cost/GSF*
Acquisition Costs (land, building acquisition, & other acquisition costs)	\$476,667	2.5%	\$ 9.97
Construction Hard Costs	\$10,710,307	56.8%	\$ 223.91
Other Construction Costs (contractor O&P, general req, GRT, landscaping, furnis	\$2,746,530	14.6%	\$ 57.42
Professional Services/Fees (architect, engineer, real estate legal, etc)	\$916,000	4.9%	\$ 19.15
Construction Financing Costs (interest, insurance, inspections, fees, etc)	\$1,415,580	7.5%	\$ 29.59
Permanent Financing Costs (fees, title/recording, etc)	\$44,800	0.2%	\$ 0.94
Other Soft Costs (tax credit fees, environmental reports, appraisals, accounting, etc)	\$874,851	4.6%	\$ 18.29
Syndication-Related Costs (organization, bridge loan, tax opinion, etc)	\$45,000	0.2%	\$ 0.94
Reserves (rent-up, operating, replacement, escrows, etc)	\$349,176	1.9%	\$ 7.30
Developer Fees (inc consultant fees)	\$1,267,500	6.7%	\$ 26.50
Total Development Costs (TDC)	\$18,846,411	100.0%	\$ 394.00
TDC w/o Land, Reserves & Commercial	\$18,020,568	96%	\$ 376.74

*Gross square footage: 47,833

TOTAL DEVELOPMENT COST INFORMATION SUMMARY			
Project: San Mateo Manor, Albuquerque, New Construction	Total	% TDC	Cost/GSF*
Acquisition Costs (land, building acquisition, & other acquisition costs)	\$550,000	3.5%	\$ 7.00
Construction Hard Costs	\$9,255,448	58.7%	\$ 117.75
Other Construction Costs (contractor O&P, general req, GRT, landscaping, furnis	\$2,782,473	17.7%	\$ 35.40
Professional Services/Fees (architect, engineer, real estate legal, etc)	\$355,000	2.3%	\$ 4.52
Construction Financing Costs (interest, insurance, inspections, fees, etc)	\$942,981	6.0%	\$ 12.00
Permanent Financing Costs (fees, title/recording, etc)	\$41,500	0.3%	\$ 0.53
Other Soft Costs (tax credit fees, environmental reports, appraisals, accounting, etc)	\$199,896	1.3%	\$ 2.54
Syndication-Related Costs (organization, bridge loan, tax opinion, etc)	\$80,000	0.5%	\$ 1.02
Reserves (rent-up, operating, replacement, escrows, etc)	\$289,907	1.8%	\$ 3.69
Developer Fees (inc consultant fees)	\$1,260,000	8.0%	\$ 16.03
Total Development Costs (TDC)	\$15,757,205	100.0%	\$ 304.76
TDC w/o Land, Reserves & Commercial	\$14,917,298	95%	\$ 288.51

*Gross square footage: 51,704

TOTAL DEVELOPMENT COST INFORMATION SUMMARY			
Project: Villa de Tularosa, Tularosa, Acquisition/Rehabilitation	Total	% TDC	Cost/GSF*
Acquisition Costs (land, building acquisition, & other acquisition costs)	\$910,000	15.0%	\$ 11.58
Construction Hard Costs	\$2,571,118	42.3%	\$ 32.71
Other Construction Costs (contractor O&P, general req, GRT, landscaping, furnis	\$866,419	14.3%	\$ 11.02
Professional Services/Fees (architect, engineer, real estate legal, etc)	\$329,186	5.4%	\$ 4.19
Construction Financing Costs (interest, insurance, inspections, fees, etc)	\$381,968	6.3%	\$ 4.86
Permanent Financing Costs (fees, title/recording, etc)	\$0	0.0%	\$ -
Other Soft Costs (tax credit fees, environmental reports, appraisals, accounting, etc)	\$358,290	5.9%	\$ 4.56
Syndication-Related Costs (organization, bridge loan, tax opinion, etc)	\$0	0.0%	\$ -
Reserves (rent-up, operating, replacement, escrows, etc)	\$104,355	1.7%	\$ 1.33
Developer Fees (inc consultant fees)	\$550,000	9.1%	\$ 7.00
Total Development Costs (TDC)	\$6,071,336	100.0%	\$ 469.70
TDC w/o Land, Reserves & Commercial	\$5,916,981	97%	\$ 457.76

*Gross square footage: 12,926

TOTAL DEVELOPMENT COST INFORMATION SUMMARY			
Project: Desert Hope/Paseos Verdes, Las Cruces, New Construction	Total	% TDC	Cost/GSF*
Acquisition Costs (land, building acquisition, & other acquisition costs)	\$480,000	2.1%	\$ 6.11
Construction Hard Costs	\$13,413,150	58.9%	\$ 170.65
Other Construction Costs (contractor O&P, general req, GRT, landscaping, furnis	\$3,995,663	17.5%	\$ 50.83
Professional Services/Fees (architect, engineer, real estate legal, etc)	\$800,000	3.5%	\$ 10.18
Construction Financing Costs (interest, insurance, inspections, fees, etc)	\$1,550,439	6.8%	\$ 19.73
Permanent Financing Costs (fees, title/recording, etc)	\$0	0.0%	\$ -
Other Soft Costs (tax credit fees, environmental reports, appraisals, accounting, etc)	\$321,797	1.4%	\$ 4.09
Syndication-Related Costs (organization, bridge loan, tax opinion, etc)	\$0	0.0%	\$ -
Reserves (rent-up, operating, replacement, escrows, etc)	\$395,000	1.7%	\$ 5.03
Developer Fees (inc consultant fees)	\$1,825,000	8.0%	\$ 23.22
Total Development Costs (TDC)	\$22,781,049	100.0%	\$ 289.83
TDC w/o Land, Reserves & Commercial	\$21,906,049	96%	\$ 278.70

*Gross square footage: 78,601

TOTAL DEVELOPMENT COST INFORMATION SUMMARY			
Project: Plaza Luna Lofts, Los Lunas, New Construction	Total	% TDC	Cost/GSF*
Acquisition Costs (land, building acquisition, & other acquisition costs)	\$410,000	2.2%	\$ 5.22
Construction Hard Costs	\$10,885,390	59.3%	\$ 138.49
Other Construction Costs (contractor O&P, general req, GRT, landscaping, furnis	\$3,545,860	19.3%	\$ 45.11
Professional Services/Fees (architect, engineer, real estate legal, etc)	\$410,000	2.2%	\$ 5.22
Construction Financing Costs (interest, insurance, inspections, fees, etc)	\$1,111,256	6.1%	\$ 14.14
Permanent Financing Costs (fees, title/recording, etc)	\$39,700	0.2%	\$ 0.51
Other Soft Costs (tax credit fees, environmental reports, appraisals, accounting, etc)	\$230,428	1.3%	\$ 2.93
Syndication-Related Costs (organization, bridge loan, tax opinion, etc)	\$80,000	0.4%	\$ 1.02
Reserves (rent-up, operating, replacement, escrows, etc)	\$294,243	1.6%	\$ 3.74
Developer Fees (inc consultant fees)	\$1,357,500	7.4%	\$ 17.27
Total Development Costs (TDC)	\$18,364,377	100.0%	\$ 320.83
TDC w/o Land, Reserves & Commercial	\$17,660,134	96%	\$ 308.53

*Gross square footage: 57,240

Summary:

Staff and the ARC recommend approval of the following, all in accordance with ARC recommendations:

- I. Approval of the following four new construction projects and one rehabilitation project presented in the attached updated Table 7A; and
 1. Nueva Acequia, new construction, Santa Fe \$1,288,621
 2. San Mateo Manor, new construction, Albuquerque \$1,392,905
 3. Villa de Tularosa, acquisition/rehabilitation, Tularosa \$ 535,747
 4. Desert Hope II, new construction, Las Cruces \$1,700,000
 5. Plaza Luna Lofts, new construction, Los Lunas \$1,690,335
 - Total \$6,607,608

II. Approval of the 2025 9% LIHTC Wait List, Ineligible Projects and Rejected Projects as presented in the attached updated Table 7B; and

IV. Approval of a forward allocation in an amount not to exceed \$2,662,221 in 2026 LIHTC minus the amount of National Pool LIHTC received by New Mexico pursuant to Internal Revenue Code §42(h)(3)(D) when they are allocated in the fourth quarter of 2025.

Attachments:

1. Table 1 – 2025 LIHTC Ceiling
2. Table 2 - Summary of Proposed 2025 LIHTC & Loan Allocations
3. Table 3 – LIHTC Awards by County
4. Table 4 – Scoring Summary
5. Recommended Project Photos with Brief Summaries
6. Allocation Review Committee Resolution
7. Tables 7A and 7B – 2025 Proposed Initial LIHTC Awards and Waitlist/Ineligible/Rejected Projects

Table 1
2025 Housing Tax Credit Ceiling

Component	Population	Credit \$ Per Capita	Amount	Balance
Population Allocation	2,130,256	3.00	\$ 6,390,768	\$ 6,390,768
Less: 2024 Forward Allocations			\$ (2,445,381)	\$ 3,945,387
Less: Supplemental Credits Awarded in 2025			\$ -	\$ 3,945,387
Plus: 2025 National Pool (To Be Determined)*			\$ -	\$ 3,945,387
Plus: Returned or Unused Credits from Prior Years			\$ -	\$ 3,945,387
			Set Aside	Achieved
Nonprofit Set Aside		10.00%	\$ 639,077	\$ 2,981,128
Underserved Populations Set Aside**		20.00%	\$ 1,278,154	\$ -

* National Pool to be awarded in 4Q 2025

** if QAP set aside requirements satisfied

Table 2
SUMMARY OF PROPOSED 2025 LIHTC & LOAN ALLOCATIONS

Project	NC, AR, or NC/AR ¹	Total # of Units ²	Location	Total Development Cost	Total Development Cost w/o Land, Reserves, & Commercial Costs	Cost w/o Land, Reserves, & Commercial Costs		LIHTC Investor Equity ³	9% LIHTC Allocation	HOME Loan (inc CHDO ⁴)	NM HTF ⁵	Primero	Nat'l HTF ⁶	Total 9 % LIHTC Allocation & MFA Loans
						Per Unit	Per Gross Square Foot (GSF)							
Nueva Acequia	NC	53	Santa Fe	\$ 18,846,411	\$ 18,020,568	\$ 340,010.72	\$ 376.74	\$ 10,952,183	\$ 1,288,621	\$ 397,500	\$ 2,000,000		\$ 210,000	\$ 3,896,121
San Mateo Manor	NC	50	Albuquerque	\$ 15,757,205	\$ 14,917,298	\$ 298,345.96	\$ 288.51	\$ 11,559,955	\$ 1,392,905	\$ 375,000	\$ 3,000,000		\$ 400,000	\$ 5,167,905
Villa de Tularosa Senior Apts	AR	22	Tularosa	\$ 6,071,336	\$ 5,916,981	\$ 268,953.68	\$ 457.76	\$ 4,553,394	\$ 535,747	\$ -	\$ 2,500,000	\$ 1,950,000	\$ 400,000	\$ 5,385,747
Desert Hope II (Paseos Verdes)	NC	80	Las Cruces	\$ 22,781,049	\$ 21,906,049	\$ 273,825.61	\$ 278.70	\$ 14,618,538	\$ 1,700,000	\$ -	\$ -	\$ -	\$ 400,000	\$ 2,100,000
Plaza Luna Lofts	NC	57	Los Lunas	\$ 18,364,377	\$ 17,660,134	\$ 309,826.91	\$ 308.53	\$ 14,028,378	\$ 1,690,335	\$ 500,000	\$ 3,000,000		\$ -	\$ 5,190,335
Total														\$ 7,290,335

Average Costs for all 2024 Awards w/o Land, Reserves, and Commercial Costs		
Type of Project	Cost per Unit	Cost per GSF
New Construction	\$ 305,502	\$ 313.12
Acquisition/Rehab ⁸	\$ 268,954	\$ 457.76

¹ New Construction = NC
Acquisition/Rehab = AR

² All units - including employee and market rate

³ Low Income Housing Tax Credit Equity - Not included in Total 9% LIHTC Allocation & MFA Loans column

⁴ Community Housing Development Corporation

⁵ New Mexico Housing Trust Fund

⁶ National Housing Trust Fund

Table 3
Low Income Housing Tax Credit Awards by County
2000 - 2025

Urban and Rural Areas \$61.8 million or 50.19% of awards were made in urban areas.
\$61.3 million or 49.81% of awards were made in rural areas.

County*	Population (July 1, 2023 Estimates)	Percent of Population	9% LIHTC Award Amount	Percent of Total 9% LIHTC Awards	9% LIHTC Awards in Urban Areas**	9% LIHTC Awards in Rural Areas	9% LIHTC per capita
Bernalillo County	671,747	31.5%	34,108,634	27.7%	34,108,634	0	50.78
Chaves County	63,697	3.0%	2,120,141	1.7%		2,120,141	33.28
Cibola County	26,686	1.3%	5,462,707	4.4%		5,462,707	204.70
Curry County	47,156	2.2%	5,090,452	4.1%		5,090,452	107.95
Doña Ana County	229,366	10.8%	14,299,812	11.6%	8,439,156	5,860,656	62.34
Eddy County	61,436	2.9%	3,374,358	2.7%		3,374,358	54.92
Grant County	27,541	1.3%	1,837,270	1.5%		1,837,270	66.71
Lea County	75,151	3.5%	7,674,510	6.2%		7,674,510	102.12
Lincoln County	20,025	0.9%	1,912,734	1.6%		1,912,734	95.52
Los Alamos County	19,675	0.9%	2,592,410	2.1%		2,592,410	131.76
Luna County	25,878	1.2%	1,746,914	1.4%		1,746,914	67.51
McKinley County	68,945	3.2%	3,746,173	3.0%		3,746,173	54.34
Otero County	69,711	3.3%	3,024,457	2.5%		3,024,457	43.39
Rio Arriba County	39,955	1.9%	307,779	0.2%		307,779	7.70
San Juan County	120,817	5.7%	2,775,168	2.3%		2,775,168	22.97
San Miguel County	26,428	1.2%	1,242,063	1.0%		1,242,063	47.00
Sandoval County	157,757	7.4%	4,849,431	3.9%	2,850,483	1,998,948	30.74
Santa Fe County	157,765	7.4%	17,392,569	14.1%	16,411,007	981,562	110.24
Socorro County	15,967	0.7%	768,507	0.6%		768,507	48.13
Taos County	34,482	1.6%	4,226,641	3.4%		4,226,641	122.58
Union County	3,926	0.2%	240,064	0.2%		240,064	61.15
Valencia County	80,813	3.8%	4,352,263	3.5%		4,352,263	53.86
Other Counties	85,332	4.0%	0	0.0%	0	0	0.00
Total New Mexico	2,130,256	100%	123,145,057	100%	61,809,280	61,335,777	57.81
Percentage of Tax Credits					50.19%	49.81%	

*Only counties receiving 9% LIHTC awards are listed separately.

**Urban Areas include Bernalillo County and the Cities of Rio Rancho, Las Cruces, and Santa Fe.

Table 4
Project Scoring Summary

Project Name	Self Score	HNM Score	Score Change
Desert Hope Phase II	72	72	0
<i>Desert Sun III* **</i>	75	<i>Rejected</i>	
<i>Edward Romero Terrace II* **</i>	73	<i>Rejected</i>	
Nueva Acequia	88	77	-11
Plaza Luna Lofts	66	66	0
San Mateo Manor	76	76	0
<i>Sandstone Roswell **</i>	64	<i>Rejected</i>	
Villa de Tularosa	80	75	-5

* Project did not meet minimum score

** Project did not meet threshold

Nueva Acequia / Santa Fe

New Construction, Senior 55+/Disabled, 53 Units, \$18,020,568 Total Development Cost*
\$340,011/Unit, \$376.74/sq ft, \$1,288,621 LIHTC request

Features:

- 1 – Robust services plan includes meal service;
- 2 – 11 Units offer PBV for seniors with special needs;
- 3 – Access to walking trails on northern end of site;
- 4 – Intergenerational community with 4% LIHTC component.



San Mateo Manor / Albuquerque

New Construction, Senior 55+/Disabled, 50 Units, \$14,917,298 TDC*, \$298,346/Unit, \$288.51/sq ft, \$1,392,905 LIHTC request

Features:

- 1 – Revitalizes 8 vacant lots at edge of International District;
- 2 – Controlled access and surveillance cameras for security;
- 3 – On-site walking path and gym to promote exercise;
- 4 – 20% of Units Rent Assisted (Ten Section 811 Vouchers).



Villa de Tularosa / Tularosa

Acquisition/Rehabilitation, Special Housing Needs, 22 Units, \$5,916,981 TDC*, \$268,954/Unit, \$457.76/sq ft, \$535,747 LIHTC request

Features:

- 1 – Redesign/reconfiguration of major building systems;
- 2 – Interior kitchen, bathroom, flooring, lighting, exhaust fans;
- 3 – Exterior building envelope improvements (windows, doors, stucco);
- 4 – Repair porches and replace support beams.



Desert Hope (dba Paseos Verdes I) / Las Cruces

New Construction, Workforce and Veterans, 80 Units, \$21,906,049 TDC*
\$273,826/Unit, \$278.70/sq ft, \$1,700,000 LIHTC request

Features:

- 1 – Phase of a 218 Unit Development;
- 2 – City Land Donation;
- 3 – 20 Units with Rental Assistance;
- 4 – VA to provide on-site services.



*TDC is adjusted to exclude Land, Reserves and Commercial costs for each Project.

Plaza Luna Lofts / Los Lunas

New Construction, Senior 55+/Disabled, 57 Units, \$17,660,134 TDC*,
\$309,827/Unit, \$308.53/sq ft, \$1,690,335 LIHTC request

Features:

- 1 – Short walk to Los Lunas Rail Runner Station;
- 2 – Education programs include health/nutrition, technology, security, finance and estate planning;
- 3 – Will require FEMA floodplain map revision.



*TDC is adjusted to exclude Land, Reserves and Commercial costs for each Project.



NEW MEXICO MORTGAGE FINANCE AUTHORITY
HOUSING TAX CREDIT ALLOCATON REVIEW COMMITTEE RESOLUTION

Resolution:

Be it resolved, the Allocation Review Committee recommends to the New Mexico Mortgage Finance Authority Board of Directors the following:

1. Approval of five (5) proposed initial awards to those 2025 9% LIHTC Projects presented in Table 7A; and
2. Approval of the 2025 9% LIHTC Wait List, Ineligible Projects, and Rejected Projects as presented in Table 7B; and
3. Approval of a forward allocation in an amount not to exceed \$2,709,876 in 2026 Tax Credits minus the amount of any National Pool tax credits received by New Mexico pursuant to Internal Revenue Code §42(h)(3)(D) when they are allocated in the fourth quarter of 2025.

Approved this 19th day of March 2025 by a vote of seven (7) in favor and zero (0) opposed:

Signed by:
By: Julie Meade
DB5B4617F11C44A...
Julie Ann Meade,
Allocation Review Committee Chair

DocuSigned by:
By: Isidoro Hernandez
CD9974B67122498...
Isidoro Hernandez,
Secretary, New Mexico Mortgage Finance Authority

Table 7A
2025 LIHTC Awards - reduced by 2024 forward allocations

New Construction			Total Ceiling after 2024 forward allocations: \$3,945,387						
Acq/Rehab									
Rank	Score	Project	Developer	Units	Threshold	Amount	Tax Credit Balance	Tie Breaker Calculation	Proposed Status
1	77	Nueva Acequia	Santa Fe County/ TWG Development	53	Yes	\$1,288,621	\$2,656,766	\$355,593	2025 Award
2	76	San Mateo Manor	Spire Development, Inc.	50	Yes	\$1,392,905	\$1,263,861	N/A	2025 Award
1	75	Villa de Tularosa	Tierra Del Sol	22	Yes	\$535,747	\$728,114	N/A	2025 Award
3	72	Desert Hope	Mesilla Valley Public Housing Authority	80	Yes	\$1,700,000	-\$971,886	\$284,763	Split
4	66	Plaza Luna Lofts	Spire Development, Inc.	57	Yes	\$1,690,335	-\$2,662,221	N/A	2026 Award
				262	Subtotal	\$6,607,608			
						Grand Total	\$6,607,608	2026 Forward Allocations	-\$2,662,221

Table 7B
2025 Waitlist / Ineligible Projects / Rejected Projects

<u>New Construction</u>									
<u>Acq/Rehab</u>									
Rank	Score	Project	Developer	Units	Threshold	Amount	Tax Credit Balance	Tie Breaker Calculation	Proposed Status*
2	NS	Sandstone Roswell	Eastern Regional Housing Authority	51	No	\$1,521,638	-\$4,183,859	N/A	Rejected
5	NS	Edward Romero	EHDOC	40	No	\$1,541,390	-\$5,725,249	N/A	Rejected
6	NS	Desert Sun III	H.E.R.O.	52	No	\$1,139,384	-\$6,864,633	N/A	Rejected
				143	Subtotal	\$4,202,412			
Grand Total Tax Credits Requested							\$10,810,020		

2025 QAP Section II.C: In order to serve both the purpose of building new affordable housing units and rehabilitating existing structures to create or preserve affordable housing units, Housing New Mexico/MFA will allocate the tax credits awarded in the 9% Application round based on project type. As such, new construction Applications, including Adaptive reuse Applications, will be scored against other new construction Applications and rehabilitation Applications will be scored against other rehabilitation Applications; thus creating two separate tracks or categories for purposes of scoring and reserving tax credits for specific Projects. An Adaptive reuse Project shall be categorized as a new construction Project for these purposes. From those tracks, the two highest scoring new construction Projects will be awarded first, followed by the highest scoring rehabilitation Project. The target pattern of two new construction Projects followed by one rehabilitation Project will be followed until all credits are allocated, or until the last Project in a track has been awarded. Projects awarded in the Nonprofit or Underserved Population set-asides will be considered in achieving this target. Forward allocations may be made following the same process, however any decision to forward allocate tax credits lies solely within Housing New Mexico/MFA's inherent discretion and is not subject to further review. Housing New Mexico/MFA will use the same process to select Projects that have been placed on the waiting list for an allocation of tax credits. For example, if a rehabilitation Project is initially awarded tax credits but later fails to move forward in the allocation process, the next highest-scoring rehabilitation Project may be given an award of tax credits. If no similarly categorized Project is available (e.g. if no rehabilitation Project is available for purposes of this example), then Housing New Mexico/MFA may choose the next highest-scoring Project in the other track/category from the waiting list (e.g. new construction for purposes of this example.)

Tab 6



HOUSING NEW MEXICO | MFA
Contracted Services/Credit Committee Meeting
Monday, May 12, 2025 @ 10:00 am

Webex- call in information is 1-408-418-9388 (access code): 2482 724 5045

Or you can join the call from the calendar item

AGENDA ITEM	TIME ALLOTTED	COMMITTEE RECOMMENDED	BOARD ACTION REQUIRED
1 Low Income Housing Tax Credit Award Recommendations– Jeanne Redondo	10:00-10:05	Discussion	YES
2 Request for Proposes for General Counsel Legal Services – Robyn Powell	10:05-10:10	2-0	YES
3 Recommended 2026 Severance Tax Bond Program Allocations and Certification of Need – Robyn Powell	10:10-10:15	2-0	YES
4 Elk Meadows – Additional NMHTF Loan Request – Tim Martinez & George Maestas	10:15-10:20	2-0	YES
5 Plaza Luna Lofts – HOME & NMHTF Loan Request –Tim Martinez & George Maestas	10:20-10:25	2-0	YES
6 Desert Hope II – NHTF Loan Request – Josh Howe & Tim Martinez	10:25-10:30	2-0	YES
7 Villa de Tularosa –NHTF, NMHTF, & Primero Loan Request – Josh Howe & Tim Martinez	10:30-10:35	2-0	YES
8 San Mateo Manor – HOME, NHTF, & NMHTF Loan Request – Justin Carmona & Tim Martinez	10:35-10:40	2-0	YES
9 Nueva Acequia (9% LIHTC) – HOME, NHTF, & NMHTF Loan Request – Justin Carmona & Tim Martinez	10:40-10:45	2-0	YES
10 EHAP Award Recommendations for 2025-2026 – Axton Nichols & Jackie Homet	10:45-10:50	2-0	YES
<u>Informational Items</u>	10:50-10:55		NO
11 Questions/comments from Committee		✓	

Committee Members present:

Rebecca Wurzburger, Chair

☐ present

☒ absent

☐ conference call

Attorney General Raul Torrez/Designee

☐ present

☐ absent

☒ conference call

Julie Ann Meade

☐ present

☐ absent

☒ conference call

Randy Traynor



2025 RENTAL AWARD SUMMARY

Project Name & Address	Plaza Luna Lofts 880 Juan Perea Road SE, Los Lunas, NM 87031			
Proposed Award	\$500,000	HOME	Rate	0%
	\$3,000,000	NMHTF	Rate	2.0% Fixed
Borrower	Plaza Luna Lofts LP will be owned 0.01% by Plaza Luna Lofts GP, LLC as General Partner (owned 90% by Spire Real Estate Holdings, LLC as Managing Member and 10% by NewLife Homes, Inc as Member), and 99.99% by a TBD entity as Limited Partner to be created by Ohio Capital Corporation for Housing.			
Management	Monarch Properties, Inc. is a privately held Texas corporation chartered in 1982. Monarch provides third-party, full-service management of multifamily apartment communities throughout Texas, New Mexico, and Oklahoma. The corporate office is located in Albuquerque, New Mexico. The total apartments under management have consistently averaged more than 8,400 with over 280 team members employed.			
Developers	<p>Spire Development, Inc. (Spire) is an Ohio real estate development corporation incorporated in 2018. The principals of Spire Development possess a combined 28-years of experience in the development and financing of real estate in the market rate, affordable, assisted living, and seniors housing sectors. The principals have been involved in the acquisition, pre-development, and development of over 3,000 multifamily housing units and have over \$350 million of mixed-use real estate assets. Furthermore, they have been involved in the underwriting, structuring, and advisory of real estate transactions totaling over \$950 million. Under the leadership of President/CEO Thomas Grywalski, Spire has been majority developer and majority general partner on 36 LIHTC projects that have been awarded in Ohio, West Virginia, Kentucky, Michigan, and Arizona. Plaza Luna Lofts will be Spire's first affordable housing development in New Mexico.</p> <p>Spire's CPA reviewed financial statements as of FYE 12/31/23 show unrestricted cash of \$2.15MM, total assets of \$11.02MM, a net worth of \$10.99MM, a debt-to-worth ratio of 0.002 to 1.00, and a net income of \$3.55MM.</p> <p>Spire's CPA reviewed financial statements as of FYE 12/31/24 show unrestricted cash of \$2.29MM, total assets of \$13.44MM, a net worth of \$13.39MM, a debt-to-worth ratio of 0.004 to 1.00, and a net income of \$5.86MM.</p> <p>NewLife Homes, Inc. (NewLife) is the co-developer of Plaza Luna Lofts. NewLife is a New Mexico 501(c)3 non-profit corporation incorporated in 1992 dedicated to fostering the development of housing for low-income persons, persons with psychiatric disabilities, and other vulnerable populations in New Mexico. Under John Bloomfield's leadership as Executive Director since 1997, the organization has expanded its mission to create supportive, affordable housing environments in an effort to promote dignity, independence, and community integration. NewLife has combined experience developing, co-developing, and managing 422 affordable housing units in New Mexico, with development costs totaling \$51 million. NewLife directly manages four of its properties and oversees the operations of the properties it has developed. NewLife Homes receives funding from rental income and competitive grants from HUD, Housing NM / MFA, the City of Albuquerque, and private foundations such as United Way, McCune Foundation, and Frost Foundation.</p> <p>NewLife's audited financial statements dated June 30, 2022, show unrestricted cash of \$718K, total assets of \$2.12MM, a net worth of \$2.07MM, a debt-to-worth ratio of 0.02 to 1.00, and a net income of (\$112K).</p> <p>NewLife's audited financial statements dated June 30, 2024, show unrestricted cash of \$130K, total assets of \$2.14MM, a net worth of \$2.09MM, a debt-to-worth ratio of 0.03 to 1.00, and a net income of \$15K.</p> <p>NewLife's internally prepared financial statements for the five months dated November 30, 2024, show unrestricted cash of \$138K, total assets of 2.09MM, a net worth of 2.04MM, a debt-to-worth ratio 0.03 to 1.00, and a net income of (\$14K). Newlife's FYE 2024 audited financials will not be available until June. Housing NM / MFA will request updated financials prior to closing.</p>			

Project Type & Size	New construction of 57 multifamily units, including 46 one-bedroom units and 11 two-bedroom units. The project will be located on a 2.05-acre site. All 57 units will serve seniors aged 55 years and older. Five units will be income restricted to households earning 80% or less of Area Median Income (AMI), 9 units will be income restricted to households earning 70% or less of AMI, 7 units will be income restricted to households earning 60% or less of AMI, 27 units will be income restricted to households earning 50% or less of AMI, 6 units will be income restricted to households earning 40% or less of AMI, and 3 units will be income restricted to households earning 30% or less of AMI.
Project Description	<p>Spire and NewLife are proposing the new construction of Plaza Luna Lofts, a 57-unit multifamily apartment project targeting senior households in Los Lunas. The proposed site is currently a vacant, undeveloped parcel of land that is zoned Transit Oriented Development – Mixed Use, which allows for the development of multifamily housing. The project will consist of 46 one-bedroom units, each at approximately 642 sq. ft. and 11 two-bedroom units, each at approximately 810 sq. ft. The project's gross square footage will be around 57,240 sq. ft. comprised of one, three-story residential building.</p> <p>The development team has prioritized sustainability and efficiency in the project's design. The property will feature low-flow plumbing fixtures throughout and drought-resistant xeriscaping to minimize water usage. Amenities will include a community building, pergolas, a laundry facility, gym, and a covered picnic area. The project's location offers residents walking distance access to the Rio Metro's Los Lunas Rail Runner station, as well as a short drive (within 5 miles) to many amenities including a Walmart Supercenter, restaurants, a pharmacy, parks, and other services.</p> <p>A market study, prepared by Vogt Strategic Insights and dated January 20, 2025, generally defines Plaza Luna Lofts' Primary Market Area (PMA) as the varying portions of the villages of Los Lunas and Bosque Farms; the town of Peralta; the city of Belen; the census-designated places of Chical, Valencia, Los Chavez, Jarales, Casa Colorado, Adelino and Los Trujillos-Gabaldon; and the unincorporated communities of Isleta Village Proper and Bosque, within Valencia County and a small portion of unincorporated Bernalillo County.</p> <p>The strength of the local rental market is evidenced by the PMA's high occupancy rates at 99.5% across all conventional rental properties and a 100% occupancy rate among existing LIHTC properties. This favorable market position is further supported by the fact that no new non-subsidized LIHTC housing has been delivered in the PMA since 2006, creating strong pent-up demand for modern, high-quality affordable housing. The market study demand analysis shows an overall Capture Rate of 6.6%, which is considered very low and indicates significant demand for the proposed project. Additionally, Plaza Luna Lofts is projected to reach a stabilized occupancy of 95% within five months of opening, absorbing approximately 11 units per month.</p>
Environmental & Site	<p>A Phase I Environmental Site Assessment (ESA) has not yet been completed for the subject property.</p> <p>The site's location is within a FEMA floodplain, requiring the completion of a Letter of Map Revision. The developer has engaged a local civil engineer to determine the appropriate soil import requirements. The developer has also cited prior experience and success with completing the Letter of Map Revisions process with FEMA.</p> <p>As required by HOME, the project must be determined to comply with HUD Environmental Review 24 CFR part 58 before site control and/or execution of loan documents.</p>
Site and Neighborhood Standards (HOME and NHTF New Construction only)	The project will be required to meet HUD's Site and Neighborhood Standards prior to the acquisition of the property.
Project Financials, Projections and Assumptions, and Subsidy Layering Review	<p>This project was underwritten utilizing a 7% vacancy rate to match the tax credit investor's Letter of Interest. The applicant has provided a detailed 15-year cash flow projection for the project, which assumes total annual revenue of \$519,889. The developers estimate \$286,750 in total operating expenses less reserves and social services (i.e., \$5,031 per unit per year), which is within Housing New Mexico's standard underwriting range of \$4,300 to \$5,800.</p> <p>The project's Debt Service Coverage Ratio (DSCR) starts at 1.24 to 1.00 in year one, increasing to 1.28 to 1.00 in year 15. This ratio is within Housing New Mexico's underwriting standards of a range between 1.20 – 1.40 to 1:00 for all 15 years of initial operation.</p>

	<p>The interest rate for Rocky Mountain CRC's first mortgage loan is assumed to be 7.70% (7.20% adjusted upwards by 50 basis points for underwriting). If, for any reason, the rate increases too much to accommodate the required DSCR, then the first mortgage permanent loan can be reduced and that portion of it replaced by a cash flow loan from Spire and/or NewLife.</p> <p>Currently, it appears that ~28% (\$380,999) of the \$1,357,377 developer fee will be deferred. Generally, a deferral in fee could be used to replace a portion of the first mortgage loan and would mitigate any possible interest rate risk that may occur between commitment and inception of the permanent loan. Deferring the developer fee is allowable, provided that cash flow can repay the deferred fee by the end of the 15-year LIHTC compliance period. Current projections indicate the project will fully pay off the deferred developer fee by the end of year one.</p> <p>Based on the investor's letter of interest, the project is currently underwritten using a credit price of 83 cents on the dollar, which is within the average range for recent LIHTC projects. Every one (1) cent drop in that price would create the need for an additional \$169K in a cash flow loan from Spire and/or NewLife.</p> <p>Subsidy Layering Review</p> <p><u>HOME</u>- Housing NM's Housing Development Department's subsidy layering analysis, performed for the HOME loan request, show this project is not over-subsidized per HUD regulations.</p>
Affordability Requirements	<p>HOME: Two HOME units consisting of: one 1-bedroom apartment unit and one 2-bedroom apartment unit at or below 60% AMI and restricted to High HOME rents for which a Land Use Restriction Agreement (LURA) will be filed in Valencia County. The affordability period is 40 years: 20 years as required by HOME rules' standards and 20 years for Housing NM's extended affordability period (i.e. in concurrence with the loan term). The affordability period starts on the date of acceptance by HUD of a final HOME project completion report and ends 40 years later.</p> <p>NMHTF: Forty-three (43) units income-restricted to households earning 60% or less of AMI for which a Land Use Restriction Agreement (LURA) will be filed in Valencia County. The NMHTF affordability period is 40 years; 20 as required by Affordable Housing Act Rules and 20 for MFA's extended affordability period (i.e., in concurrence with the loan term) and starts on the date the Certificate of Occupancy is issued.</p>
Repayment and Disbursement	<p>HOME: <u>Payments:</u> No payments during the construction period, which is not to exceed 24 months; thereafter, 480 equal principal payments during the permanent loan period, fully amortized over 40 years. All outstanding principal due at the earlier of maturity, refinance, or sale of the project. <u>Disbursement:</u> Allow up to three draws: two during the construction period, and the third upon submission of a final HOME project completion report to HUD.</p> <p>NMHTF: <u>Payments:</u> Interest only monthly during the construction period not to exceed 24 months; thereafter, 479 equal principal & interest payments during the permanent loan period, based on a 40-year amortization, with one final payment of all outstanding principal and interest due at maturity. All outstanding principal and interest due at the earlier of maturity, refinance, or sale of the project. <u>Disbursement:</u> Multiple disbursements upon evidence of costs incurred, not more frequently than monthly.</p>

Special Conditions	<ol style="list-style-type: none"> 1. All loans are subject to MFA's final underwriting for project feasibility. Loan amounts may be reduced if the financing gap decreases, and/or terms (i.e. interest rate & amortization) may be revised in line with projected cash flow at closing; 2. Any changes or additions to the following development team members listed in the loan application must be approved by MFA: developer, contractor, management company, consultant or architect; 3. Financing commitments acceptable to MFA prior to funding on all funding sources; 4. Acceptance of 2025 award of Low-Income Housing Tax Credits (LIHTC); 5. Approval of plans/construction monitoring/draws by MFA's Architectural Services Representative or a third party acceptable to MFA (i.e. hired by MFA, investor or primary construction lender) and shared with MFA. Cost to be paid by applicant; 6. Other conditions as may be determined by staff; and 7. Subject to availability of funds. <p>Additional Conditions: HOME Loan</p> <ol style="list-style-type: none"> 1. Loan to be in second lien position; 2. HUD Environmental Review (ER) approval must occur prior to acquisition and construction start, and any other ER approval conditions must be met; 3. If other than minimal funds used during construction (i.e. \$50,000 or less), Spire Development, Inc. and NewLife Homes, Inc. must provide a guarantee during the construction period; and 4. If HOME CHDO (Community Housing Development Organization) funds are to be used, Spire or NewLife must be approved by MFA as a CHDO, and any transfers of ownership must be in accordance with HUD's CHDO rules. <p>Additional Conditions: NMHTF</p> <ol style="list-style-type: none"> 1. Loan to be in third lien position; and 2. Spire Development, Inc. and NewLife Homes, Inc. must provide a guarantee during the construction period.
Housing New Mexico Commitments to Other Projects	<p><u>Spire Development, Inc.</u></p> <p>N/A – Plaza Luna Lofts is this developer's first proposed affordable multifamily project in New Mexico.</p> <p><u>NewLife Homes, Inc.</u></p> <p>2009 9% LIHTC – NewLife Homes 4 – \$780,648 2009 TCEP – NewLife Homes 4 – \$ 5,797,789 2010 4%/9% LIHTC – Sundowner Project – \$685,087 2012 NMHTF - Sundowner Apartments Limited – \$163,085 2012 LTTF - Luna Lodge Limited Partnership – \$138,000</p> <p>¹⁾ Risk Share loans carry 10% Housing New Mexico risk ⁽²⁾ Bonds are non-recourse to Housing New Mexico ⁽³⁾ Loan Balances as of 03/31/2025</p>
Housing New Mexico Exposure	\$301,085 (excludes LIHTC, grants, and loans pending approval)
<u>Risk Factors</u>	<ol style="list-style-type: none"> 1. Market – Low (Strong demand for proposed property in PMA as demonstrated by the market study's low capture rate and 0% vacancy at nearby affordable housing properties) 2. Construction – Medium (Construction material pricing remains high; however, both developers have experience delivering LIHTC projects plus the investor and main construction lender will provide additional oversight and controls) 3. Developers – Medium (The lead General Partner, Spire, has significant experience, but this is their first development in New Mexico; both developers have strong balance sheets) 4. Guarantors – Low (Both guaranteeing entities have strong balance sheets) 5. General Partners/Managing Members – Medium (i.e. the developers)

	6. Community Opposition – Low (Project has garnered strong community support with Village and County with grants already committed) 7. Financing – Medium (As long as market conditions for interest rates & LIHTC pricing do not fluctuate too much, the project is feasible. However, in the event of adverse market conditions the project may not move forward. Final underwriting is required before loan closing to ensure viability)		
Summary & Recommendation	The proposed project presents a favorable risk profile and is recommended for approval.		
Prepared by	Tim Martinez, Assistant Director of Housing Development 	Date	05/06/2025
Reviewed by	George Maestas, Director of Housing Development 	Date	05/06/2025

PROJECT INFORMATION SUMMARY						
Project Name		City	NC, AR, or NC/AR	Total # Units	Unit Sizes	Target AMIs
Plaza Luna Lofts		Los Lunas				
Total Development Cost	\$ 18,364,377		NC	57	1-BED & 2-BED	30% AMI, 40% AMI, 50% AMI, 60% AMI, 70% AMI, and 80% AMI
Borrower	Plaza Luna Lofts LP					
Management	Monarch Properties, Inc.		YEAR BUILT (AR)		LIHTC ALLOC	4% or 9%
Developer(s)	Spire Development, Inc. NewLife Homes, Inc.		N/A		\$ 1,690,335	9%
			NC = New Construction AR = Acquisition/Rehab AMI = Area Median Income MR = Market Rate apartments			
HOME LOAN INFORMATION			NUMBER OF HOME UNITS			2
Funds Available as of:	04/10/25	\$6,528,645				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$500,000	\$500,000				
Rates	0.0% to 3.0%	0.0%				
Loan Fees	N/A					
Maximum Loan Term	2 yr construct, 40 yr perm	2 yr construct, 40 yr perm				
Loan Amortization	20 to 80 years	40 years				
Lien Position	Subordinate allowed	2nd lien				
Affordability Requirements	Min 20 yrs, max 60% AMI	40 yrs, 2 units @ 60% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.24 : 1.00 increasing to 1.28 : 1.00 by year 15				
Scoring Criteria	N/A					
NEW MEXICO HOUSING TRUST FUND (NMHTF) LOAN INFORMATION			NUMBER OF NMHTF UNITS:			43
Funds Available as of:	04/10/25	\$0				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$3,000,000	\$3,000,000	NMHTF loan amount to be paid down to \$2MM at conversion to perm			
Rates	0.0% to 5.0%	2.0%	Base rate for 9% LIHTC projects is 3%, but project qualifies for 1% discount because it will serve seniors			
Loan Fees	N/A					
Maximum Loan Term	2 yr construct, 40 yr perm	2 yr construct, 40 yr perm				
Loan Amortization	Mthly during perm	Mthly during perm				
Lien Position	Subordinate allowed	3rd lien				
Affordability Requirements	Min 20 years, Max 60% AMI	40 yrs, 43 units @ at or below 60% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.24 : 1.00 increasing to 1.28 : 1.00 by year 15				
Scoring Criteria	57-112 points	101				

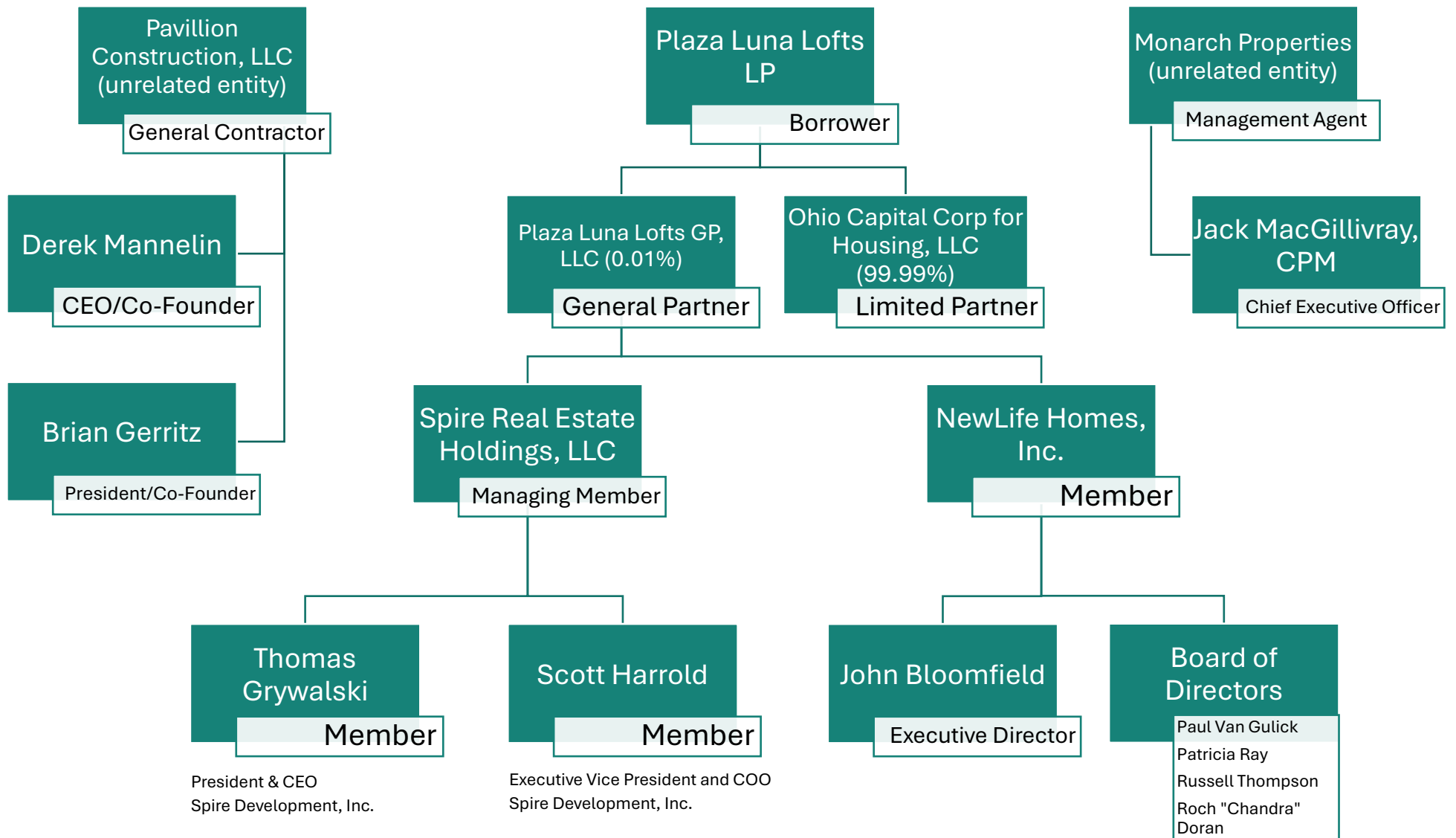
TOTAL DEVELOPMENT COST INFORMATION SUMMARY				
Project:	Plaza Luna Lofts	Total	% TDC	Cost/GSF*
Acquisition Costs <i>(land, building acquisition, & other acquisition costs)</i>		\$ 410,000	2%	\$ 7.16
Construction Hard Costs		\$ 10,885,390	59%	\$ 190.17
Other Construction Costs <i>(contractor O&P, general req, GRT, landscaping, furnishings, etc)</i>		\$ 3,545,860	19%	\$ 61.95
Professional Services/Fees <i>(architect, engineer, real estate legal, etc)</i>		\$ 410,000	2%	\$ 7.16
Construction Financing Costs <i>(interest, insurance, inspections, fees, etc)</i>		\$ 1,111,256	6%	\$ 19.41
Permanent Financing Costs <i>(fees, title/recording, etc)</i>		\$ 39,700	0%	\$ 0.69
Other Soft Costs <i>(tax credit fees, environmental reports, appraisals, accounting, etc)</i>		\$ 230,428	1%	\$ 4.03
Syndication-Related Costs <i>(organization, bridge loan, tax opinion, etc)</i>		\$ 80,000	0.4%	\$ 1.40
Reserves <i>(rent-up, operating, replacement, escrows, etc)</i>		\$ 294,243	2%	\$ 5.14
Developer Fees <i>(inc consultant fees)</i>		\$ 1,357,500	7%	\$ 23.72
Total Development Costs (TDC)		\$ 18,364,377	100%	\$ 320.83
TDC w/o Land, Reserves & Commercial		\$ 17,660,134	96%	\$ 308.53

CONSTRUCTION SOURCES				
Project:	Plaza Luna Lofts	Total	% of Total	Per Unit
Construct. Lender	Glacier Bank	\$ 13,050,000	71.1%	\$ 228,947.37
2nd Lien Holder	Housing NM/HOME	\$ 500,000	2.7%	\$ 8,771.93
3rdLien Holder	Housing NM/NMHTF	\$ 3,000,000	16.3%	\$ 52,631.58
Deferred Developer Fee	Spire/NewLife Homes	\$ 655,664	3.6%	\$ 11,502.88
LIHTC Equity	Ohio Capital Corp for Housing	\$ 1,158,713	6.3%	\$ 20,328.30
Total Construction Sources		\$ 18,364,377	100.0%	\$ 322,182.05

PERMANENT SOURCES				
Project:	Plaza Luna Lofts	Total	% of Total	Per Unit
Perm. Lender	RMCRC	\$ 880,000	4.8%	\$ 15,438.60
2nd Lien Holder	Housing NM/HOME	\$ 500,000	2.7%	\$ 8,771.93
3rdLien Holder	Housing NM/NMHTF	\$ 2,000,000	10.9%	\$ 35,087.72
Other	Village of Los Lunas	\$ 550,000	3.0%	\$ 9,649.12
Other	Valencia County	\$ 25,000	0.1%	\$ 438.60
Deferred Developer Fee	Spire/NewLife Homes	\$ 380,999	2.1%	\$ 6,684.19
LIHTC Equity	Ohio Capital Corp for Housing	\$ 14,028,378	76.4%	\$ 246,111.89
Total Permanent Sources		\$ 18,364,377	100.0%	\$ 322,182.05

Development Cost Budget		
Plaza Luna Lofts	Gross Sq. Footage:	57,240
Los Lunas	TOTAL COST	COST/GSF
ACQUISITION COSTS		
Land Acquisition	\$ 410,000	\$ 7.16
Building Acquisition	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 410,000	\$ 7.16
CONSTRUCTION HARD COSTS		
Demolition	\$ -	\$ -
Accessory Structures	\$ -	\$ -
Site Construction	\$ 1,735,331	\$ 30.32
Buildings and Structures	\$ 9,150,059	\$ 159.85
Off-Site Improvements	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 10,885,390	\$ 190.17
OTHER CONSTRUCTION COSTS		
Contractor Overhead	\$ 217,708	\$ 3.80
Contractor Profit	\$ 653,123	\$ 11.41
General Requirements	\$ 653,123	\$ 11.41
Construction Contingency	\$ 645,000	\$ 11.27
Gross Receipts Tax (GRT)	\$ 1,070,165	\$ 18.70
Landscaping		\$ -
Furniture, Fixtures, & Equipment	\$ 45,000	\$ 0.79
Other:	\$ 261,741	\$ 4.57
SUBTOTAL	\$ 3,545,860	\$ 61.95
PROFESSIONAL SERVICES/FEES		
Architect (Design)	\$ 275,000	\$ 4.80
Architect (Supervision)	\$ 35,000	\$ 0.61
Attorney (Real Estate)	\$ -	\$ -
Engineer/Survey	\$ 65,000	\$ 1.14
Other: Green Building Consultant, Accessibility Review Consultant, 3rd Party Special Materials Inspection, Geotech & Survey	\$ 35,000	\$ 0.61
SUBTOTAL	\$ 410,000	\$ 7.16
CONSTRUCTION FINANCING COSTS		
Hazard Insurance	\$ 75,000	\$ 1.31
Liability Insurance	\$ 155,117	\$ 2.71
Performance Bond	\$ 137,800	\$ 2.41
Interest	\$ 489,806	\$ 8.56
Origination\Discount Points	\$ 130,283	\$ 2.28
Credit Enhancement	\$ -	\$ -
Inspection Fees	\$ -	\$ -
Title and Recording	\$ 30,000	\$ 0.52
Legal	\$ 80,000	\$ 1.40
Taxes	\$ 10,000	\$ 0.17
Other: Predev Loan Costs	\$ 3,250	\$ 0.06
SUBTOTAL	\$ 1,111,256	\$ 19.41

Project: Plaza Luna Lofts		
PERMANENT FINANCING COSTS		
Bond Premium		\$ -
Credit Report		\$ -
Origination\Discount Points	\$ 29,700	\$ 0.52
Credit Enhancement	\$ -	\$ -
Title and Recording	\$ 5,000	\$ 0.09
Legal	\$ 5,000	\$ 0.09
Cost of Bond Issuance		\$ -
Pre-Paid MIP		\$ -
Reserves and Escrows		\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 39,700	\$ 0.69
SOFT COSTS		
Market Study	\$ 7,000	\$ 0.12
Environmental	\$ 5,000	\$ 0.09
Tax Credit Fees	\$ 157,178	\$ 2.75
Appraisal	\$ -	\$ -
Hard Relocation Costs	\$ -	\$ -
Accounting/Cost Certification	\$ 18,500	\$ 0.32
Other: Soft Cost Contingency, Permits & Impact Fees (includes waived fees)	\$ 42,750	\$ 0.75
SUBTOTAL	\$ 230,428	\$ 4.03
SYNDICATION		
Organization	\$ -	\$ -
Bridge Loan	\$ -	\$ -
Tax Opinion	\$ -	\$ -
Other:	\$ 80,000	\$ 1.40
SUBTOTAL	\$ 80,000	\$ 1.40
TDC before Dev. Fees & Reserves	\$ 16,712,634	\$ 292
RESERVES		
Rent Up	\$ -	\$ -
Operating	\$ 244,243	\$ 4.27
Replacement (inc. only if capitalized)	\$ -	\$ -
Escrows/Working Capital	\$ -	\$ -
Other:	\$ 50,000	\$ 0.87
SUBTOTAL	\$ 294,243	\$ 5.14
DEVELOPER FEES		
Developer Fee	\$ 1,357,500	\$ 23.72
Consultant Fee	\$ -	\$ -
SUBTOTAL	\$ 1,357,500	\$ 23.72
Total Development Cost (TDC)	\$ 18,364,377	\$ 320.83
TDC w/o Land, Reserves & Commercial	\$ 17,660,134	\$ 308.53



2025 RENTAL AWARD SUMMARY

Project Name & Address	Desert Hope Apartments Phase II dba Paseos Verdes I 905 South Campo Street Las Cruces, Doña Ana County, NM 88001			
Proposed Awards	\$400,000	National Housing Trust Fund (NHTF)	Rate	0%
Borrowers	Desert Hope Phase II, LLLP dba Paseos Verdes I will be owned .01% by Paseos Verdes I GP, LLC, as General Partner, owned 100% by sole managing member MV Housing Development, LLC.; and 99.99% by MV Housing Development, LLC, a subsidiary of The Richman Group, as Limited Partner.			
Management	The J. L. Gray Company (JL Gray) was incorporated in New Mexico in 1985. Jack L. Curry and J. Scot Fishburn are the owners and founders. The company acquires, develops, and manages affordable and conventional residential communities in New Mexico, Arizona, Utah, Texas and Colorado. It has two corporate offices in New Mexico, the development office in Las Cruces, NM and the management office in Farmington, NM. It currently manages over 135 market rate and subsidized apartment communities in the above referenced state totaling over 5,000 units.			
Developers	<p>MV Housing Development, LLC is a New Mexico limited liability company established in 2016 with sole managing member, Mesilla Valley Public Housing Authority (MVPHA). MVPHA is currently led by Interim Executive Director, Elizabeth Garcia. The MVPHA is the housing authority for Southern New Mexico with properties from Anthony to Hatch. Its housing assistance for more than 6,000 residents spread over 2,500+ units varies from single to multi-family and the elderly population. Funding for the majority of MVPHA's projects originates from the U.S. Department of Housing and Urban Development. MVPHA is one of thirty-four (34) public housing authorities in New Mexico. It is the 5th largest in operating public housing units and the 4th largest in administering Section 8 Housing Choice Vouchers (rental assistance) in the State.</p> <p>The mission of the MVPHA is to lead the public effort in providing safe, affordable housing and associated services that provide opportunities to eligible persons in the City of Las Cruces and Doña Ana County.</p> <p>Mesilla Valley Public Housing Authority (MVPHA) CPA audited financials for FYE dated 06/30/2024 show unrestricted cash of \$6.28M, total assets of \$17.7M, a net worth of \$13.9M, a debt-to-worth ratio of 0.28 to 1.00, and a net (loss) of (\$834K);</p> <p>MVPHA CPA audited financials for FYE dated 06/30/2023 show unrestricted cash of \$6.69M, total assets of \$17.5M, a net worth of \$13.9M, a debt-to-worth ratio of 0.26 to 1.00, and a net (loss) of (\$34K);</p> <p>MVPHA CPA audited financials for FYE 06/30/2022 show unrestricted cash of \$6.2M, total assets of \$15.5M, a net worth of \$12.5M, a debt-to-worth ratio of 0.23 to 1.00, and a net loss of (\$424K);</p> <p>MVPHA internally prepared interim financial statement as of 12/2024 shows unrestricted cash of \$1.7M, total assets of \$5.2M, a net worth of \$3.7M, a debt-to-worth ratio of 0.38 to 1.00, and a net income of \$182K.</p>			
Project Type & Size	Desert Hope Apartments Phase II ("Desert Hope II") is a planned 80-unit affordable veteran and workforce housing development to be located on the corner of Colorado Avenue and South Campo Street in Las Cruces, NM. The development is part of a 218-unit master planned senior, veteran and workforce housing rental development. Twenty (20) units (or 25% of the project) will receive project-based rental assistance through MVPHA and resident selection will contain a preference for active duty or retired US military veterans. The project will serve low-income residents with forty-seven (47) units reserved for households at or below 60% of Area Median Income (AMI), thirteen (13) units reserved for households at or below 50% AMI, and twenty (20) units reserved for households at or below 30% AMI.			

Project Description	<p>Mesilla Valey Public Housing Authority is proposing the new construction of Desert Hope Phase II, which will consist of 218 studio, one, and two-bedroom apartment units in four residential buildings and nine duplexes/quads. The project will also include one community building. The proposed development is located on three adjacent parcels, totaling 7.22 acres, on S San Pedro Street in downtown Las Cruces.</p> <p>The first stage of this project will consist of 80 units in total on the westernmost vacant parcel at the site, with 20 units designated for veterans in the northernmost building and 60 workforce housing units in a building to the south. The second and third stages will involve the demolition and clearance of San Pedro Place, a public housing apartment community for seniors and residents with disabilities, on the remaining two parcels. Veteran's units will have services provided by the VA on-site. The buildings will be finished primarily in colored stucco and brick with aluminum storefront doors and windows.</p> <p>The property structures will include community rooms, management offices, maintenance rooms, and public restrooms. The veteran housing property will provide a common laundry room and the workforce units will have in-unit laundry and dishwashers. The workforce housing property will have an elevator for floor accessibility. Both the workforce and veteran housing properties will offer in-unit multi-use storage. Interior finishes will include luxury vinyl tile flooring (units), laminate countertops, wood cabinetry, painted gypsum board on walls and ceilings, carpet tile flooring (common areas), solid core doors, painted wood door casing and vinyl wall base. The existing MVPHA office is located on-site and will remain through Stage II of construction in the center of the site, directly adjacent to Stage I.</p> <p>A Novogradac market study dated 01/10/2025 generally defines the Subject's Primary Market Area as being comprised of the entirety of the city of Las Cruces, as well as the neighboring communities of Doña Ana, San Ysidro, Fairacres, Tortugas, San Pablo, and Mesilla, with boundaries that are generally defined as follows: North – Interstate 25 and the Las Cruces city limits, East – Dripping Springs Recreation Area and Moongate Road, South – Pajaro Road and West – Rio Grande River. Local stakeholders reported that the economy of Las Cruces is diversified, offering many jobs at differing skill levels to a variety of populations. Taking this into consideration it is likely that new renter households will continue to enter the market. The market area boundaries identified are a reasonable approximation regarding the potential renter market for the Subject. Therefore, we estimate 10 percent of the Subject's tenants will originate from outside the PMA. The demand estimates will be adjusted to reflect this potential for leakage. The Subject has frontage along the east side of S. Campo Street, the south side of Colorado Avenue, and the north side of E. Arizona Avenue. The Subject is located in a mixed-use neighborhood in the central portion of Las Cruces, NM. The Subject's neighborhood consists of mixed commercial, retail, and government uses, as well as single-family homes and multifamily uses. The Subject is located within reasonable proximity to commercial, recreation, schools, and healthcare services.</p> <p>The Demand Analysis within the market study illustrates demand for the Subject based on capture rates of size appropriate, income eligible renter households. When viewing total income-eligible renter households the calculation illustrates an overall capture rate of 0.6 percent as proposed and 1.1 percent absent subsidy, it appears there is significant demand as evidence by low vacancy rates and waiting lists among several comparables, as well as limited new affordable properties in the Subject's immediate area.</p> <p>The Subject's market appears to be performing well, with stable occupancy levels and waiting lists at several of the comparables. The comparable properties reported vacancy rates ranging from zero to 4.0 percent, with an overall weighted average of 1.5 percent. The average vacancy rate reported by the affordable comparables was 0.7, which is exceptionally low. Additionally, three affordable comparables reported waiting lists. The Subject will be newly constructed and will be in excellent condition, which will be slightly superior to superior to the comparables.</p>
Environmental & Site	<p>A Phase I Environmental Site Assessment (ESA) has been ordered and is anticipated to be completed in the Spring of 2025. Based on current known information, there are no anticipated environmental hazards at the project site.</p>

	As required by the National Housing Trust Fund, the project must be determined to be in compliance with HUD Environmental Provisions of 24 CFR part 93.301 before construction is complete.
Site and Neighborhood Standards (HOME and NHTF New Construction Only)	The project will be required to meet HUD's Site and Neighborhood Standards prior to the acquisition of the property.
Project Financials, Projections and Assumptions, and Subsidy Layering Review	<p>This project was underwritten utilizing a 7% vacancy as stated within MFA's standard for multifamily rental housing, which is considered conservative due to the low vacancy rates at nearby affordable housing properties. The applicant has provided a detailed 15-year cash flow projection for the project, which assumes a total average annual gross income of \$840,084. The developers estimate \$412,350 in total operating expenses less reserves and social services (i.e., \$5,154 per unit per year), which is within MFA's standard underwriting range of \$4,300 to \$5,800.</p> <p>The project's Debt Service Coverage Ratio (DSCR) starts at 1.20 to 1.00 in year one, increasing to 1.27 to 1.00 in year 15. This ratio is within MFA's underwriting standards of a range between 1.20 – 1.40 to 1:00 from year one of operation through year 15.</p> <p>The interest rate for Rocky Mountain CRC's first mortgage loan is assumed to be 7.30% (6.80% adjusted upwards by 50 basis points for underwriting). If, for any reason, the rate increases too much to accommodate the required DSCR, then the first mortgage permanent loan can be reduced and that portion of it replaced by a cash flow loan from Mesilla Valley Public Housing Authority.</p> <p>Currently, it appears that approximately 32% (\$582,511) of the \$1,825,000 developer fee will be deferred. Generally, a deferral in fee could be used to replace a portion of the first mortgage loan and would mitigate any possible interest rate risk that may occur between commitment and inception of the permanent loan. Deferral of the developer fee is usually allowable by the investor, provided that cash flow can repay the deferred fee by the end of the 15-year LIHTC compliance period. Current projections indicate the Subject would fully pay off the deferred developer fee by the end of year 11.</p> <p>Based on the investor's letter of interest, the project is currently underwritten using a credit price of 86 cents on the dollar, which is within the average range for recent LIHTC projects. Every one-cent drop in that price would create the need for roughly \$200K in additional deferred developer fee or cash flow loan from Mesilla Valley Public Housing Authority.</p> <p>Subsidy Layering Review</p> <p><u>National HTF</u>- MFA's Housing Development Department's underwriting guidelines, performed for the National Housing Trust Fund loan request, show this project is not over-subsidized per HUD regulations.</p>

Affordability Requirements	<p>NHTF: Two NHTF units consisting of: One 1-bedroom apartment unit and one 2-bedroom unit restricted to households earning the greater of 30% AMI or the federal poverty level, for which a Land Use Restriction Agreement (LURA) will be filed in Doña Ana County. The affordability period is 35 years, starting on the date of acceptance by HUD of a final NHTF project completion report and ends 35 years later.</p>
Repayment and Disbursement	<p><u>NHTF:</u></p> <p><u>Payments:</u> No payments during the construction period, which is not to exceed 24 months; thereafter, annual payments at a fixed principal payment of \$500, maturing in 35 years.</p> <p><u>Disbursement:</u> Allow up to three draws: two during the construction period and the third upon submission of a final NHTF project completion report to HUD.</p>
Special Conditions	<ol style="list-style-type: none"> 1. All loans are subject to MFA's final underwriting for project feasibility if needed. Loan amounts may be reduced if the financing gap decreases, and/or terms (i.e. interest rate & amortization) may be revised in line with projected cash flow at closing; 2. Any changes or additions to the following development team members listed in the loan application must be approved by MFA: developer, contractor, management company, consultant, or architect; 3. Financing commitments acceptable to MFA prior to funding on all funding sources; 4. Acceptance of 2025 award of Low-Income Housing Tax Credits (LIHTC); 5. Approval of plans/construction monitoring/draws by MFA's Architectural Services Representative or a third party acceptable to MFA (i.e. hired by MFA, investor, or primary construction lender) and shared with MFA. Cost to be paid by applicant; 6. Other conditions as may be determined by staff; and 7. Subject to availability of funds. <p>Additional Conditions: NHTF Loan</p> <ol style="list-style-type: none"> 8. Loan to be in second lien position; and 9. HUD Environmental Provision (EP) approval must occur prior to construction completion; and 10. If applicable, project building plans must meet NHTF Rehabilitation Standards prior to acquisition and construction start; and 11. If other than minimal funds used during construction (i.e. \$50,000 or less), Mesilla Valley Public Housing Authority must provide a guarantee.

MFA Commitments to Other Projects	<u>Mesilla Valley Public Housing Authority</u> 2019 – Desert Hope I - \$5,600,000 (9% LIHTC) 2021 – Desert Hope I - \$315,339 (NHTF) – NHTF21002 <i>(1) Risk Share loans carry 10% MFA risk</i> <i>(2) Bonds are non-recourse to MFA</i> <i>(3) Loan Balances as of quarterly report dated 12/31/2024</i>	
MFA Exposure	\$315,339 (excludes LIHTC, grants and loans pending approval)	
Risk Factors	<ol style="list-style-type: none"> 1. Market – Low (Strong demand for proposed property in PMA) 2. Construction – Medium (construction material pricing remains high, however, the developer is experienced plus the investor and main construction lender will provide additional oversight and controls) 3. Developer – Medium 4. Guarantor – Medium 5. General Partner/Managing Member – Medium (i.e. the developer) 6. Community Opposition – Low (other comparable affordable housing entities operate in the area with low vacancy and are well accepted by the current population) 7. Financing – Medium (as long as market conditions for interest rates & LIHTC pricing do not fluctuate too much, the project is feasible. However, in the event of adverse market conditions the project would not move forward. Final underwriting is required before loan closing to ensure viability before final commitment) 	
Summary & Recommendation	The proposed project presents a favorable risk profile and is recommended for approval.	
Prepared by	Joshua Howe, Development Loan Manager II	Date May 6, 2025
Reviewed by	George Maestas, Director of Housing Development	Date May 6, 2025

PROJECT INFORMATION SUMMARY						
Project Name		City	NC, AR, or NC/AR	Total # Units	Unit Sizes	Target AMIs
Desert Hope II dba Paseos Verdes I		Las Cruces	NC	80	0 BR, 1BR and 2BR	30%, 50%, and 60%
Total Development Cost	\$ 22,781,049					
Borrowers	Desert Hope Phase II, LLLP dba Paseos Verdes I					
Management	The J.L. Gray Company		YEAR BUILT (AR)		LIHTC ALLOC	4% or 9%
Developer	MV Housing Development, LLC				\$ 1,700,000	9%
			NC = New Construction AR = Acquisition/Rehab AMI = Area Median Income MR = Market Rate apartments			
NATIONAL TRUST FUND (NHTF) LOAN INFORMATION			NUMBER OF NHTF UNITS:			2
Funds Available as of:	03/31/24	\$342,940				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$1,500,000	\$400,000				
Rates	0.0%	0.0%				
Loan Fees	N/A	N/A				
Maximum Loan Term	2 yr construct, no max on perm	2yr construct, 35yr perm				
Loan Amortization	Cash-flow or Forgivable	Cash-flow	Cash Flow or \$500 Annual Payment			
Lien Position	Subordinate allowed	2nd				
Affordability Requirements	Min 30 years, Max 30% AMI	35 years, 30% AMI or less				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.2				
Scoring Criteria	40-115 points	78				

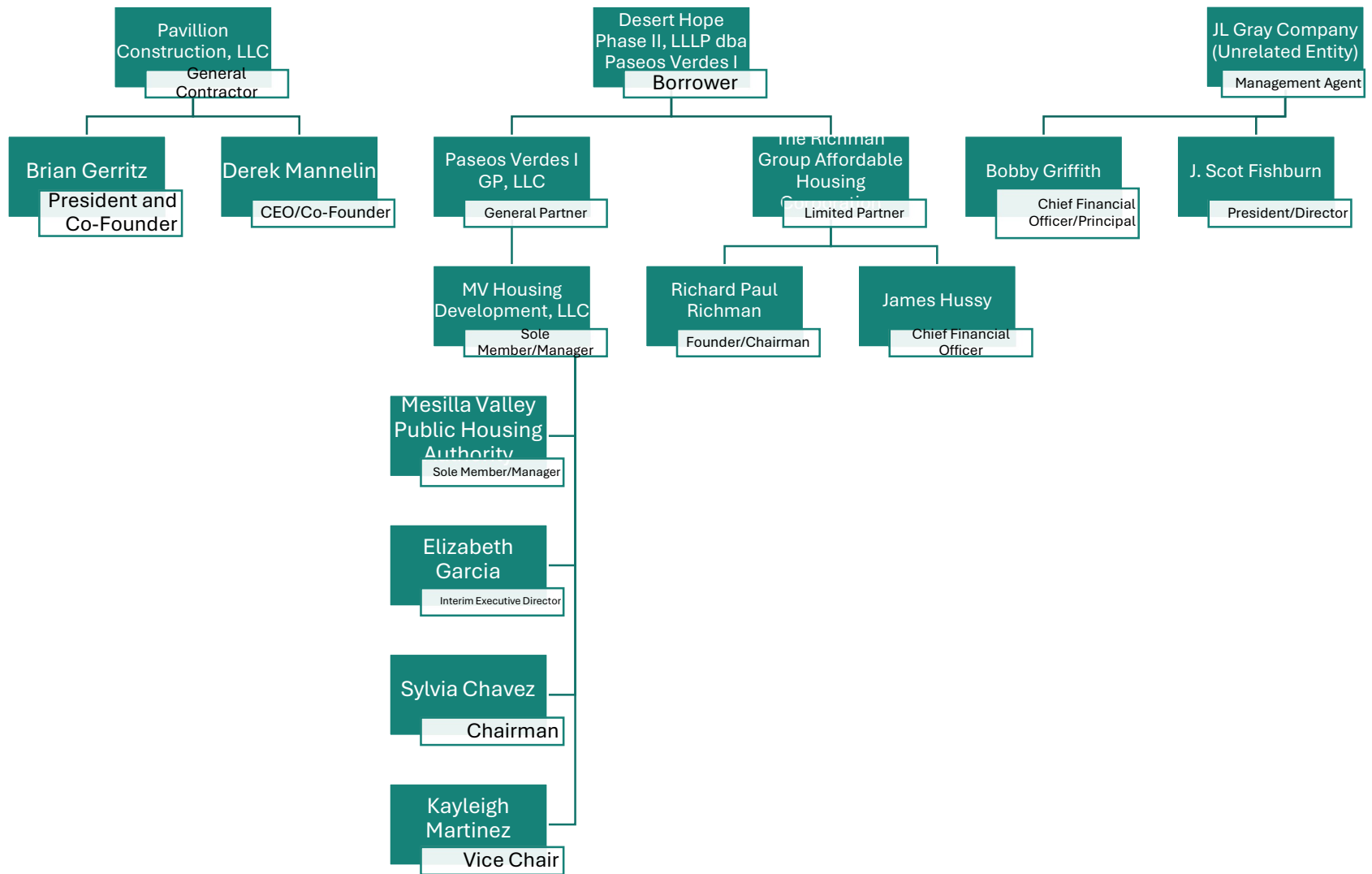
TOTAL DEVELOPMENT COST INFORMATION SUMMARY				
Project:	Desert Hope II dba Paseos Verdes I	Total	% TDC	Cost/GSF*
Acquisition Costs (land, building acquisition, & other acquisition costs)		\$ 480,000	2%	\$ 6.11
Construction Hard Costs		\$ 13,413,150	59%	\$ 170.65
Other Construction Costs (contractor O&P, general req, GRT, landscaping, furnishings, etc)		\$ 3,995,663	18%	\$ 50.83
Professional Services/Fees (architect, engineer, real estate legal, etc)		\$ 800,000	4%	\$ 10.18
Construction Financing Costs (interest, insurance, inspections, fees, etc)		\$ 1,550,439	7%	\$ 19.73
Permanent Financing Costs (fees, title/recording, etc)		\$ -	0%	\$ -
Other Soft Costs (tax credit fees, environmental reports, appraisals, accounting, etc)		\$ 321,797	1%	\$ 4.09
Syndication-Related Costs (organization, bridge loan, tax opinion, etc)		\$ -	0.0%	\$ -
Reserves (rent-up, operating, replacement, escrows, etc)		\$ 395,000	2%	\$ 5.03
Developer Fees (inc consultant fees)		\$ 1,825,000	8%	\$ 23.22
Total Development Costs (TDC)		\$ 22,781,049	100%	\$ 289.83
TDC w/o Land, Reserves & Commercial		\$ 21,906,049	96%	\$ 278.70

CONSTRUCTION SOURCES				
Project:	Desert Hope II dba Paseos Verdes I	Total	% of Total	Per Unit
Construct. Lender	BMO Harris Bank N.A.	\$ 14,000,000	61.5%	\$ 175,000.00
2nd Lien Holder	National Housing Trust Fund - Housing NM/MFA	\$ 380,000	1.7%	\$ 4,750.00
3rd Lien Holder	City of Las Cruces - City Funds	\$ 1,350,000	5.9%	\$ 16,875.00
Other	Mesilla Valley Public Housing Authority - Community Project Funding	\$ 2,200,000	9.7%	\$ 27,500.00
Other			0.0%	\$ -
Other			0.0%	\$ -
Other			0.0%	\$ -
Deferred Developer Fee			0.0%	\$ -
LIHTC Equity		\$ 4,851,049	21.3%	\$ 60,638.11
Total Construction Sources		\$ 22,781,049	100.0%	\$ 284,763.11

PERMANENT SOURCES				
Project:	Desert Hope II dba Paseos Verdes I	Total	% of Total	Per Unit
Permanent Lender - 1st Lien	Rocky Mountain CRC	\$ 3,150,000	13.8%	\$ 39,375.00
2nd Lien Holder	National Housing Trust Fund - Housing NM/MFA	\$ 400,000	1.8%	\$ 5,000.00
3rd Lien Holder	City of Las Cruces - City Funds	\$ 1,350,000	5.9%	\$ 16,875.00
Other	Mesilla Valley Public Housing Authority - Community Project Funding	\$ 2,200,000	9.7%	\$ 27,500.00
Other	City of Las Cruces - Land Donation	\$ 480,000	2.1%	\$ 6,000.00
Other			0.0%	\$ -
Other			0.0%	\$ -
Deferred Developer Fee		\$ 582,511	2.6%	\$ 7,281.39
LIHTC Equity		\$ 14,618,538	64.2%	\$ 182,731.73
Total Permanent Sources		\$ 22,781,049	100.0%	\$ 284,763.11

Development Cost Budget		
Desert Hope II dba Paseos Verdes I	Gross Sq. Footage:	78,601
Las Cruces	TOTAL COST	COST/GSF
ACQUISITION COSTS		
Land Acquisition	\$ 480,000	\$ 6.11
Building Acquisition	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 480,000	\$ 6.11
CONSTRUCTION HARD COSTS		
Demolition	\$ 299,500	\$ 3.81
Accessory Structures	\$ -	\$ -
Site Construction	\$ 1,038,400	\$ 13.21
Buildings and Structures	\$ 12,075,250	\$ 153.63
Off-Site Improvements	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 13,413,150	\$ 170.65
OTHER CONSTRUCTION COSTS		
Contractor Overhead	\$ 268,263	\$ 3.41
Contractor Profit	\$ 804,789	\$ 10.24
General Requirements	\$ 804,789	\$ 10.24
Construction Contingency	\$ 749,575	\$ 9.54
Gross Receipts Tax (GRT)	\$ 1,248,247	\$ 15.88
Landscaping	\$ -	\$ -
Furniture, Fixtures, & Equipment	\$ 120,000	\$ 1.53
Other: Hard Cost Contingency	\$ -	\$ -
SUBTOTAL	\$ 3,995,663	\$ 50.83
PROFESSIONAL SERVICES/FEES		
Architect (Design)	\$ 262,500	\$ 3.34
Architect (Supervision)	\$ 87,500	\$ 1.11
Attorney (Real Estate)	\$ 100,000	\$ 1.27
Engineer/Survey	\$ 350,000	\$ 4.45
Other : Entitlement Consultant	\$ -	\$ -
SUBTOTAL	\$ 800,000	\$ 10.18
CONSTRUCTION FINANCING COSTS		
Hazard Insurance	\$ 150,000	\$ 1.91
Liability Insurance	\$ 191,138	\$ 2.43
Performance Bond	\$ 169,112	\$ 2.15
Interest	\$ 777,189	\$ 9.89
Origination\Discount Points	\$ 188,000	\$ 2.39
Credit Enhancement	\$ -	\$ -
Inspection Fees	\$ 25,000	\$ 0.32
Title and Recording	\$ 50,000	\$ 0.64
Legal	\$ -	\$ -
Taxes	\$ -	\$ -
Other	\$ -	\$ -
SUBTOTAL	\$ 1,550,439	\$ 19.73

Project: Desert Hope II dba Paseos Verdes I		
PERMANENT FINANCING COSTS		
Bond Premium	\$ -	\$ -
Credit Report	\$ -	\$ -
Origination\Discount Points	\$ -	\$ -
Credit Enhancement	\$ -	\$ -
Title and Recording	\$ -	\$ -
Legal	\$ -	\$ -
Cost of Bond Issuance	\$ -	\$ -
Pre-Paid MIP	\$ -	\$ -
Reserves and Escrows	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ -	\$ -
SOFT COSTS		
Market Study	\$ 6,500	\$ 0.08
Environmental	\$ -	\$ -
Tax Credit Fees	\$ 157,750	\$ 2.01
Appraisal	\$ 6,500	\$ 0.08
Hard Relocation Costs	\$ -	\$ -
Accounting/Cost Certification	\$ 35,000	\$ 0.45
Other: Soft Cost Contingency	\$ 116,047	\$ 1.48
SUBTOTAL	\$ 321,797	\$ 4.09
SYNDICATION		
Organization	\$ -	\$ -
Bridge Loan	\$ -	\$ -
Tax Opinion	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ -	\$ -
TDC before Dev. Fees & Reserves	\$ 20,561,049	\$ 262
RESERVES		
Rent Up	\$ 50,000	\$ 0.64
Operating	\$ 345,000	\$ 4.39
Replacement (inc. only if capitalized)	\$ -	\$ -
Escrows/Working Capital	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 395,000	\$ 5.03
DEVELOPER FEES		
Developer Fee	\$ 1,750,000	\$ 22.26
Consultant Fee	\$ 75,000	\$ 0.95
SUBTOTAL	\$ 1,825,000	\$ 23.22
Total Development Cost (TDC)	\$ 22,781,049	\$ 289.83
TDC w/o Land, Reserves & Commercial	\$ 21,906,049	\$ 278.70



2025 RENTAL AWARD SUMMARY

Project Name & Address	Villa de Tularosa Senior Housing Apartments 1205 Monte Vista Avenue, Tularosa, Otero County, NM 88352			
Proposed Award	\$400,000	National Housing Trust Fund (NHTF)	Rate	0.00%
	\$2,500,000	New Mexico Housing Trust Fund (NMHTF)	Rate	2.00%
	\$1,950,000	Primero Investment Fund (PIF)	Rate	2.50%
Borrowers	Villa de Tularosa, LLLP (To be formed) will be owned .01% by To Be Formed NM LLC, as General Partner, with Tierra del Sol Housing Corporation as its Sole Member; and 99.99% by a to-be-determined tax credit investor, as Limited Partner.			
Management	To Be Determined			
Developer	<p>Tierra del Sol Housing Corporation (TDSHC), is a private, nonprofit organization incorporated in 1973 and 1980, in New Mexico and Texas respectively, and headquartered in Las Cruces, NM. TDSHC is a regional housing and community development corporation whose purpose is to improve the quality of life and economic conditions of low-income persons residing in distressed and underserved communities by providing affordable housing and community development through construction activities, lending, training and employment opportunities.</p> <p>TDSHC (led by Executive Director, Rose Garcia) has sponsored and developed 1,131 units in 31 scattered multifamily rental properties in sixteen (16) communities of New Mexico and west Texas for a total financial investment of \$69 million. Financing is from various sources in the form of loans, grants and equity investments to assure affordability to benefit very low, low-and-moderate income persons. Financing includes private lenders, equity syndicators and investors, the U. S. Department of Housing & Urban Development, U. S. Department of Agriculture Rural Development, NM Mortgage Finance Authority, the Texas Department of Housing & Community Affairs for the Low Income Housing Tax Credits (LIHTC), Federal Home Loan Banks, NeighborWorks Capital, Enterprise Foundation, Rural Local Initiatives Support Corporation, local governments and several private foundation sources. TDSHC currently owns, manages, and/or operates 22 multifamily housing sites providing 810 units of affordable rental housing for low-income families that include farmworkers, the elderly, and persons with disabilities.</p> <p>The development team has worked together previously on multiple similar substantial rehabilitation projects. The team supporting TDSHC with the development of Villa de Tularosa will include Consultant Cesar Marengo, Architect J. David Hickman with Jeebs & Zuzu, General Contractor Jim Tofel with Tofel Dent Construction, Legal Counsel Mark Berry, and accountant Matt Stille with Cohn Reznick, who all have extensive experience developing and delivering LIHTC projects on time and on budget.</p> <p>Tierra del Sol Housing Corporation (TDSHC) CPA audited financials for FYE 09/30/21 show Unrestricted Cash of \$477K, Total Assets of \$16.04M, a Net Worth of \$10.09M, a Debt-to-Worth ratio of 0.59:1.00 (ideal = 0.30 to 0.60), a Net Income of \$698K and positive Traditional Cash Flow;</p> <p>CPA audited financials for FYE 09/30/22 show Unrestricted Cash of \$1.58M, Total Assets of \$14.18M, a Net Worth of \$10.8M, a Debt-to-Worth ratio of 0.31:1.00, a Net Income of \$875K and a positive Traditional Cash Flow;</p> <p>CPA audited financials for FYE ending 09/30/2023 show Unrestricted Cash of \$1.3M, Total Assets of \$12.6M, a Net Worth of \$9.6M, and a Debt-to-Worth ratio of 0.32:1.00;</p> <p>TDSHC company-prepared interim financial statements starting 10/01/24 ending 02/28/25 show \$2.68M in Cash, \$11.67M in Total Assets, \$3.13M in Total Liabilities, a Net Worth/Equity of \$8.54M,</p>			

	<p>resulting in a Debt-to-Worth ratio of 0.37:1.00, a positive Net Income of \$1.3M FYTD, and a positive Traditional Cash Flow.</p> <p><i>*Per communications with TDSHC, CPA audited financials for FYE ending 09/30/2024 are not due for completion until mid-May 2025*</i></p>
Project Type & Size	<p>Acquisition and Rehabilitation of an existing 22-unit multifamily housing development located on a 2.67-acre site in Tularosa, NM. Six (6) units (25% of the project) will be reserved for individuals with special needs. Nine (9) units will be income-restricted to households earning 30% or less of Area Median Income (AMI) and thirteen (13) units will be income-restricted to households earning 50% or less of AMI. 100% of the units at Villa de Tularosa receive project-based rental assistance.</p>
Project Description	<p>TDSHC proposes a substantial rehabilitation of Villa de Tularosa Senior Housing Apartments utilizing the LIHTC funding process to extend the useful life of this community asset and incorporates amenities and services to improve the quality of life.</p> <p>Villa de Tularosa is an existing HUD 202 project with Project Based Rental Assistance (PBRA) subsidy on all units, located in Tularosa Village in Otero County, New Mexico at 1205 Monte Vista Ave, Tularosa, NM 88352. Villa de Tularosa targets seniors 62 years of age or older and individuals with physical and/or mental disabilities, with 25% of the units set aside for individuals with a special need. Villa de Tularosa was provided an additional HOME loan, term 15 years, in 2010 by Housing New Mexico/MFA which is to be forgiven this year. Villa de Tularosa was constructed in 1986 consisting of 4 single-story residential buildings and 1 single-story community building situated around a central community building and courtyard fronting the parking lot along Monte Vista Avenue. The total existing gross square footage for the project is 12,926 square feet, with a unit mix of 6 efficiency studio units and 16 one-bedroom units. The efficiency studio units are 449 gross square feet, and the one bedroom units are 561 gross square feet. The current amenities are a community building, which includes offices, laundry room and maintenance shop; 22 parking stalls, two of which are handicap accessible.</p> <p>Although Villa de Tularosa remains structurally sound and is not functionally obsolescent, Villa de Tularosa's substantial rehabilitation Scope of Work will address several major systems. It will replace the existing HVAC with a more efficient system to meet the 65 or less Home Energy Rating System (HERS) score requirement and lower utility costs. It will improve the condition and tightness of the building envelope by repairing the stucco surface through painting and patching, sealing the existing low E windows, and installing new insulated front doors to minimize/stop any air infiltration and transfer of heat/cold during the different seasons of the year. It will also improve the plumbing by replacing the fixtures, water heaters, and commodes and upgrade the electrical systems by installing LED lighting and GFCI breakers in the kitchens/bathrooms. Interior finishes will be updated including new paint & plank vinyl flooring. The community building will undergo a reconfiguration of the interior which will include the moving of walls, electrical, plumbing, & sewer lines. The overall project work area will easily exceed 50% of the aggregate area of the buildings.</p> <p>Services will include a social service coordinator (present at least twice a week for 10 hours) and Enrichment Services, CPR training, Health screenings, Nutrition Classes, Computer Training, Job Development, Gardening Classes, and Food Pantry. Services will be provided on-site and at no cost to residents. The community building will be renovated and reconfigured to provide office space for services, events, and social interaction.</p> <p>A Kinetic Valuation Group market study dated 12/24/2024 generally defines the Subject's Primary Market Area as a polygon consisting of the northern portion of Otero County, which consists of the town of Tularosa and City of Alamogordo. Tenants residing in this market are willing to relocate throughout the PMA to find good quality affordable housing. In addition, the study also states that the analysis of the market indicates support for the feasibility of the project and affordable housing developments in the PMA are experiencing stable occupancy levels. Villa de Tularosa's unit mix, size, rents, and amenity package are appropriate for its location and market. The Annual Demand Estimate calculates a Capture Rate of 1.7% for Villa de Tularosa. Finally, Kinetic Valuation Group</p>

	<p>found that vacancies, based upon properties surveyed, ranged from 0.0% to 2.0% with an overall average vacancy rate of 0.4%. Villa de Tularosa is expected to maintain a 5% vacancy rate or less.</p> <p>TDSHC is ready to proceed immediately with the substantial rehabilitation of Villa de Tularosa. Groundbreaking can occur within 6-8 months of an LIHTC allocation and construction completion within 10-12 months thereafter.</p>
Environmental & Site	<p>There are no known environmental issues affecting the Subject site, surrounding area, or original construction materials utilized to build the existing structures. A Phase 1 Environmental Site Assessment has been ordered as of Spring 2025 and findings will be reviewed for acceptability by Housing NM/MFA staff once received.</p> <p>As required by the National Housing Trust Fund, an Environmental Provision will need to be approved by Housing NM/MFA before construction is complete.</p>
Site and Neighborhood Standards (HOME and NHTF New Construction only)	N/A – Acquisition/Rehabilitation
Project Financials, Projections and Assumptions, and Subsidy Layering Review (HOME only)	<p>The applicant has provided a detailed 15-year cash flow projection for the project, which assumes a total earned gross income of \$188,032. The developers estimate \$129,807 in average total operating expenses less reserves and social services (i.e., \$5,900 per unit per year), which is slightly above Housing NM/MFA's standard underwriting range of \$4,300 to \$5,800. It is worth noting that smaller multifamily properties such as Villa de Tularosa do not benefit from the economies of scale of larger properties with costs spread over more units. This effect is particularly accentuated with fixed costs such as management, maintenance, and employee benefits costs where expenses per unit tend to be significantly higher in smaller properties.</p> <p>The Debt Service Coverage Ratio (DSCR) starts at 1.29 to 1.00 in year one, holding steady at 1.29 to 1.00 in year 15. This ratio is within Housing NM/MFA's underwriting standards of a range between 1.20 – 1.40 to 1:00 for the first 15 years of operation.</p> <p>Currently, it appears that approximately 3% (\$18,663) of the \$550,000 developer fee will be deferred. Deferral of the developer fee is usually allowable by the investor, provided that cash flow can repay the deferred fee by the end of the 15-year LIHTC compliance period. Current projections indicate the Subject would fully pay off the deferred developer fee by the end of year three (3).</p> <p>With all units receiving rental assistance from project-based vouchers and a market study supporting <5% vacancy for the Subject, this project was underwritten at a 5% vacancy rather than MFA's standard 7% vacancy. Per Housing NM/MFA's Underwriting Guidelines, for projects with at least 90% of all apartments covered by a federal rental assistance contract, Housing NM/MFA may use the market study vacancy factor but not less than 5%.</p> <p>Based on the investor's letter of interest, the project is currently underwritten using a credit price of 85 cents on the dollar, which is within the average range for recent 9% LIHTC projects.</p> <p>Subsidy Layering Review</p> <p><u>National HTF</u> – Housing NM/MFA's Housing Development Department's underwriting guidelines, performed for the National Housing Trust Fund loan request, show this project is not over-subsidized per HUD regulations as of 04/17/2025.</p>

Affordability Requirements	<p><u>NHTF:</u></p> <p>Two (2) 1-bedroom apartments restricted to households earning the greater of 30% AMI or the federal poverty level, for which a Land Use Restriction Agreement (LURA) will be filed in Otero County. The affordability period is 35 years, starting on the date of acceptance by HUD of a final NHTF project completion report and ends 35 years later.</p> <p><u>NMHTF:</u></p> <p>Twenty-two (22) units income-restricted to households earning 60% or less of AMI for which a Land Use Restriction Agreement (LURA) will be filed in Otero County. The NMHTF affordability period is 40 years; 20 as required by Affordable Housing Act Rules and 20 for MFA's extended affordability period (i.e., in concurrence with the loan term) and starts on the date the Certificate of Occupancy is issued.</p> <p><u>Primero:</u></p> <p>Nine (9) units reserved for households earning 60% or less of AMI for which a Land Use Restriction Agreement (LURA) will be filed in Otero County. The Primero affordability period is 5 years and will start on the date that the architect of record issues a certificate of substantial completion AIA Form G704.</p>
Repayment and Disbursement	<p><u>NHTF:</u></p> <p><u>Payments:</u> No payments during the construction period, which is not to exceed 24 months; thereafter, annual payments, 1) as determined from available cash flow or 2) a fixed principal payment of \$500, maturing in 35 years.</p> <p><u>Disbursement:</u> Allow up to three draws: two during the construction period, and the third upon submission of a final NHTF project completion report to HUD.</p> <p><u>NMHTF:</u></p> <p><u>Payments:</u> Interest only monthly during the construction period not to exceed 24 months; thereafter, 479 equal principal and interest payments, during the permanent loan period, based on a 40-year amortization, with one final payment of all outstanding principal and interest due at maturity. All outstanding principal and interest due at the earlier of maturity, refinance, or sale of the project.</p> <p><u>Disbursement:</u> Multiple disbursements upon evidence of costs incurred, not more frequently than monthly.</p> <p><u>Primero:</u></p> <p><u>Payments:</u> Interest monthly during the construction period not to exceed 24 months; outstanding principal and interest due at maturity.</p> <p><u>Disbursement:</u> Multiple disbursements upon evidence of costs incurred, not more frequently than monthly.</p>
Special Conditions	<ol style="list-style-type: none"> 1. All loans are subject to Housing NM/MFA's final underwriting for project feasibility if needed. Loan amounts may be reduced if the financing gap decreases, and/or terms (i.e. interest rate & amortization) may be revised in line with projected cash flow at closing; 2. Any changes or additions to the following development team members listed in the loan application must be approved by Housing NM/MFA: developer, contractor, management company, consultant or architect;

	<ol style="list-style-type: none"> 3. Financing commitments acceptable to Housing NM/MFA prior to funding on all funding sources; 4. Acceptance of 2025 award of Low-Income Housing Tax Credits (LIHTC); 5. Approval of plans/construction monitoring/draws by Housing NM/MFA's Architectural Services Representative or a third party acceptable to Housing NM/MFA (i.e. hired by Housing NM/MFA, investor or primary construction lender) and shared with Housing NM/MFA. Cost to be paid by applicant; 6. Other conditions as may be determined by staff; and 7. Subject to availability of funds. <p>Additional Conditions: NHTF Loan</p> <ol style="list-style-type: none"> 8. Loan to be in first lien position; and 9. HUD Environmental Provision (EP) approval must occur prior to construction completion; and 10. Project building plans must meet NHTF Rehabilitation Standards prior to acquisition and construction start; and 11. If other than minimal funds used during construction (i.e. \$50,000 or less), Tierra Del Sol Housing Corporation must provide a guarantee. <p>Additional Conditions: NMHTF</p> <ol style="list-style-type: none"> 12. Loan to be in second lien position; and 13. Tierra Del Sol Housing Corporation must provide a construction guarantee. <p>Additional Conditions: Primero Loan</p> <ol style="list-style-type: none"> 14. Loan to be in third lien position (construction only); and 15. Tierra Del Sol Housing Corporation must provide a construction guarantee.
Housing NM/MFA Commitments to Other Projects	<p><u>Tierra del Sol Housing Corporation:</u></p> <p>2006 HOME – El Cerrito Housing – Loan# HM043 - \$240,000 2006 LIHTC – Sonora Vista - \$454,013 2009 EnergySavers – Alta Tierra – Loan #ES08001 - \$143,299 2009 LTTF - Alta Tierra - Loan #LTTF08002 - \$137,568 2009 NMHTF - Alta Tierra - Loan #HTF08007 - \$322,434 2010 HOME - Villa de Tularosa- Loan #HM110 - \$599,900 2012 Primero - Villa del Sol - \$75,000 2013 LIHTC – Colonial Hillcrest - \$766,994 2013 LIHTC El Camino Real - \$1,022,914 2015 HOME - Cielo Del Oro - Loan #HM151 - \$356,250 2016 Risk Share - Cielo Del Oro - Loan #RS098 - \$386,907 (\$38,691 = 10%) 2016 GF – James K Lyons – Loan# MF99028-B - \$13,102 2023 NMHTF – Tierra Encantada – \$2,000,000 2023 NHTF – Tierra Encantada - \$400,000 2023 Primero – Tierra Encantada - \$1,000,000 2024 NMHTF – Vado New Horizons Phase IB - \$1,000,000 2024 Primero – Vado New Horizons Phase IB - \$2,500,000</p> <p>⁽¹⁾ Risk Share loans carry 10% Housing NM/MFA risk ⁽²⁾ Bonds are non-recourse to Housing NM/MFA ⁽³⁾ Loan Balances as of 12/31/2024</p>
Housing NM/MFA Exposure	\$8,826,244 (excluding LIHTC)

<u>Risk Factors</u>	<ol style="list-style-type: none"> 1. Market – Low (Strong demand for proposed property in PMA) 2. Construction – Medium (construction material pricing remains volatile and the futures are uncertain, however, the developer is experienced plus the investor and main construction lender will provide additional oversight and controls) 3. Developer – High 4. Guarantor – High 5. General Partner/Managing Member – Medium (i.e. the developer) 6. Community Opposition – Low (existing project) 7. Financing – Medium (as long as market conditions for interest rates & LIHTC pricing do not fluctuate downward any further, the project is feasible. However, in the event of adverse market conditions the project would not move forward. Final underwriting is required before loan closing to ensure viability before final commitment) 		
Summary & Recommendation	The proposed project presents a favorable risk profile and is recommended for approval.		
Prepared by	Joshua Howe, Development Loan Manager II 	Date	May 6, 2025
Reviewed by	George Maestas, Director of Housing Development 	Date	May 6, 2025

PROJECT INFORMATION SUMMARY						
Project Name		City	NC, AR, or NC/AR	Total # Units	Unit Sizes	Target AMIs
Villa de Tularosa Senior Housing Apartments		Tularosa	A/R	22	0 BR and 1 BR	50% and 30% AMI or less
Total Development Cost	\$ 6,071,086					
Borrowers	Villa de Tularosa, LLLP (to be formed)					
Management	To Be Determined		YEAR BUILT (AR)		LIHTC ALLOC	4% or 9%
Developer	Tierra del Sol Housing Corporation		1986		\$ 535,747	9%
			NC = New Construction AR = Acquisition/Rehab AMI = Area Median Income MR = Market Rate apartments			
NATIONAL TRUST FUND (NHTF) LOAN INFORMATION			NUMBER OF NHTF UNITS:		2	
Funds Available as of:	03/31/25	\$342,940				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$1,500,000	\$400,000				
Rates	0.0%	0.0%				
Loan Fees	N/A	N/A				
Maximum Loan Term	2 yr construct, no max on perm	2 yr construct, 35yr perm				
Loan Amortization	Cash-flow or Forgivable	Cash Flow	Cash Flow or \$500 Annual Payment			
Lien Position	Subordinate allowed	1st				
Affordability Requirements	Min 30 years, Max 30% AMI	35 years, 30% AMI or less				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.29	DSCR is 1.29 throughout years 1-15			
Scoring Criteria	40-115 points	100				

NEW MEXICO HOUSING TRUST FUND (NMHTF) RENTAL LOAN INFORMATION			NUMBER OF NMHTF UNITS:	22
Funds Available as of:	03/31/25	\$0	EXCEPTIONS/CONDITIONS/NOTES	
	MFA Guidelines	Loan Request		
Maximum Loan Amount	\$3,000,000	\$2,500,000		
Rates	0.0% to 5.0%	2.0%		
Loan Fees	N/A	N/A		
Maximum Loan Term	2 yr construct, 40 yr perm	2 yr construct, 40 yr perm		
Loan Amortization	Mthly during perm	40 yr		
Lien Position	Subordinate allowed	2nd		
Affordability Requirements	Min 20 years, Max 60% AMI	40 yrs, 60% AMI or less		
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.29	DSCR is 1.29 throughout years 1-15	
Scoring Criteria	57-112 points	82		
PRIMERO LOAN INFORMATION			NUMBER OF PRIMERO UNITS:	9
Funds Available as of:	03/31/25	\$56,593	EXCEPTIONS/CONDITIONS/NOTES	
	MFA Guidelines	Loan Request		
Maximum Loan Amount	\$3,000,000	\$1,950,000		
Rates	2.5%	2.5%		
Loan Fees	1.0%	1.0%		
Maximum Loan Term	2 yr construct only	2 yr construct only		
Loan Amortization	Due at maturity	Due at Maturity		
Lien Position	Subordinate allowed	3rd		
Affordability Requirements	5 yrs, max 60% AMI	5 yrs, 60% AMI or less		
DSCR	N/A	N/A		
Scoring Criteria	N/A	N/A		

TOTAL DEVELOPMENT COST INFORMATION SUMMARY				
Project:	Villa de Tularosa Senior Housing Apartments	Total	% TDC	Cost/GSF*
Acquisition Costs (land, building acquisition, & other acquisition costs)		\$ 910,000	15%	\$ 70.40
Construction Hard Costs		\$ 2,571,118	42%	\$ 198.91
Other Construction Costs (contractor O&P, general req, GRT, landscaping, furnishings, etc)		\$ 866,419	14%	\$ 67.03
Professional Services/Fees (architect, engineer, real estate legal, etc)		\$ 329,186	5%	\$ 25.47
Construction Financing Costs (interest, insurance, inspections, fees, etc)		\$ 381,968	6%	\$ 29.55
Permanent Financing Costs (fees, title/recording, etc)		\$ -	0%	\$ -
Other Soft Costs (tax credit fees, environmental reports, appraisals, accounting, etc)		\$ 358,290	6%	\$ 27.72
Syndication-Related Costs (organization, bridge loan, tax opinion, etc)		\$ -	0.0%	\$ -
Reserves (rent-up, operating, replacement, escrows, etc)		\$ 104,105	2%	\$ 8.05
Developer Fees (inc consultant fees)		\$ 550,000	9%	\$ 42.55
Total Development Costs (TDC)		\$ 6,071,086	100%	\$ 469.68
TDC w/o Land, Reserves & Commercial		\$ 5,916,981	97%	\$ 457.76

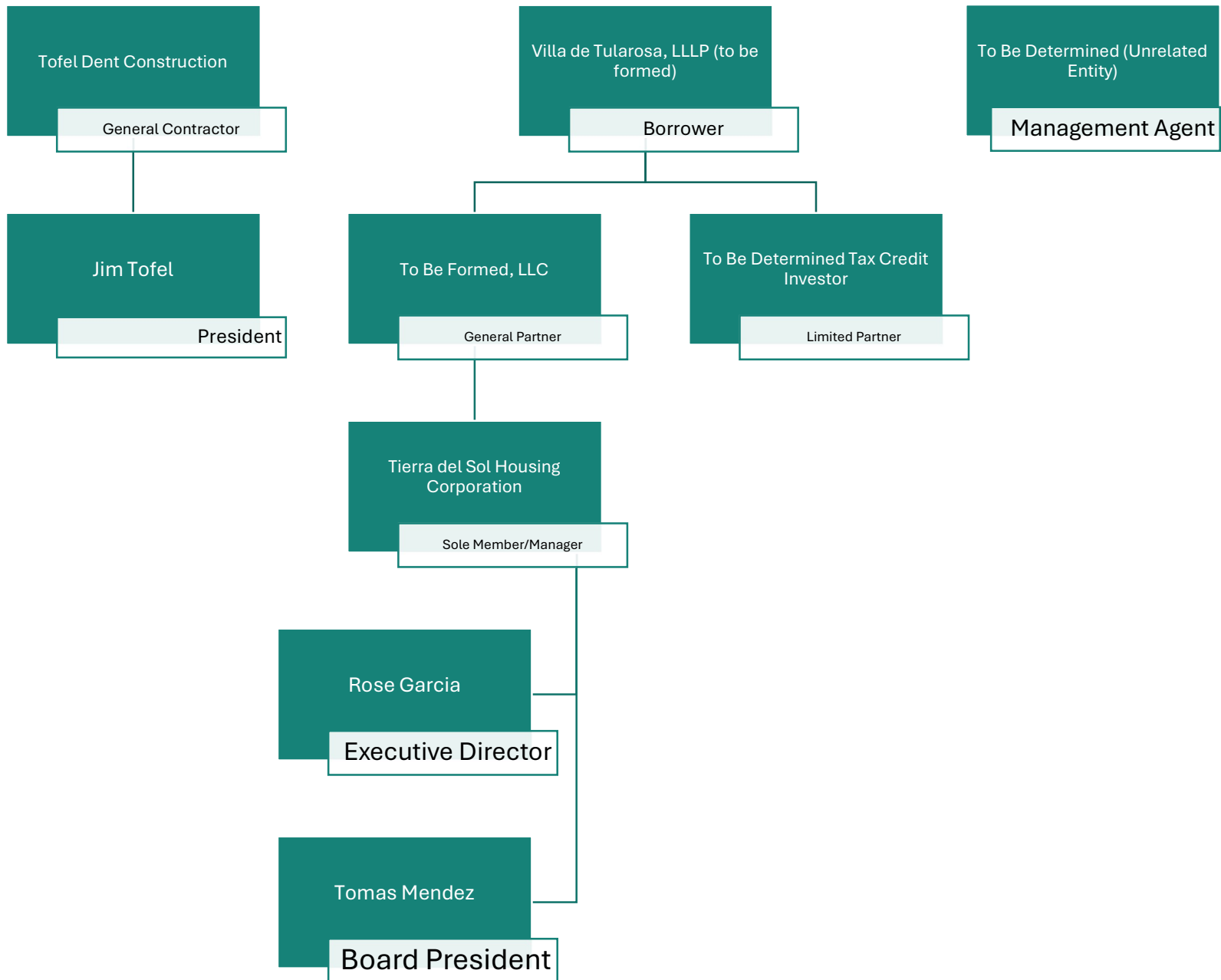
CONSTRUCTION SOURCES				
Project:	Villa de Tularosa Senior Housing Apartments	Total	% of Total	Per Unit
Construct. Lender	National Housing Trust Fund - Housing NM/MFA	\$ 400,000	6.6%	\$ 18,181.82
2nd Lien Holder	New Mexico Housing Trust Fund - Housing NM/MFA	\$ 2,500,000	41.2%	\$ 113,636.36
3rd Lien Holder	Primero Investment Fund - Housing NM/MFA	\$ 1,950,000	32.1%	\$ 88,636.36
Other	Tierra del Sol Housing Corporation - Seller Note	\$ 500,000	8.2%	\$ 22,727.27
Deferred Developer Fee		\$ 265,748	4.4%	\$ 12,079.45
LIHTC Equity		\$ 455,338	7.5%	\$ 20,697.18
Total Construction Sources		\$ 6,071,086	100.0%	\$ 275,958.45

PERMANENT SOURCES				
Project:	Villa de Tularosa Senior Housing Apartments	Total	% of Total	Per Unit
Permanent Lender - 1st Lien	National Housing Trust Fund - Housing NM/MFA	\$ 400,000	6.6%	\$ 18,181.82
2nd Lien Holder	New Mexico Housing Trust Fund - Housing NM/MFA	\$ 600,000	9.9%	\$ 27,272.73
Other	Tierra del Sol Housing Corporation - Seller Note	\$ 500,000	8.2%	\$ 22,727.27
Deferred Developer Fee		\$ 17,692	0.3%	\$ 804.18
LIHTC Equity		\$ 4,553,394	75.0%	\$ 206,972.45
Total Permanent Sources		\$ 6,071,086	100.0%	\$ 275,958.45

Development Cost Budget		
Villa de Tularosa Senior Housing Apartments	Gross Sq. Footage:	12,926
Tularosa	TOTAL COST	COST/GSF
ACQUISITION COSTS		
Land Acquisition	\$ 50,000	\$ 3.87
Building Acquisition	\$ 860,000	\$ 66.53
Other:	\$ -	\$ -
SUBTOTAL	\$ 910,000	\$ 70.40
CONSTRUCTION HARD COSTS		
Demolition	\$ 44,303	\$ 3.43
Accessory Structures	\$ -	\$ -
Site Construction	\$ 436,584	\$ 33.78
Buildings and Structures	\$ 2,090,231	\$ 161.71
Off-Site Improvements	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 2,571,118	\$ 198.91
OTHER CONSTRUCTION COSTS		
Contractor Overhead	\$ 51,419	\$ 3.98
Contractor Profit	\$ 154,263	\$ 11.93
General Requirements	\$ 154,089	\$ 11.92
Construction Contingency	\$ 257,112	\$ 19.89
Gross Receipts Tax (GRT)	\$ 234,536	\$ 18.14
Landscaping	\$ -	\$ -
Furniture, Fixtures, & Equipment	\$ 15,000	\$ 1.16
Other:	\$ -	\$ -
SUBTOTAL	\$ 866,419	\$ 67.03
PROFESSIONAL SERVICES/FEES		
Architect (Design)	\$ 224,707	\$ 17.38
Architect (Supervision)	\$ 39,929	\$ 3.09
Attorney (Real Estate)	\$ 18,000	\$ 1.39
Engineer/Survey	\$ 15,000	\$ 1.16
Other : MFA Design Review Fee, Capital Needs Assessment, Accessibility Consultant, HERS Testing	\$ 31,550	\$ 2.44
SUBTOTAL	\$ 329,186	\$ 25.47
CONSTRUCTION FINANCING COSTS		
Hazard Insurance	\$ -	\$ -
Liability Insurance	\$ 63,387	\$ 4.90
Performance Bond	\$ 51,206	\$ 3.96
Interest	\$ 111,875	\$ 8.66
Origination\Discount Points	\$ 7,500	\$ 0.58
Credit Enhancement	\$ 1,000	\$ 0.08
Inspection Fees	\$ 25,000	\$ 1.93
Title and Recording	\$ 40,000	\$ 3.09
Legal	\$ 32,000	\$ 2.48
Taxes	\$ 5,000	\$ 0.39

Other: Property, Liability, Builders Risk	\$ 45,000	\$ 3.48
SUBTOTAL	\$ 381,968	\$ 29.55

Project: Villa de Tularosa Senior Housing Apartments		
PERMANENT FINANCING COSTS		
Bond Premium	\$ -	\$ -
Credit Report	\$ -	\$ -
Origination\Discount Points	\$ -	\$ -
Credit Enhancement	\$ -	\$ -
Title and Recording	\$ -	\$ -
Legal	\$ -	\$ -
Cost of Bond Issuance	\$ -	\$ -
Pre-Paid MIP	\$ -	\$ -
Reserves and Escrows	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ -	\$ -
SOFT COSTS		
Market Study	\$ 6,000	\$ 0.46
Environmental	\$ 20,000	\$ 1.55
Tax Credit Fees	\$ 46,290	\$ 3.58
Appraisal	\$ 11,000	\$ 0.85
Hard Relocation Costs	\$ 220,000	\$ 17.02
Accounting/Cost Certification	\$ 30,000	\$ 2.32
Other: Building, Electric, Mechanical, Plumbing Permits; Plan Check, Zoning, Grading Fees, Indirect Construction Cost Contingency	\$ 25,000	\$ 1.93
SUBTOTAL	\$ 358,290	\$ 27.72
SYNDICATION		
Organization	\$ -	\$ -
Bridge Loan	\$ -	\$ -
Tax Opinion	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ -	\$ -
TDC before Dev. Fees & Reserves	\$ 5,416,981	\$ 419
RESERVES		
Rent Up	\$ 10,000	\$ 0.77
Operating	\$ 89,105	\$ 6.89
Replacement (inc. only if capitalized)	\$ -	\$ -
Escrows/Working Capital	\$ -	\$ -
Other: Social Services	\$ 5,000	\$ 0.39
SUBTOTAL	\$ 104,105	\$ 8.05
DEVELOPER FEES		
Developer Fee	\$ 550,000	\$ 42.55
Consultant Fee	\$ -	\$ -
SUBTOTAL	\$ 550,000	\$ 42.55
Total Development Cost (TDC)	\$ 6,071,086	\$ 469.68
TDC w/o Land, Reserves & Commercial	\$ 5,916,981	\$ 457.76

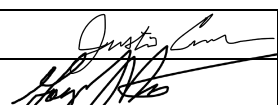



2025 RENTAL AWARD SUMMARY

Project Name & Address	San Mateo Manor 612 San Mateo Blvd. SE, Albuquerque, NM 87108			
Proposed Award	\$375,000	HOME	Rate	0%
	\$400,000	NHTF	Rate	0%
	\$3,000,000	NMHTF	Rate	3.0% Fixed
Borrower	San Mateo Manor L.P. (to be formed) will be owned 0.01% by San Mateo Manor GP, LLC (to be formed) as General Partner (owned 90% by Spire Real Estate Holdings, LLC as Managing General Partner and 10% by NewLife Homes, Inc. as Co-General Partner) and 99.99% by tax credit equity investor Ohio Capital Corporation for Housing (OCCH) as Limited Partner.			
Management	Monarch Properties, Inc. is a privately-held Texas corporation chartered in 1982. Monarch is involved with third-party, full-service management of multifamily apartment communities throughout New Mexico, Texas, and Oklahoma. The corporate office is located in Albuquerque, New Mexico. The total apartments under management have consistently averaged more than 7,500 with over 280 team members employed.			
Developer	<p>Spire Development, Inc. (Spire) is an Ohio-based development corporation founded in 2018. They are the developer and majority general partner of 36 LIHTC projects across Ohio, West Virginia, Kentucky, Michigan, and Arizona comprised of 1,744 affordable housing units. The principals of Spire possess a combined 28-years of experience in the development and financing of real estate.</p> <p>Thomas Grywalski is a co-founder, president, and chief executive officer of Spire. Prior to founding this organization, he worked for a mortgage banking and investment banking firm that specializes in providing financing solutions to the affordable housing and senior living communities.</p> <p>Scott Harrold is a co-founder, executive vice president, and chief operating officer of Spire. Mr. Harrold was previously a development executive for Steiner + Associates, where he worked as a real estate developer and master-planner performing development, leasing, and management functions.</p> <p>Spire's audited financial statements as of FYE 12/31/23 show unrestricted cash of \$2.1 MM, total assets of \$11.0 MM, a net worth of \$11.0 MM, a debt-to-worth ratio of 0.002 to 1.00, a net income of \$3.5 MM, and a positive traditional cash flow.</p> <p>Spire's audited financial statements as of FYE 12/31/24 show unrestricted cash of \$2.3MM, total assets of \$13.4MM, a net worth of \$13.4 MM, a debt-to-worth ratio of 0.004 to 1.00, and a net income of \$5.9 MM, and a positive traditional cash flow.</p>			
Project Type & Size	New construction of 50 multifamily units, including 40 one-bedroom units and 10 two-bedroom units. The project will be located on a 1.06-acre site. Forty units (80% of the project) will serve seniors aged 55 years and older. Ten units will be income restricted to households earning 80% or less of Area Median Income (AMI), 10 units will be income restricted to households earning 70% or less of AMI, 15 units will be income restricted to households earning 50% or less of AMI, and the final 15 units will be income restricted to households earning 30% or less of AMI. Ten units will receive HUD Section 811 Project Rental Assistance (PRA) vouchers.			
Project Description	<p>Spire is proposing the new construction of San Mateo Manor, a 50-unit multifamily apartment project targeting senior households in Albuquerque. The site is currently comprised of multiple lots which are zoned either MX-L (Mixed-Use – Low Density Zone District) or R-MH (Residential – Multi-family High Density Zone district), both of which allow for multifamily uses per the City of Albuquerque's Integrated Development Ordinance. The project will consist of 40 one-bedroom units, each at approximately 642 sq. ft. and 10 two-bedroom units, each at approximately 810 sq. ft. The project's gross square footage will be around 51,704 sq. ft. comprised of one, 3-story residential building.</p> <p>San Mateo Manor will feature a large community area with a kitchenette to serve as a central location for the provision of social services to residents, a gym, and a laundry room. The site's landscaping will include drought-resistant xeriscaping.</p> <p>Adjacent to the project site are commercial uses and multifamily homes. The project is in close proximity to a supermarket offering fresh produce, a medical clinic, multiple restaurants and businesses, a public library, and a public pool. The project site is also within walking distance of an ABQ Ride bus stop, which will provide residents with a frequent public transportation option.</p>			

	<p>A market study, prepared by Vogt Strategic Insights and dated January 20, 2025, generally defines San Mateo Manor's Primary Market Area (PMA) as the southeastern corner of Albuquerque extending from Indian School Road and Interstate 40 in the north, Eubank Boulevard in the east, Gibson Boulevard, Susan Avenue, and Sunport Boulevard in the south, and Yale Boulevard, Vassar Drive and Stanford Drive in the west.</p> <p>The market study states that San Mateo Manor will represent marketable, high quality affordable apartments; this project's features and amenities are comparable to other projects' in the area that are at or near full occupancy. The market study demand analysis shows a Capture Rate of 1.5%, which is considered very low and indicates a high level of demand for the proposed project. This analysis also shows that San Mateo Manor will be fully occupied within four months of opening. This absorption period is based on an estimated average absorption rate of approximately 14 units per month.</p>
Environmental & Site	<p>A Phase I Environmental Site Assessment has not yet been completed for the subject property.</p> <p>As required by HOME, the project must be determined to comply with HUD Environmental Review 24 CFR part 58 before site control and/or execution of loan documents.</p> <p>As required by National Housing Trust Fund, the project must be determined to comply with HUD Environmental Provisions of 24 CFR part 93.301 before construction is complete.</p>
Site and Neighborhood Standards (HOME and NHTF New Construction only)	<p>The project will be required to meet HUD's Site and Neighborhood Standards prior to the acquisition of the property.</p>
Project Financials, Projections and Assumptions, and Subsidy Layering Review	<p>This project was underwritten utilizing Housing New Mexico's standard 5% vacancy rate for senior projects, which is considered conservative due to the low vacancy rates at nearby affordable housing properties as indicated by the project's market study. The applicant has provided a detailed 15-year cash flow projection for the project, which assumes total annual revenue of \$552,060. The developers estimate \$262,861 in total operating expenses less reserves and social services (i.e., \$5,257 per unit per year), which is within Housing New Mexico's standard underwriting range of \$4,300 to \$5,800.</p> <p>The project's Debt Service Coverage Ratio (DSCR) starts at 1.30 to 1.00 in year one, increasing to 1.42 to 1.00 in year 15. This ratio is within Housing New Mexico's underwriting standards of a range between 1.20 – 1.40 to 1:00 from year one of operation through year 13. The DSCR for years 14 and 15 is just slightly above underwriting standards.</p> <p>The interest rate for Rocky Mountain Community Reinvestment Corporation's (RMCRC's) first mortgage loan is assumed to be 7.70% (7.20% adjusted upwards by 50 basis points for underwriting). If, for any reason, the rate increases too much to accommodate the required DSCR, then the first mortgage permanent loan can be reduced and that portion of it replaced by a cash flow loan from Spire.</p> <p>Currently, it appears that ~37% (\$472,250) of the \$1,260,000 developer fee will be deferred. Generally, a deferral in fee could be used to replace a portion of the first mortgage loan and would mitigate any possible interest rate risk that may occur between commitment and inception of the permanent loan. Deferring the developer fee is allowable, provided that cash flow can repay the deferred fee by the end of the 15-year LIHTC compliance period. Current projections indicate the project will fully pay off the deferred developer fee by the end of year 9.</p> <p>Based on the investor's letter of interest, the project is currently underwritten using a credit price of 83 cents on the dollar, which is within the average range for recent LIHTC projects. Every one (1) cent drop in that price would create the need for an additional \$139K in a cash flow loan from Spire.</p> <p>Subsidy Layering Review</p> <p><u>HOME</u>- Housing NM's Housing Development Department's subsidy layering analysis, performed for the HOME loan request, show this project is not over-subsidized per HUD regulations.</p>

	<p><u>National HTF</u>- Housing NM's Housing Development Department's underwriting guidelines, performed for the National Housing Trust Fund loan request, show this project is not over-subsidized per HUD regulations.</p>
Affordability Requirements	<p>HOME: Two HOME units consisting of: one 1-bedroom apartment unit and one 2-bedroom apartment unit for households at or below 60% AMI and restricted to High HOME rents for which a Land Use Restriction Agreement (LURA) will be filed in Bernalillo County. The affordability period is 40 years: 20 years as required by HOME rules' standards and 20 years for Housing NM's extended affordability period (i.e. in concurrence with the loan term). The affordability period starts on the date of acceptance by HUD of a final HOME project completion report and ends 40 years later.</p> <p>NHTF: Two NHTF units consisting of: one 1-bedroom apartment unit and one 2-bedroom apartment unit restricted to households earning the greater of 30% AMI or the federal poverty level, for which a Land Use Restriction Agreement (LURA) will be filed in Bernalillo County. The affordability period is 35 years, starting on the date of acceptance by HUD of a final NHTF project completion report and ends 35 years later.</p> <p>NMHTF: Thirty (30) units income-restricted to households earning 60% or less of AMI for which a Land Use Restriction Agreement (LURA) will be filed in Bernalillo County. The NMHTF affordability period is 40 years; 20 as required by Affordable Housing Act Rules and 20 for MFA's extended affordability period (i.e., in concurrence with the loan term) and starts on the date the Certificate of Occupancy is issued.</p>
Repayment and Disbursement	<p>HOME: <u>Payments:</u> No payments during the construction period, which is not to exceed 24 months; thereafter, 480 equal principal payments during the permanent loan period, fully amortized over 40 years. All outstanding principal due at the earlier of maturity, refinance, or sale of the project. <u>Disbursement:</u> Allow up to three draws: two during the construction period, and the third upon submission of a final HOME project completion report to HUD.</p> <p>NHTF: <u>Payments:</u> No payments during the construction period, which is not to exceed 24 months; thereafter, annual payments, 1) as determined from available cash flow or 2) a fixed principal payment of \$500, maturing in 35 years. <u>Disbursement:</u> Allow up to three draws: two during the construction period, and the third upon submission of a final NHTF project completion report to HUD.</p> <p>NMHTF: <u>Payments:</u> Interest only monthly during the construction period not to exceed 24 months; thereafter, 479 equal principal & interest payments during the permanent loan period, based on a 40-year amortization, with one final payment of all outstanding principal and interest due at maturity. All outstanding principal and interest due at the earlier of maturity, refinance, or sale of the project. <u>Disbursement:</u> Multiple disbursements upon evidence of costs incurred, not more frequently than monthly.</p>
Special Conditions	<ol style="list-style-type: none"> 1. All loans are subject to MFA's final underwriting for project feasibility. Loan amounts may be reduced if the financing gap decreases, and/or terms (i.e. interest rate & amortization) may be revised in line with projected cash flow at closing; 2. Any changes or additions to the following development team members listed in the loan application must be approved by MFA: developer, contractor, management company, consultant or architect; 3. Financing commitments acceptable to MFA prior to funding on all funding sources; 4. Acceptance of 2025 award of Low-Income Housing Tax Credits (LIHTC); 5. Approval of plans/construction monitoring/draws by MFA's Architectural Services Representative or a third party acceptable to MFA (i.e. hired by MFA, investor or primary construction lender) and shared with MFA. Cost to be paid by applicant; 6. Other conditions as may be determined by staff; and 7. Subject to availability of funds. <p>Additional Conditions: HOME Loan</p> <ol style="list-style-type: none"> 1. Loan to be in second lien position; 2. HUD Environmental Review (ER) approval must occur prior to acquisition and construction start, and any other ER approval conditions must be met;

	3. If other than minimal funds used during construction (i.e. \$50,000 or less), Spire must provide a guarantee during the construction period; 4. If HOME CHDO (Community Housing Development Organization) funds are to be used, Spire must be approved by MFA as a CHDO, and any transfers of ownership must be in accordance with HUD's CHDO rules. Additional Conditions: NHTF Loan 1. Loan to be in third lien position; and 2. HUD Environmental Provision (EP) approval must occur prior to construction completion; and 3. If applicable, project building plans must meet NHTF Rehabilitation Standards prior to acquisition and construction start; and 4. If other than minimal funds used during construction (i.e. \$50,000 or less), Spire must provide a guarantee during the construction period; Additional Conditions: NMHTF 1. Loan to be in fourth lien position; and 2. Spire must provide a guarantee during the construction period.		
Housing New Mexico Commitments to Other Projects	<u>Spire Development, Inc.</u> N/A – San Mateo Manor is among the developer's first proposed affordable multifamily projects in New Mexico.		
Housing New Mexico Exposure	None		
<u>Risk Factors</u>	1. Market – Low (Strong demand for proposed property in PMA as demonstrated by its low capture rate) 2. Construction – Medium (Construction material pricing remains high; however, the developer has experience constructing LIHTC projects plus the investor and main construction lender will provide additional oversight and controls) 3. Developer – Medium (Developer's principals have significant experience, developer has a strong balance sheet) 4. Guarantor – Medium (Developer has a strong balance sheet) 5. General Partner/Managing Member – Medium (i.e. the developer) 6. Community Opposition – Low (Project located next to existing multifamily developments; this project has also garnered the support of nearby neighborhood associations) 7. Financing – Medium (As long as market conditions for interest rates & LIHTC pricing do not fluctuate too much, the project is feasible. However, in the event of adverse market conditions the project may not move forward. Final underwriting is required before loan closing to ensure project viability)		
Summary & Recommendation	The proposed project presents a favorable risk profile and is recommended for approval.		
Prepared by	Justin Carmona, Development Loan Manager		Date 5/6/25
Reviewed by	George Maestas, Director of Housing Development		Date 5/06/2025

PROJECT INFORMATION SUMMARY						
Project Name		City	NC, AR, or NC/AR	Total # Units	Unit Sizes	Target AMIs
San Mateo Manor		Albuquerque				
Total Development Cost	\$ 15,757,205		NC	50	1-BED & 2-BED	30% AMI, 50% AMI, 70% AMI, 80% AMI
Borrowers	San Mateo Manor L.P. (to be formed)					
Management	Monarch Properties, Inc.		YEAR BUILT (AR)		LIHTC ALLOC	4% or 9%
Developer	Spire Development, Inc.		N/A		\$ 1,392,905	9%
			NC = New Construction AR = Acquisition/Rehab AMI = Area Median Income MR = Market Rate apartments			
HOME LOAN INFORMATION			NUMBER OF HOME UNITS			2
Funds Available as of:	04/10/25	\$6,528,645				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$500,000	\$375,000				
Rates	0.0% to 3.0%	0.0%				
Loan Fees	N/A					
Maximum Loan Term	2 yr construct, 40 yr perm	2 yr construct, 40 yr perm				
Loan Amortization	20 to 80 years	40 years				
Lien Position	Subordinate allowed	2nd lien				
Affordability Requirements	Min 20 yrs, max 60% AMI	40 yrs, 2 units @ 60% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.30 : 1.00 increasing to 1.42 : 1.00 by year 15	DSCR starts at 1.30 : 1.00 in year 1, trends up and stays at or below 1.40 : 1.00 through year 13 and increases to slightly above 1.40 : 1.00 in years 14 & 15			
Scoring Criteria	N/A					
NATIONAL TRUST FUND (NHTF) LOAN INFORMATION			NUMBER OF NHTF UNITS:			2
Funds Available as of:	04/10/25	\$1,849,240				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$400,000	\$400,000	Max NHTF loan amount			
Rates	0.0%	0.0%				
Loan Fees	N/A					
Maximum Loan Term	2 yr construct, no max on perm	2 yr construct, 35 yr perm				
Loan Amortization	Cash-flow or Forgivable	Cash flow	Cash flow or \$500 fixed based on borrowers'/investors' preference			
Lien Position	Subordinate allowed	3rd lien				
Affordability Requirements	Min 30 years, Max 30% AMI	35 yrs, 2 units @ 30% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.30 : 1.00 increasing to 1.42 : 1.00 by year 15	DSCR starts at 1.30 : 1.00 in year 1, trends up and stays at or below 1.40 : 1.00 through year 13 and increases to slightly above 1.40 : 1.00 in years 14 & 15			
Scoring Criteria	40-115 points	90				
NEW MEXICO HOUSING TRUST FUND (NMHTF) LOAN INFORMATION			NUMBER OF NMHTF UNITS:			30
Funds Available as of:	04/10/25	\$0				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$3,000,000	\$3,000,000	Max NMHTF loan amount. Paid down to \$2MM at Perm.			
Rates	0.0% to 5.0%	3.0%	Base rate for 9% LIHTC projects			
Loan Fees	N/A					
Maximum Loan Term	2 yr construct, 40 yr perm	2 yr construct, 40 yr perm				
Loan Amortization	Mthly during perm	Mthly during perm				
Lien Position	Subordinate allowed	4th lien				
Affordability Requirements	Min 20 years, Max 60% AMI	40 yrs, 30 units @ at or below 60% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.30 : 1.00 increasing to 1.42 : 1.00 by year 15	DSCR starts at 1.30 : 1.00 in year 1, trends up and stays at or below 1.40 : 1.00 through year 13 and increases to slightly above 1.40 : 1.00 in years 14 & 15			
Scoring Criteria	57-112 points	78				

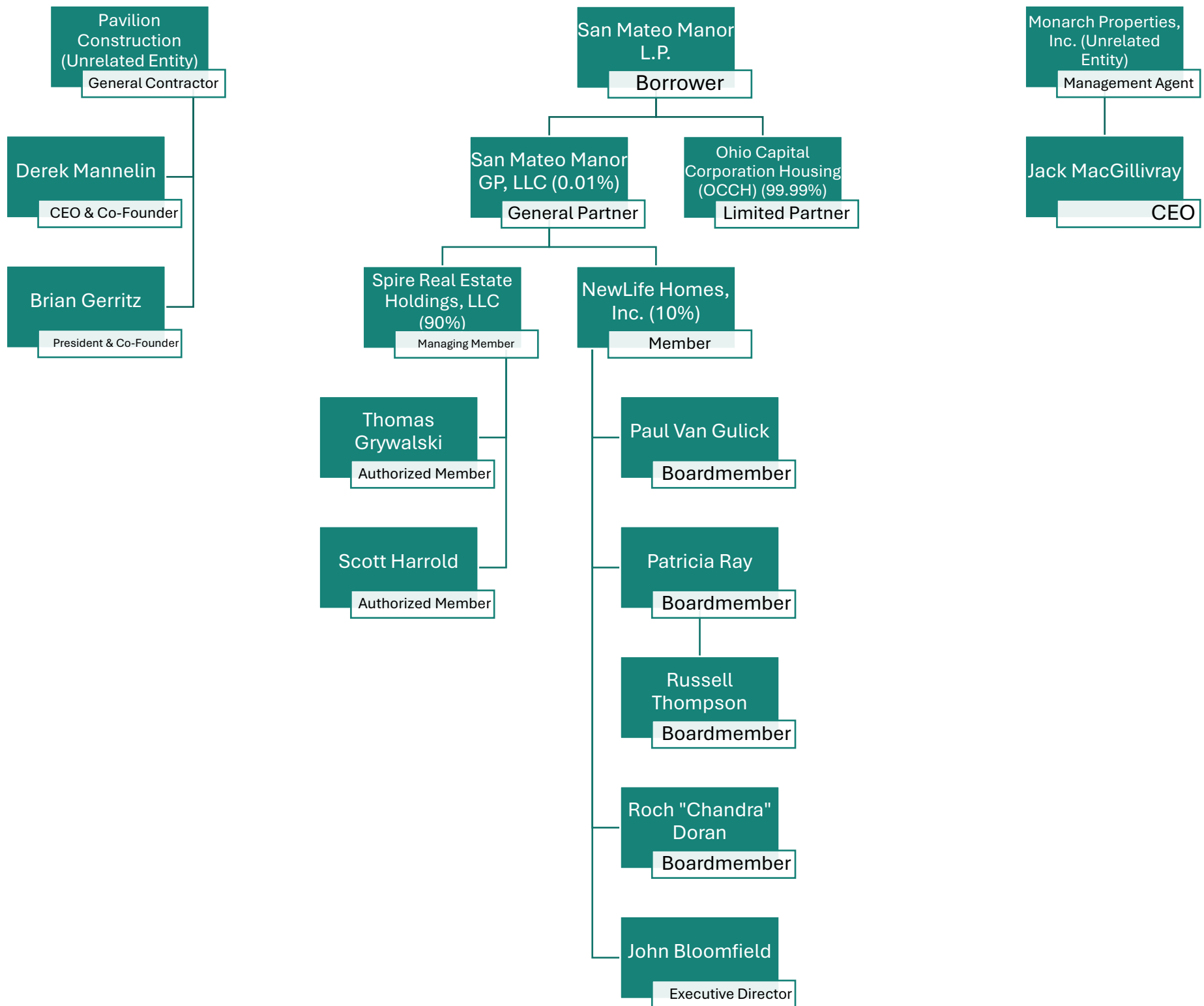
TOTAL DEVELOPMENT COST INFORMATION SUMMARY				
Project:	San Mateo Manor	Total	% TDC	Cost/GSF*
Acquisition Costs (land, building acquisition, & other acquisition costs)		\$ 550,000	3%	\$ 10.64
Construction Hard Costs		\$ 9,255,448	59%	\$ 179.01
Other Construction Costs (contractor O&P, general req, GRT, landscaping, furnishings, etc)		\$ 2,782,473	18%	\$ 53.82
Professional Services/Fees (architect, engineer, real estate legal, etc)		\$ 355,000	2%	\$ 6.87
Construction Financing Costs (interest, insurance, inspections, fees, etc)		\$ 942,981	6%	\$ 18.24
Permanent Financing Costs (fees, title/recording, etc)		\$ 41,500	0.3%	\$ 0.80
Other Soft Costs (tax credit fees, environmental reports, appraisals, accounting, etc)		\$ 199,896	1%	\$ 3.87
Syndication-Related Costs (organization, bridge loan, tax opinion, etc)		\$ 80,000	0.5%	\$ 1.55
Reserves (rent-up, operating, replacement, escrows, etc)		\$ 289,907	2%	\$ 5.61
Developer Fees (inc consultant fees)		\$ 1,260,000	8%	\$ 24.37
Total Development Costs (TDC)		\$ 15,757,205	100%	\$ 304.76
TDC w/o Land, Reserves & Commercial		\$ 14,917,298	95%	\$ 288.51

CONSTRUCTION SOURCES				
Project:	San Mateo Manor	Total	% of Total	Per Unit
Construct. Lender	Glacier Bank	\$ 11,099,959	70.4%	\$ 221,999.18
2nd Lien Holder	Housing NM/HOME	\$ 337,500	2.1%	\$ 6,750.00
3rd Lien Holder	Housing NM/NHTF	\$ 360,000	2.3%	\$ 7,200.00
4th Lien Holder	Housing NM/NMHTF	\$ 3,000,000	19.0%	\$ 60,000.00
LIHTC Equity	Ohio Capital Corporation for Housing (OCCH)	\$ 959,746	6.1%	\$ 19,194.92
Total Construction Sources		\$ 15,757,205	100.0%	\$ 315,144.10

PERMANENT SOURCES				
Project:	San Mateo Manor	Total	% of Total	Per Unit
Permanent Lender - 1st Lien	RMCRC	\$ 950,000	6.0%	\$ 19,000.00
2nd Lien Holder	Housing NM/HOME	\$ 375,000	2.4%	\$ 7,500.00
3rd Lien Holder	Housing NM/NHTF	\$ 400,000	2.5%	\$ 8,000.00
4th Lien Holder	Housing NM/NMHTF	\$ 2,000,000	12.7%	\$ 40,000.00
Deferred Developer Fee	Spire Development, Inc.	\$ 472,500	3.0%	\$ 9,450.00
LIHTC Equity	Ohio Capital Corporation for Housing (OCCH)	\$ 11,559,955	73.4%	\$ 231,199.10
Total Permanent Sources		\$ 15,757,455	100.0%	\$ 315,149.10

Development Cost Budget		
San Mateo Manor	Gross Sq. Footage:	51,704
Albuquerque	TOTAL COST	COST/GSF
ACQUISITION COSTS		
Land Acquisition	\$ 550,000	\$ 10.64
Building Acquisition	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 550,000	\$ 10.64
CONSTRUCTION HARD COSTS		
Demolition	\$ 27,750	\$ 0.54
Accessory Structures	\$ -	\$ -
Site Construction	\$ 1,073,789	\$ 20.77
Buildings and Structures	\$ 8,153,909	\$ 157.70
Off-Site Improvements	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 9,255,448	\$ 179.01
OTHER CONSTRUCTION COSTS		
Contractor Overhead	\$ 185,109	\$ 3.58
Contractor Profit	\$ 555,327	\$ 10.74
General Requirements	\$ 555,327	\$ 10.74
Construction Contingency	\$ 525,000	\$ 10.15
Gross Receipts Tax (GRT)	\$ 823,454	\$ 15.93
Landscaping	\$ -	\$ -
Furniture, Fixtures, & Equipment	\$ 45,000	\$ 0.87
Other: Permit and Impact Fees	\$ 93,256	\$ 1.80
SUBTOTAL	\$ 2,782,473	\$ 53.82
PROFESSIONAL SERVICES/FEEES		
Architect (Design)	\$ 255,000	\$ 4.93
Architect (Supervision)	\$ 35,000	\$ 0.68
Attorney (Real Estate)	\$ -	\$ -
Engineer/Survey	\$ 65,000	\$ 1.26
Other:	\$ -	\$ -
SUBTOTAL	\$ 355,000	\$ 6.87
CONSTRUCTION FINANCING COSTS		
Hazard Insurance	\$ 75,000	\$ 1.45
Liability Insurance	\$ 131,890	\$ 2.55
Performance Bond	\$ 116,300	\$ 2.25
Interest	\$ 386,095	\$ 7.47
Origination\Discount Points	\$ 113,696	\$ 2.20
Credit Enhancement	\$ -	\$ -
Inspection Fees	\$ -	\$ -
Title and Recording	\$ 30,000	\$ 0.58
Legal	\$ 80,000	\$ 1.55
Taxes	\$ 10,000	\$ 0.19
Other:	\$ -	\$ -
SUBTOTAL	\$ 942,981	\$ 18.24

Project: San Mateo Manor		
PERMANENT FINANCING COSTS		
Bond Premium	\$ -	\$ -
Credit Report	\$ -	\$ -
Origination\Discount Points	\$ 30,750	\$ 0.59
Credit Enhancement	\$ -	\$ -
Title and Recording	\$ 5,000	\$ 0.10
Legal	\$ 5,000	\$ 0.10
Cost of Bond Issuance	\$ -	\$ -
Pre-Paid MIP	\$ -	\$ -
Reserves and Escrows	\$ -	\$ -
Other: Housing NM App. Fees	\$ 750	\$ 0.01
SUBTOTAL	\$ 41,500	\$ 0.80
SOFT COSTS		
Market Study	\$ 7,000	\$ 0.14
Environmental	\$ 5,000	\$ 0.10
Tax Credit Fees	\$ 131,896	\$ 2.55
Appraisal	\$ -	\$ -
Hard Relocation Costs	\$ -	\$ -
Accounting/Cost Certification	\$ 18,500	\$ 0.36
Other: HNM Compliance Fee (Paid Up Front)	\$ 37,500	\$ 0.73
SUBTOTAL	\$ 199,896	\$ 3.87
SYNDICATION		
Organization	\$ -	\$ -
Bridge Loan	\$ -	\$ -
Tax Opinion	\$ -	\$ -
Other: Syndicator's Asset Mgmt Fee	\$ 80,000	\$ 1.55
SUBTOTAL	\$ 80,000	\$ 1.55
TDC before Dev. Fees & Reserves	\$ 14,207,298	\$ 275
RESERVES		
Rent Up	\$ -	\$ -
Operating	\$ 239,907	\$ 4.64
Replacement (inc. only if capitalized)	\$ -	\$ -
Escrows/Working Capital	\$ -	\$ -
Other: Marketing for Rent Up Period	\$ 50,000	\$ 0.97
SUBTOTAL	\$ 289,907	\$ 5.61
DEVELOPER FEES		
Developer Fee	\$ 1,260,000	\$ 24.37
Consultant Fee	\$ -	\$ -
SUBTOTAL	\$ 1,260,000	\$ 24.37
Total Development Cost (TDC)	\$ 15,757,205	\$ 304.76
TDC w/o Land, Reserves & Commercial	\$ 14,917,298	\$ 288.51



2025 RENTAL AWARD SUMMARY

Project Name & Address	Nueva Acequia (9% LIHTC) 0 Camino de Jacobo, Santa Fe, NM 87507			
Proposed Award	\$397,500	HOME	Rate	0%
	\$210,000	NHTF	Rate	0%
	\$2,000,000	NMHTF	Rate	2.0% Fixed
Borrower	Nueva Acequia 9, LLLP will be owned 0.0051% by Nueva Acequia 9 Santa Fe County, LLC as General Partner, 0.0049% by Nueva Acequia 9 TWG, LLC (to be formed) as Co-General Partner, and 99.99% by tax credit equity investor CREA, LLC (City Real Estate Advisors) as Limited Partner.			
Management	TWG Management, LLC was formed in 2008 as the property management affiliate of TWG Development, LLC. Five thousand apartment units are managed by this corporation across 57 properties, with the majority of those projects comprised of senior, low-income housing developments.			
Developer	<p>TWG Development, LLC (TWG) is a developer of both market rate and affordable housing apartments and is headquartered in Indianapolis, Indiana. Founded in 2007, this corporation has developed 27 market rate projects and 99 affordable housing projects across 22 states, comprised of over 14,000 units. Nueva Acequia will be the first development that TWG has undertaken in New Mexico.</p> <p>TWG's audited financial statements as of FYE 12/31/22 show unrestricted cash of \$802K, total assets of \$99.6 MM, a net worth of \$52.3 MM, a debt-to-worth ratio of 0.90 to 1.00, a net income of \$11.9 MM, and positive traditional cash flow.</p> <p>TWG's audited financial statements as of FYE 12/31/23 show unrestricted cash of \$1.40MM, total assets of \$118MM, a net worth of \$66.5 MM, a debt-to-worth ratio of 0.78 to 1.00, a net income of \$7.3 MM, and positive traditional cash flow.</p> <p>TWG's internally prepared interim financial statements as of 11/30/24 show unrestricted cash of \$2.9 MM, total assets of \$153M, a net worth of \$106M, a debt-to-worth ratio of 0.47 : 1:00, a net income of \$21.2 MM, and positive traditional cash flow.</p> <p>Santa Fe County is the co-developer of Nueva Acequia. The Santa Fe County Housing Authority (the Authority), in particular, will lead the development of this project. Founded in 1966, the Authority fosters the development of affordable housing units in Santa Fe County and administers the County's Housing Choice Voucher Program. The Authority also manages multiple public housing developments along with providing wraparound services to residents including job training and supportive services. Nueva Acequia will be the first housing project developed by Santa Fe County.</p> <p>Santa Fe County's Annual Comprehensive Financial Report dated June 30, 2023, shows current assets of \$481 MM, total assets of \$965 MM, a net worth of \$601 MM, a debt-to-worth ratio of 0.59 : 1:00, a net income of \$79 MM and positive traditional cash flow.</p> <p>Santa Fe County's Annual Comprehensive Financial Report dated June 30, 2024, shows current assets of \$537 MM, total assets of \$1.06 B, a net worth of \$689 MM, a debt-to-worth ratio of 0.54 : 1:00, a net income of \$88M and positive traditional cash flow.</p>			
Project Type & Size	New construction of 53 multifamily units, including seven studio units, 38 one-bedroom units and eight two-bedroom units. The project will be located on a 1.66-acre site. All fifty-three units (100% of the project) will serve seniors aged 55 years and older. Eight units will be income restricted to households earning 80% or less of Area Median Income (AMI), 10 units will be income restricted to households earning 60% or less of AMI, 15 units will be income restricted to households earning 50% or less of AMI, nine units will be income restricted to households earning 40% or less of AMI, and the final 11 units will be income restricted to households earning 30% or less of AMI. Eleven units will receive Project Based Vouchers (PBV) from the Santa Fe County Housing Authority.			
Project Description	TWG and Santa Fe County are proposing the new construction of Nueva Acequia, the first project in New Mexico that may receive both 4% LIHTCs (Low Income Housing Tax Credits) and 9% LIHTCs. The loans requested and project information provided in this summary pertain to the 9% LIHTC portion of the project.			

	<p>Nueva Acequia (9% LIHTC) will be a 53-unit multifamily apartment project targeting senior households in Santa Fe. The proposed site is currently a vacant, undeveloped parcel of land that is zoned C2 (General Commercial District), which allows for the development of multifamily housing. The project will consist of seven studio units, each at approximately 433 sq. ft., 38 one-bedroom units, each at approximately 657 sq. ft., and eight two-bedroom units, each at approximately 899 sq. ft. The project's gross square footage will be around 47,833 sq. ft. comprised of one, 4-story residential building.</p> <p>The residents of Nueva Acequia will have access to a central courtyard area with a dedicated garden space between the 9% LIHTC portion's building and the 4% LIHTC portion's building, as well as a walking trail and park that will be developed on the northern end of the project's lot. On-site amenities included in the 9% LIHTC portion of the project will include a community room featuring a community kitchen space, a fitness room, and an outdoor game area.</p> <p>Adjacent to the project site are commercial and retail uses, multifamily apartment projects, single-family homes, and government buildings. The project is within half a mile of multiple grocery stores offering fresh produce and a shopping center home to many restaurants and retailers. Nueva Acequia is also in close proximity to a City of Santa Fe operated bus stop, providing residents with access to a frequent, public transportation option.</p> <p>A market study, prepared by Novogradac and dated January 20, 2025, generally defines Nueva Acequia's Primary Market Area (PMA) as the City of Santa Fe and the surrounding communities of Agua Fria, La Cienega, and Seton Village.</p> <p>The market study states that Nueva Acequia (9% LIHTC) will represent excellent quality affordable apartments that will have a positive impact on the surrounding neighborhood. The market study demand analysis shows an overall Capture Rate of 1.1%, which is considered extremely low and indicates significant demand for the proposed project. This analysis also shows that Nueva Acequia (9% LIHTC) will be fully occupied within four months of opening. This absorption period is based on an estimated average absorption rate of approximately 15 units per month.</p>
Environmental & Site	<p>A Phase I Environmental Site Assessment (ESA) was completed in August 2018 for the subject property by R.T. Hicks Consultants, Ltd. No Recognized Environmental Conditions (RECs) were identified in connection with the site. The developer reports that no construction activity has occurred on the site since the completion of this ESA.</p> <p>As required by HOME, the project must be determined to comply with HUD Environmental Review 24 CFR part 58 before site control and/or execution of loan documents.</p> <p>As required by National Housing Trust Fund, the project must be determined to comply with HUD Environmental Provisions of 24 CFR part 93.301 before construction is complete.</p>
Site and Neighborhood Standards (HOME and NHTF New Construction only)	<p>The project will be required to meet HUD's Site and Neighborhood Standards prior to the acquisition of the property.</p>
Project Financials, Projections and Assumptions, and Subsidy Layering Review	<p>This project was underwritten utilizing Housing New Mexico's standard 5% vacancy rate for senior projects. The applicant has provided a detailed 15-year cash flow projection for the project, which assumes total annual revenue of \$656,604. The developers estimate \$299,354 in total operating expenses less reserves and social services (i.e., \$5,648 per unit per year), which is within Housing New Mexico's standard underwriting range of \$4,300 to \$5,800.</p> <p>The project's Debt Service Coverage Ratio (DSCR) starts at 1.25 to 1.00 in year one, increasing to 1.43 to 1.00 in year 15. This ratio is within Housing New Mexico's underwriting standards of a range between 1.20 – 1.40 to 1:00 from year one of operation through year 12. The DSCR for years 13 - 15 is just slightly above underwriting standards.</p> <p>The interest rate for Merchant's Bank first mortgage loan is assumed to be 7.50% (7.00% adjusted upwards by 50 basis points for underwriting). If, for any reason, the rate increases too much to accommodate the required DSCR, then the first mortgage permanent loan can be reduced and that portion of it replaced by a cash flow loan from TWG and/or Santa Fe County.</p>

	<p>Currently, it appears that ~0.05% (\$58,438) of the \$1,267,500 developer fee will be deferred. Generally, a deferral in fee could be used to replace a portion of the first mortgage loan and would mitigate any possible interest rate risk that may occur between commitment and inception of the permanent loan. Deferring the developer fee is allowable, provided that cash flow can repay the deferred fee by the end of the 15-year LIHTC compliance period. Current projections indicate the project will fully pay off the deferred developer fee by the end of year one.</p> <p>Based on the investor's letter of interest, the project is currently underwritten using a credit price of 85 cents on the dollar, which is within the average range for recent LIHTC projects. Every one (1) cent drop in that price would create the need for an additional \$129K in a cash flow loan from TWG and/or Santa Fe County.</p> <p>Subsidy Layering Review</p> <p><u>HOME</u>- Housing NM's Housing Development Department's subsidy layering analysis, performed for the HOME loan request, show this project is not over-subsidized per HUD regulations.</p> <p><u>National HTF</u>- Housing NM's Housing Development Department's underwriting guidelines, performed for the National Housing Trust Fund loan request, show this project is not over-subsidized per HUD regulations.</p>
Affordability Requirements	<p>HOME: Two HOME units consisting of: two 1-bedroom apartment units for households at or below 60% AMI and restricted to High HOME rents for which a Land Use Restriction Agreement (LURA) will be filed in Santa Fe County. The affordability period is 40 years: 20 years as required by HOME rules' standards and 20 years for Housing NM's extended affordability period (i.e. in concurrence with the loan term). The affordability period starts on the date of acceptance by HUD of a final HOME project completion report and ends 40 years later.</p> <p>NHTF: Two NHTF units consisting of: two 1-bedroom apartment units restricted to households earning the greater of 30% AMI or the federal poverty level, for which a Land Use Restriction Agreement (LURA) will be filed in Santa Fe County. The affordability period is 35 years, starting on the date of acceptance by HUD of a final NHTF project completion report and ends 35 years later.</p> <p>NMHTF: Forty-five (45) units income-restricted to households earning 60% or less of AMI for which a Land Use Restriction Agreement (LURA) will be filed in Santa Fe County. The NMHTF affordability period is 40 years; 20 as required by Affordable Housing Act Rules and 20 for MFA's extended affordability period (i.e., in concurrence with the loan term) and starts on the date the Certificate of Occupancy is issued.</p>
Repayment and Disbursement	<p>HOME: <u>Payments:</u> No payments during the construction period, which is not to exceed 24 months; thereafter, 480 equal principal payments during the permanent loan period, fully amortized over 40 years. All outstanding principal due at the earlier of maturity, refinance, or sale of the project. <u>Disbursement:</u> Allow up to three draws: two during the construction period, and the third upon submission of a final HOME project completion report to HUD.</p> <p>NHTF: <u>Payments:</u> No payments during the construction period, which is not to exceed 24 months; thereafter, annual payments, 1) as determined from available cash flow or 2) a fixed principal payment of \$500, maturing in 35 years. <u>Disbursement:</u> Allow up to three draws: two during the construction period, and the third upon submission of a final NHTF project completion report to HUD.</p> <p>NMHTF: <u>Payments:</u> Interest only monthly during the construction period not to exceed 24 months; thereafter, 479 equal principal & interest payments during the permanent loan period, based on a 40-year amortization, with one final payment of all outstanding principal and interest due at maturity. All outstanding principal and interest due at the earlier of maturity, refinance, or sale of the project. <u>Disbursement:</u> Multiple disbursements upon evidence of costs incurred, not more frequently than monthly.</p>

Special Conditions	<ol style="list-style-type: none"> 1. All loans are subject to MFA's final underwriting for project feasibility. Loan amounts may be reduced if the financing gap decreases, and/or terms (i.e. interest rate & amortization) may be revised in line with projected cash flow at closing; 2. Any changes or additions to the following development team members listed in the loan application must be approved by MFA: developer, contractor, management company, consultant or architect; 3. Financing commitments acceptable to MFA prior to funding on all funding sources; 4. Acceptance of 2025 award of Low-Income Housing Tax Credits (LIHTC); 5. Approval of plans/construction monitoring/draws by MFA's Architectural Services Representative or a third party acceptable to MFA (i.e. hired by MFA, investor or primary construction lender) and shared with MFA. Cost to be paid by applicant; 6. Other conditions as may be determined by staff; and 7. Subject to availability of funds. <p>Additional Conditions: HOME Loan</p> <ol style="list-style-type: none"> 1. Loan to be in second lien position; 2. HUD Environmental Review (ER) approval must occur prior to acquisition and construction start, and any other ER approval conditions must be met; 3. If other than minimal funds used during construction (i.e. \$50,000 or less), TWG and Santa Fe County must provide a guarantee during the construction period; 4. If HOME CHDO (Community Housing Development Organization) funds are to be used, TWG or Santa Fe County must be approved by MFA as a CHDO, and any transfers of ownership must be in accordance with HUD's CHDO rules. <p>Additional Conditions: NHTF Loan</p> <ol style="list-style-type: none"> 1. Loan to be in third lien position; and 2. HUD Environmental Provision (EP) approval must occur prior to construction completion; and 3. If applicable, project building plans must meet NHTF Rehabilitation Standards prior to acquisition and construction start; and 4. If other than minimal funds used during construction (i.e. \$50,000 or less), TWG and Santa Fe County must provide a guarantee during the construction period; <p>Additional Conditions: NMHTF</p> <ol style="list-style-type: none"> 1. Loan to be in fourth lien position; and 2. TWG and Santa Fe County must provide a guarantee during the construction period.
Housing New Mexico Commitments to Other Projects	<p><u>TWG Development, LLC</u></p> <p>N/A – Nueva Acequia is this developer's first proposed affordable multifamily project in New Mexico.</p> <p><u>Santa Fe County</u></p> <p>N/A – Nueva Acequia is this developer's first proposed affordable multifamily project in New Mexico.</p>
Housing New Mexico Exposure	None
<u>Risk Factors</u>	<ol style="list-style-type: none"> 1. Market – Low (Strong demand for proposed property in PMA as demonstrated by the market study's low capture rate) 2. Construction – Medium (Construction material pricing remains high; however, one of the developers has experience constructing LIHTC projects plus the investor and main construction lender will provide additional oversight and controls) 3. Developers – Medium (One of the developers (TWG) has significant experience, but it is their first development in New Mexico; both developers have strong balance sheets) 4. Guarantors – Medium (Both developers have strong balance sheets) 5. General Partners/Managing Members – Medium (i.e. the developers) 6. Community Opposition – Low (Project located next to existing multifamily developments) 7. Financing – Medium (As long as market conditions for interest rates & LIHTC pricing do not fluctuate too much, the project is feasible. However, in the event of adverse

	market conditions the project may not move forward. Final underwriting is required before loan closing to ensure viability)		
Summary & Recommendation	The proposed project presents a favorable risk profile and is recommended for approval.		
Prepared by	Justin Carmona, Development Loan Manager	Date	5/6/25
Reviewed by	George Maestas, Director of Housing Development	Date	5/06/2025

PROJECT INFORMATION SUMMARY						
Project Name		City	NC, AR, or NC/AR	Total # Units	Unit Sizes	Target AMIs
Nueva Acequia (9% LIHTC)		Santa Fe				
Total Development Cost	\$ 18,846,411		NC	53	STUDIO, 1-BED, & 2-BED	30% AMI, 40% AMI, 50% AMI, 60% AMI, 80% AMI
Borrowers	Nueva Acequia 9, LLLP					
Management	TWG Management, LLC		YEAR BUILT (AR)		LIHTC ALLOC	4% or 9%
Developer	TWG Development, LLC Santa Fe County		N/A		\$ 1,288,621	9%
			NC = New Construction AR = Acquisition/Rehab AMI = Area Median Income MR = Market Rate apartments			
HOME LOAN INFORMATION			NUMBER OF HOME UNITS			2
Funds Available as of:	04/10/25	\$6,528,645				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$500,000	\$397,500				
Rates	0.0% to 3.0%	0.0%				
Loan Fees	N/A					
Maximum Loan Term	2 yr construct, 40 yr perm	2 yr construct, 40 yr perm				
Loan Amortization	20 to 80 years	40 years				
Lien Position	Subordinate allowed	2nd lien				
Affordability Requirements	Min 20 yrs, max 60% AMI	40 yrs, 2 units @ 60% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.25 : 1.00 increasing to 1.43 : 1.00 by year 15	DSCR starts at 1.25 : 1.00 in year 1, trends up and stays at or below 1.40 : 1.00 through year 12 and increases to slightly above 1.40 : 1.00 in years 13 - 15			
Scoring Criteria	N/A					
NATIONAL TRUST FUND (NHTF) LOAN INFORMATION			NUMBER OF NHTF UNITS:			2
Funds Available as of:	04/10/25	\$1,849,240				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$400,000	\$210,000				
Rates	0.0%	0.0%				
Loan Fees	N/A					
Maximum Loan Term	2 yr construct, no max on perm	2 yr construct, 35 yr perm				
Loan Amortization	Cash-flow or Forgivable	Cash flow	Cash flow or \$500 fixed based on borrowers'/investors' preference			
Lien Position	Subordinate allowed	3rd lien				
Affordability Requirements	Min 30 years, Max 30% AMI	35 yrs, 2 units @ 30% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.25 : 1.00 increasing to 1.43 : 1.00 by year 15	DSCR starts at 1.25 : 1.00 in year 1, trends up and stays at or below 1.40 : 1.00 through year 12 and increases to slightly above 1.40 : 1.00 in years 13 - 15			
Scoring Criteria	40-115 points	93				
NEW MEXICO HOUSING TRUST FUND (NMHTF) LOAN INFORMATION			NUMBER OF NMHTF UNITS:			45
Funds Available as of:	04/10/25	\$0				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$3,000,000	\$2,000,000	NMHTF loan amount remains at \$2MM at Perm.			
Rates	0.0% to 5.0%	2.0%	Base rate for 9% LIHTC projects is 3%, but project qualifies for 1% discount because it will serve seniors			
Loan Fees	N/A					
Maximum Loan Term	2 yr construct, 40 yr perm	2 yr construct, 40 yr perm				
Loan Amortization	Mthly during perm	Mthly during perm				
Lien Position	Subordinate allowed	4th lien				
Affordability Requirements	Min 20 years, Max 60% AMI	40 yrs, 45 units @ at or below 60% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.25 : 1.00 increasing to 1.43 : 1.00 by year 15	DSCR starts at 1.25 : 1.00 in year 1, trends up and stays at or below 1.40 : 1.00 through year 12 and increases to slightly above 1.40 : 1.00 in years 13 - 15			
Scoring Criteria	57-112 points	76				

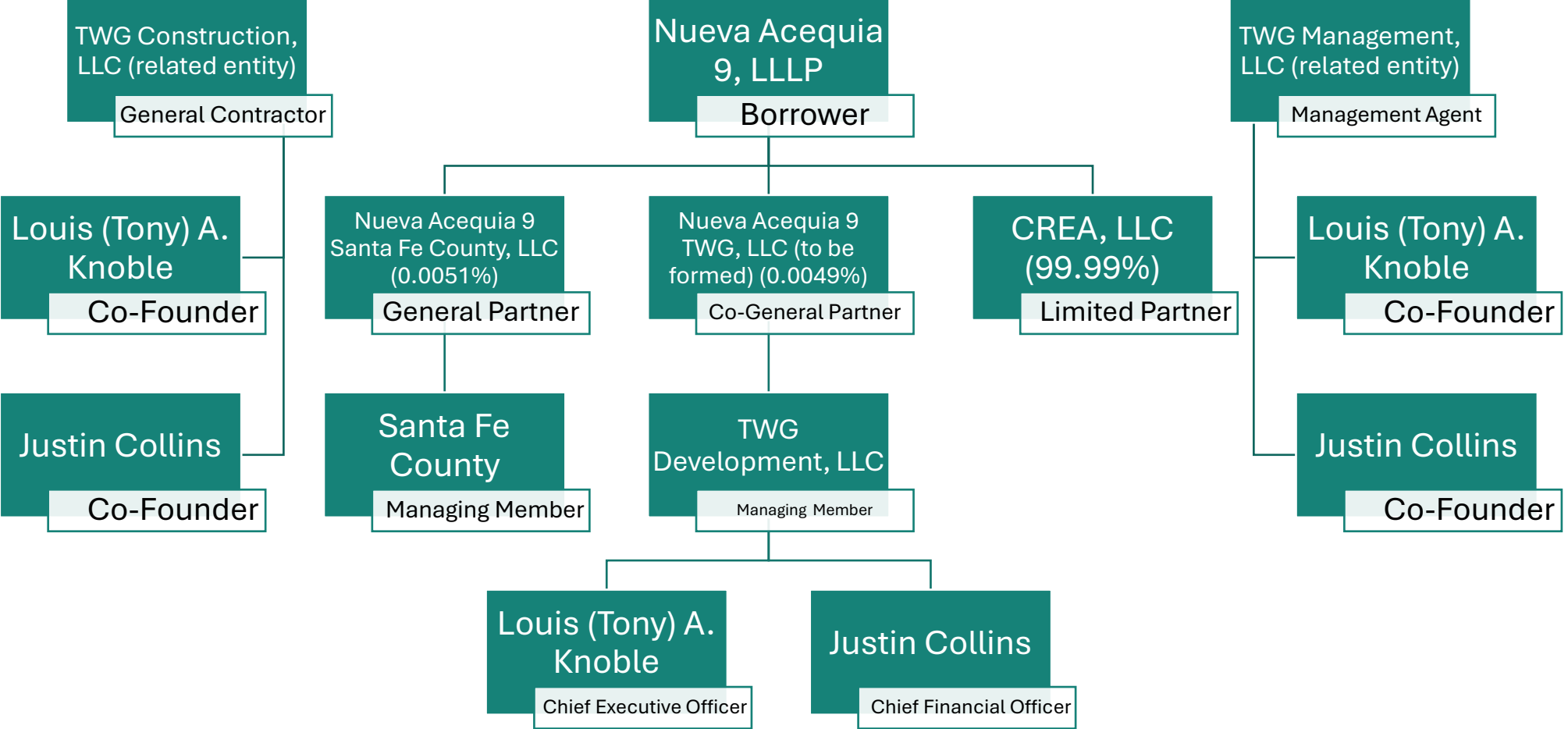
TOTAL DEVELOPMENT COST INFORMATION SUMMARY				
Project:	Nueva Acequia (9% LIHTC)	Total	% TDC	Cost/GSF*
Acquisition Costs <i>(land, building acquisition, & other acquisition costs)</i>		\$ 476,667	3%	\$ 9.97
Construction Hard Costs		\$ 10,710,307	57%	\$ 223.91
Other Construction Costs <i>(contractor O&P, general req, GRT, landscaping, furnishings, etc)</i>		\$ 2,746,530	15%	\$ 57.42
Professional Services/Fees <i>(architect, engineer, real estate legal, etc)</i>		\$ 916,000	5%	\$ 19.15
Construction Financing Costs <i>(interest, insurance, inspections, fees, etc)</i>		\$ 1,415,580	8%	\$ 29.59
Permanent Financing Costs <i>(fees, title/recording, etc)</i>		\$ 44,800	0%	\$ 0.94
Other Soft Costs <i>(tax credit fees, environmental reports, appraisals, accounting, etc)</i>		\$ 874,851	5%	\$ 18.29
Syndication-Related Costs <i>(organization, bridge loan, tax opinion, etc)</i>		\$ 45,000	0.2%	\$ 0.94
Reserves <i>(rent-up, operating, replacement, escrows, etc)</i>		\$ 349,176	2%	\$ 7.30
Developer Fees <i>(inc consultant fees)</i>		\$ 1,267,500	7%	\$ 26.50
Total Development Costs (TDC)		\$ 18,846,411	100%	\$ 394.00
TDC w/o Land, Reserves & Commercial		\$ 18,020,568	96%	\$ 376.74

CONSTRUCTION SOURCES				
Project:	Nueva Acequia (9% LIHTC)	Total	% of Total	Per Unit
Construct. Lender	Merchant's Bank	\$ 2,236,025	11.9%	\$ 42,189.15
2nd Lien Holder	Housing NM/HOME	\$ 357,750	1.9%	\$ 6,750.00
3rd Lien Holder	Housing NM/NHTF	\$ 189,000	1.0%	\$ 3,566.04
4th Lien Holder	Housing NM/NMHTF	\$ 2,000,000	10.6%	\$ 37,735.85
Other	FHLB - Dallas/AHP Loan	\$ 1,855,000	9.8%	\$ 35,000.00
Other	SFC/ Developer Assistance Program	\$ 530,000	2.8%	\$ 10,000.00
Other	SFC/Donated Land & Waived Permit/Impact Fees	\$ 784,090	4.2%	\$ 14,794.15
Deferred Developer Fee	TWG & Santa Fe County (SFC)	\$ 52,205	0.3%	\$ 985.00
Other Equity	GP Equity Contribution	\$ 100	0.0%	\$ 1.89
LIHTC Equity	CREA	\$ 10,842,241	57.5%	\$ 204,570.58
Total Construction Sources		\$ 18,846,411	100.0%	\$ 355,592.66

PERMANENT SOURCES				
Project:	Nueva Acequia (9% LIHTC)	Total	% of Total	Per Unit
Perm. Lender	Merchant's Bank	\$ 1,980,000	10.5%	\$ 37,358.49
2nd Lien Holder	Housing NM/HOME	\$ 397,500	2.1%	\$ 7,500.00
3rd Lien Holder	Housing NM/NHTF	\$ 210,000	1.1%	\$ 3,962.26
4th Lien Holder	Housing NM/NMHTF	\$ 2,000,000	10.6%	\$ 37,735.85
Other	FHLB - Dallas/AHP Loan	\$ 1,855,000	9.8%	\$ 35,000.00
Other	SFC/ Developer Assistance Program	\$ 530,000	2.8%	\$ 10,000.00
Other	SFC/Donated Land & Waived Permit/Impact Fees	\$ 784,090	4.2%	\$ 14,794.15
Deferred Developer Fee	TWG & Santa Fe County (SFC)	\$ 58,438	0.3%	\$ 1,102.60
Other Equity	CREA/45L Credit	\$ 37,100	0.2%	\$ 700.00
Other Equity	CREA/Federal Solar Credit	\$ 42,000	0.2%	\$ 792.45
Other Equity	GP Equity Contribution	\$ 100	0.0%	\$ 1.89
LIHTC Equity	CREA	\$ 10,952,183	58.1%	\$ 206,644.96
Total Permanent Sources		\$ 18,846,411	100.0%	\$ 355,592.66

Development Cost Budget		
Nueva Acequia (9% LIHTC)	Gross Sq. Footage:	47,833
Santa Fe	TOTAL COST	COST/GSF
ACQUISITION COSTS		
Land Acquisition	\$ 476,667	\$ 9.97
Building Acquisition	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 476,667	\$ 9.97
CONSTRUCTION HARD COSTS		
Demolition	\$ -	\$ -
Accessory Structures	\$ -	\$ -
Site Construction	\$ 1,264,797	\$ 26.44
Buildings and Structures	\$ 9,445,510	\$ 197.47
Off-Site Improvements	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 10,710,307	\$ 223.91
OTHER CONSTRUCTION COSTS		
Contractor Overhead	\$ 202,800	\$ 4.24
Contractor Profit	\$ 428,412	\$ 8.96
General Requirements	\$ 535,515	\$ 11.20
Construction Contingency	\$ 642,897	\$ 13.44
Gross Receipts Tax (GRT)	\$ 876,906	\$ 18.33
Landscaping	\$ -	\$ -
Furniture, Fixtures, & Equipment	\$ 60,000	\$ 1.25
Other:	\$ -	\$ -
SUBTOTAL	\$ 2,746,530	\$ 57.42
PROFESSIONAL SERVICES/FEES		
Architect (Design)	\$ 487,000	\$ 10.18
Architect (Supervision)	\$ 25,000	\$ 0.52
Attorney (Real Estate)	\$ 160,000	\$ 3.34
Engineer/Survey	\$ 89,000	\$ 1.86
Other: Green Building Consultant, Accessibility Review Consultant, 3rd Party Special Materials Inspection, Geotech & Survey	\$ 155,000	\$ 3.24
SUBTOTAL	\$ 916,000	\$ 19.15
CONSTRUCTION FINANCING COSTS		
Hazard Insurance	\$ 320,000	\$ 6.69
Liability Insurance	\$ 80,000	\$ 1.67
Performance Bond	\$ 104,000	\$ 2.17
Interest	\$ 610,000	\$ 12.75
Origination\Discount Points	\$ 98,000	\$ 2.05
Credit Enhancement	\$ -	\$ -
Inspection Fees	\$ 57,080	\$ 1.19
Title and Recording	\$ 35,000	\$ 0.73
Legal	\$ 42,500	\$ 0.89
Taxes	\$ -	\$ -
Other: Predev Loan Costs	\$ 69,000	\$ 1.44
SUBTOTAL	\$ 1,415,580	\$ 29.59

Project: Nueva Acequia (9% LIHTC)		
PERMANENT FINANCING COSTS		
Bond Premium	\$ -	\$ -
Credit Report	\$ -	\$ -
Origination\Discount Points	\$ 19,800	\$ 0.41
Credit Enhancement	\$ -	\$ -
Title and Recording	\$ -	\$ -
Legal	\$ 25,000	\$ 0.52
Cost of Bond Issuance	\$ -	\$ -
Pre-Paid MIP	\$ -	\$ -
Reserves and Escrows	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 44,800	\$ 0.94
SOFT COSTS		
Market Study	\$ 10,000	\$ 0.21
Environmental	\$ 12,000	\$ 0.25
Tax Credit Fees	\$ 123,783	\$ 2.59
Appraisal	\$ 10,000	\$ 0.21
Hard Relocation Costs	\$ -	\$ -
Accounting/Cost Certification	\$ 12,000	\$ 0.25
Other: Soft Cost Contingency, Permits & Impact Fees (includes waived fees)	\$ 707,068	\$ 14.78
SUBTOTAL	\$ 874,851	\$ 18.29
SYNDICATION		
Organization	\$ 45,000	\$ 0.94
Bridge Loan	\$ -	\$ -
Tax Opinion	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 45,000	\$ 0.94
TDC before Dev. Fees & Reserves	\$ 17,229,735	\$ 360
RESERVES		
Rent Up	\$ 55,000	\$ 1.15
Operating	\$ 280,926	\$ 5.87
Replacement (inc. only if capitalized)	\$ 13,250	\$ 0.28
Escrows/Working Capital	\$ -	\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 349,176	\$ 7.30
DEVELOPER FEES		
Developer Fee	\$ 1,267,500	\$ 26.50
Consultant Fee	\$ -	\$ -
SUBTOTAL	\$ 1,267,500	\$ 26.50
Total Development Cost (TDC)	\$ 18,846,411	\$ 394.00
TDC w/o Land, Reserves & Commercial	\$ 18,020,568	\$ 376.74



Tab 7

2025 RENTAL AWARD SUMMARY

Project Name & Address	Elk Meadows Apartments 1104 Mechem Drive, Ruidoso, Lincoln County, NM 88345			
Proposed Award	Loan award increase of \$489,300 (aggregate loan of \$2,489,300)	New Mexico Housing Trust Fund (NMHTF)	Rate	1%
Borrowers	EC Ruidoso LP will be owned .0010% by Village of Ruidoso as Co-General Partner, .008% by Enriched Communities, LLC, as General Partner, owned 50% by AMD Development LLC (Co-Managing Member), 30% by Kestrel Housing LLC (Co-Managing Member) and 20% by LDC Housing LLC (Member); and .001% by New Mexico Housing and Community Development Corporation as Co-General Partner; and 99.99% by R4 Capital (or a subsidiary of R4 Capital), as Limited Partner.			
Management	Monarch Properties, Inc. is a privately held Texas corporation chartered in 1982. Monarch provides third-party, full-service management of multifamily apartment communities throughout Texas, New Mexico, and Oklahoma. The corporate office is located in Albuquerque, New Mexico. The total apartments under management have consistently averaged more than 7,500 with over 280 team members employed.			
Developers	<p>Enriched Communities LLC (Enriched Communities) is a private affordable housing development entity incorporated in New Mexico in 2023 and is the lead developer of Elk Meadows. The principals include Colin Kruger and Richard Ashton, who are currently involved in affordable housing projects in New Mexico, Texas, and Alabama. The team has combined experience in real estate acquisitions and development of over 30 years and have built nine tax credit multifamily development projects.</p> <p>Colin Kruger was previously the General Manager of Fair Housing Partners where he led the acquisitions of Section 8 portfolios and facilitated 9% Low Income Housing Tax Credit (LIHTC) conversions. Mr. Kruger's focus has been on affordable real estate for over a decade. He has previously partnered with Richard Ashton on LIHTC developments.</p> <p>Richard Ashton is the President of the Leadership Development Council, Inc., an affordable housing and educational nonprofit organization. Mr. Ashton has been the lead principal and developer of multiple LIHTC projects over the past several years, including one project in Artesia, NM, as Managing Member of Liberty Multifamily LLC. Richard Ashton is a specialist in structuring and underwriting for public-private partnership real estate developments.</p> <p>New Mexico Housing and Community Development Corporation (NMHCDC) is a New Mexico 501(c)(3) nonprofit organization established in 2003 as a development affiliate of Truth or Consequences Housing Authority (TCHA). NMHCDC is currently led by President and CEO Steven Rice who is the former Executive Director of TCHA. For over a decade, NMHCDC has participated in the development of 11 affordable multifamily rental properties, consisting of 558 apartments throughout New Mexico, with projects in Truth or Consequences, Socorro, Carlsbad, Deming, Lordsburg, Las Cruces, and Espanola. Financing sources utilized for these projects include conventional loans, USDA RD, HOME, National Housing Trust Fund (NHTF), NMHTF, Risk Share, Primero, Ventana Fund, 4% & 9% LIHTC, and tax-exempt bonds.</p> <p>NMHCDC's CPA audited financials for FYE 06/30/2022 show unrestricted cash of \$1.2M, total assets of \$5.5M, a net worth of \$4.0M, a debt-to-worth ratio of 0.26 to 1:00, net income (loss) of (\$9K), and a traditional cash flow of \$180K. NMHCDC's CPA audited financials for FYE 06/30/2023 show unrestricted cash of \$1.1M, total assets of \$5.7M, a net worth of \$4.3M, a debt-to-worth ratio of 0.32 to 1.00, net income of \$299K, and a traditional cash flow of \$487K. NMHCDC's internally prepared interim financial statement for the eight months ending on 2/29/24 shows unrestricted cash of \$92K, total assets of \$5.4M, a net worth of \$5.2M, a debt-to-worth ratio of 0.04 to 1:00, and a net income (loss) of (\$7K).</p> <p>Enriched Communities LLC is a newly formed entity created specifically to develop Elk Meadows Apartments and, as such, does not yet have any prepared financial statements. Richard Ashton is a Principal of Enriched Communities LLC. The HUD Personal Financial and Credit Statement for Richard Ashton prepared on 04/18/2024 shows a personal asset to liability ratio of 2,252 to 1.00 and strong liquidity. Colin Kruger is also a Principal of Enriched Communities LLC. The HUD Personal Financial and Credit Statement for Colin Kruger prepared on 04/23/2024 shows a personal asset to liability ratio of 168 to 1.00 and strong liquidity.</p>			

Project Type & Size	New Construction of a 72-unit multifamily development to be located on a 5.5-acre site. The project will target households with children. Four units will be income restricted to households earning 30% or less of Area Median Income (AMI), 20 units will be income restricted to households earning 50% or less of AMI, 37 units will be income restricted to households earning 60% or less of AMI, and 11 units will be rented at market rate. Fifteen units will receive HUD Section 8 Project Based Vouchers.
Project Description	<p>Elk Meadows Apartments is a recipient of a 2024 9% LIHTC allocation, a \$2,000,000 HOME loan, a \$400,000 NHTF loan, a \$2,000,000 NMHTF loan as awarded by Housing NM's Board of Directors in May 2024 and January 2025. Additionally, a \$489,300 HUD Community Project Funding (CPD) grant was awarded by Housing NM's Board of Directors in June 2024 due to the project's location in a fire-affected area. The project is expected to close on all funding and begin construction in early to mid-May 2025. However, during the closing process, Housing NM / MFA legal counsel advised staff that the CPD grant agreement between Housing NM / MFA and HUD requires express approval by HUD of any for-profit recipient. Due to the for-profit borrower structure inherent in LIHTC projects and lack of qualifying language in the grant agreement, staff concurred that any for-profit recipient must be approved by HUD prior to the commitment and disbursement of funds. With project closing set to occur shortly, this issue posed substantial concerns over potential construction start delays that could shorten the already limited building season in Ruidoso. Furthermore, staff concluded that, generally, the CPD grant agreement was primarily written with consideration of municipal and non-profit recipients working directly with fire disaster-related relief and emergency housing efforts, not necessarily gap financing for new LIHTC housing.</p> <p>As staff have concluded the inapplicability of the CPD grant funds for the awarded project, this has created an unexpected shortfall in the project's capital stack. As a result, Enriched Communities is requesting to replace the \$489,300 deficit with an equal increase to the already approved \$2,000,000 NMHTF loan. Staff have underwritten the request and find the increased loan amount to be feasible, so long as the interest rate for the \$2,489,300 NMHTF loan is reduced from 2% to 1%.</p> <p>Enriched Communities is proposing the new construction of Elk Meadows Apartments, a 72-unit apartment project targeting households with children in Ruidoso, NM. The project will consist of 27 one-bedroom units at approximately 541 sq. ft., 37 two-bedroom units at approximately 789 sq. ft., and 8 three-bedroom units at approximately 974 sq. ft. The project's gross square footage will be about 86,413 sq. ft. to be comprised of two and three-story walk-up buildings and one community building intended as a key venue for enrichment service programs. The site plan is optimized for minimal impact to the natural environment. The circulation of the site is designed for efficient access and connections of individual apartment complexes to each other and the community building and other common areas. Dedicated spaces are planned for the residing children, including a playground and large open spaces separated from vehicular traffic. Residents will have several shaded areas in which to gather for picnics and barbeques. There will be a walking path along a nearby golf course, which runs the length of the eastern border and will provide walking and bike access to the MainStreet district and other areas of the Village.</p> <p>Elk Meadows will feature living rooms and kitchens sized to accommodate families with children. Kitchens will feature abundant cabinet and countertop space. Large windows will maximize natural light. All units will have high ceilings to improve thermal comfort during hot summer months. The cabin-like buildings, site layout, elevations and topography will be optimized to match the overall area and feel of Ruidoso Village.</p> <p>The Novogradac market study dated 01/15/2024 generally defines the Subject's Primary Market Area as the city of Ruidoso Downs, community of Glencoe, the Village of Ruidoso, and the communities of Sun Valley, Sierra Vista, Ponderosa, and Hollywood. The Subject site is located in the northern portion of Ruidoso. The Subject's neighborhood generally consists of vacant land, single-family homes, multifamily developments, commercial/retail uses, public uses, and is in close proximity to US Highway 70. The off-site amenities are appropriate and sufficient for the market and the intended tenants. The market study advises that due a significant level of demand for affordable and market rate housing and lack of recent multifamily construction in the area the Subject is marketable as proposed.</p> <p>The market study identifies only one non-subsidized LIHTC comparable located within the PMA. As such, it appears that there has been a significant lack of affordable non-subsidized developments in the Subject's immediate area. Given the presence of waiting lists in the area as well as the stabilized occupancy levels and low vacancy rates at all comparables, the market study finds that the Subject</p>

	<p>will not have a significant impact upon the vacancy rates of competing projects, either LIHTC or market rate. As such, the market study finds there is more than adequate demand in the market to support the Subject and existing competitive supply.</p> <p>The market study demand analysis shows the subject site will reach a stabilized occupancy of 95.0% within three to four months of opening. This absorption period is based on an average absorption rate of approximately 15 to 17 units per month. The analysis also shows a Capture Rate of 8.2%, which is considered low and indicative of a deep base of potential support for the project. The project is expected to maintain a 5% vacancy rate or below.</p>
Environmental & Site	As required by HOME, the project is currently in compliance with HUD Environmental Review 24 CFR part 58 and has received the Authority to Use Grant Funds from HUD.
Project Financials, Projections and Assumptions	<p>This project was underwritten utilizing Housing NM's standard 7% vacancy rate, which is considered conservative due to the low vacancy rates at nearby affordable and market rate housing properties. The applicant has provided a detailed 15-year cash flow projection for the project, which assumes a total annual income of \$786,311. The developers estimate \$336,987 in total operating expenses less reserves and social services (i.e., \$4,680 per unit per year), which is within Housing NM's standard underwriting range of \$4,300 to \$5,800.</p> <p>The project's Debt Service Coverage Ratio (DSCR) starts at 1.22 to 1.00 in year one, increasing to 1.33 to 1.00 in year 15. These ratios are within Housing NM's underwriting standards of a range of 1.20 to 1.00 to 1.40 to 1.00 for all fifteen years of initial operation.</p> <p>The interest rate for R4 Capital's first mortgage loan is assumed to be 8.0% based on the current commitment letter. If, for any reason, the rate increases too much to accommodate required DSCR, then the first mortgage permanent loan can be reduced and that portion of it replaced by a cash flow loan from Enriched Communities.</p> <p>Currently, it appears that ~16% (\$211,703) of the \$1,323,000 developer fee will be deferred. Generally, a deferral in fee could be used to replace a portion of the first mortgage loan and would mitigate any possible interest rate risk that may occur between commitment and inception of the permanent loan. Deferral of the developer fee is usually allowable by the investor, provided that cash flow can repay the deferred fee by the end of the 15-year LIHTC compliance period. Current projections indicate the Subject would fully pay off the deferred developer fee by the end of year one.</p> <p>Based on the investor's letter of interest, the project is currently underwritten using a credit price of 85 cents on the dollar, which is within the average range for recent LIHTC projects. Every one (1) cent drop in that price would create the need for an additional \$149K in deferred developer fee or cash flow loan from Enriched Communities.</p>
Affordability Requirements	NMHTF: Sixty-one (61) units income-restricted to households earning 60% or less of AMI for which a Land Use Restriction Agreement (LURA) will be filed in Lincoln County. The NMHTF affordability period is 40 years; 20 as required by Affordable Housing Act Rules and 20 for MFA's extended affordability period (i.e., in concurrence with the loan term) and starts on the date the Certificate of Occupancy is issued.
Repayment and Disbursement	<p>NMHTF:</p> <p><u>Payments:</u> Interest only monthly during the construction period not to exceed 24 months; thereafter, 479 equal principal & interest payments during the permanent loan period, based on a 40-year amortization, with one final payment of all outstanding principal and interest due at maturity. All outstanding principal and interest due at the earlier of maturity, refinance, or sale of the project.</p> <p><u>Disbursement:</u> Multiple disbursements upon evidence of costs incurred, not more frequently than monthly.</p>
Special Conditions	<ol style="list-style-type: none"> 1. All loans are subject to MFA's final underwriting for project feasibility if needed. Loan amounts may be reduced if the financing gap decreases, and/or terms (i.e. interest rate & amortization) may be revised in line with projected cash flow at closing; 2. Any changes or additions to the following development team members listed in the loan application must be approved by MFA: developer, contractor, management company, consultant, or architect; 3. Financing commitments acceptable to MFA prior to funding on all funding sources; 4. Acceptance of 2024 award of Low-Income Housing Tax Credits (LIHTC);

	<p>5. Approval of plans/construction monitoring/draws by MFA's Architectural Services Representative or a third party acceptable to MFA (i.e. hired by MFA, investor, or primary construction lender) and shared with MFA. Cost to be paid by applicant;</p> <p>6. Other conditions as may be determined by staff; and</p> <p>7. Subject to availability of funds.</p> <p>Additional Conditions: NMHTF Loan</p> <p>8. Loan to be in fourth lien position; and</p> <p>9. New Mexico Housing and Community Development Corporation (NMHCDC), and Principals of Enriched Communities LLC, Colin Kruger and Richard Ashton, must provide a guarantee during the construction period.</p>
Housing NM Commitments to Other Projects	<p><u>Enriched Communities LLC:</u></p> <p>2023 LIHTC (9%) – Elk Meadows - \$1,496,000 2023 NHTF – Elk Meadows - \$400,000 2023 NMHTF – Elk Meadows - \$2,000,000 2025 HOME – Elk Meadows - \$2,000,000</p> <p><u>Liberty Multifamily LLC (Richard Ashton as Managing Member):</u></p> <p>2022 HOME – EMLI Wells of Artesia - \$795,833 2022 NHTF – EMLI Wells of Artesia - \$498,500 2022 NMHTF – EMLI Wells of Artesia - \$496,398 2022 LIHTC (4%) – EMLI Wells of Artesia - \$1,702,421</p> <p><u>NMHCDC:</u></p> <p>2004 LIHTC (4%) – Sunny Acres – \$118,602 2004 Risk Share – Sunny Acres – \$0 2004 LIHTC (4%) – Sandia Vista – \$172,583 2004 Risk Share – Sandia Vista – \$0 2004 LIHTC (4%) – Deming Manor - \$43,820 2004 Risk Share – Deming Manor - \$449,122 2004 LIHTC (4%) – King Arthur's Court - \$27,952 2004 Risk Share – King Arthur's Court - \$280,807 2004 LIHTC (4%) – Tradewinds - \$34,422 2004 Risk Share – Tradewinds - \$404,268 2005 HOME – Vista Montano - \$124,058 2005 HOME – Casa del Rio I & II - \$448,332 2007 HOME – Villa San Jose - \$0 2007 HOME – Villa del Norte - \$0 2017 LIHTC – Villa San Jose - \$572,358 2017 HOME – Villa San Jose - \$375,416 2017 NMHTF – Villa San Jose - \$451,480 2017 Risk Sharing – Villa San Jose - \$760,822 2017 Primero – Villa San Jose - \$0 2019 LIHTC – Villa del Norte - \$572,401 2019 HOME – Villa del Norte - \$362,493 2019 NHTF – Villa del Norte - \$398,000 2019 NMHTF – Villa del Norte - \$471,227 2019 Primero – Villa del Norte - \$0 2024 LIHTC (4%) – Peachtree Canyon – \$1,809,597 2024 HOME – Peachtree Canyon - \$800,000 2024 NHTF – Peachtree Canyon - \$1,500,000 2024 NMHTF – Peachtree Canyon - \$3,000,000 2024 CSLFRF – Peachtree Canyon - \$1,250,000</p> <p>⁽¹⁾ Risk Share loans carry 10% Housing NM risk ⁽²⁾ Bonds are non-recourse to Housing NM ⁽³⁾ Loan Balances as of 12/16/2024</p>

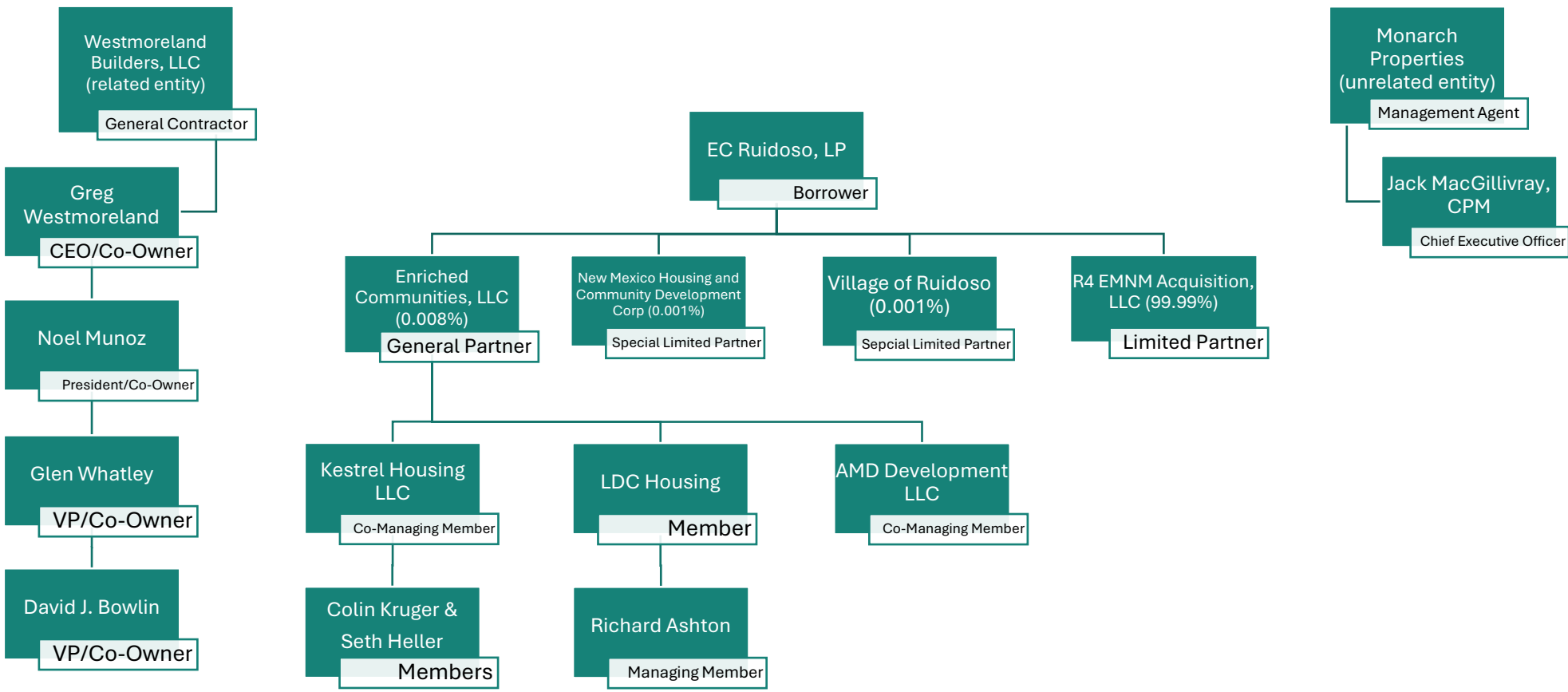
Housing NM Exposure	\$17,266,756 (excludes LIHTC, grants and loans pending approval)	
<u>Risk Factors</u>	<ol style="list-style-type: none"> 1. Market – Low (Strong demand for proposed property in PMA) 2. Construction – Medium (construction material pricing remains high, however, the developer is experienced plus the investor and main construction lender will provide additional oversight and controls) 3. Developer – Medium (Developer team has strong experience in affordable housing development but has limited experience in New Mexico) 4. Guarantor –Medium 5. General Partner/Managing Member – Medium (i.e. the developer) 6. Community Opposition – Low 7. Financing – Medium (as long as market conditions for interest rates & LIHTC pricing do not fluctuate too much, the project is feasible. However, in the event of adverse market conditions the project would not move forward. Final underwriting is required before loan closing to ensure viability before final commitment) 	
Summary & Recommendation	The proposed project presents a favorable risk profile and is recommended for approval.	
Prepared by	Tim Martinez, Assistant Director of Housing Development	Date 05/06/2025
Reviewed by	George Maestas, Director of Housing Development	Date 05/06/2025

PROJECT INFORMATION SUMMARY						
Project Name		City	NC, AR, or NC/AR	Total # Units	Unit Sizes	Target AMIs
Elk Meadows Apartments		Ruidoso				
Total Development Cost	\$ 21,888,729		NC	72	1 BED, 2 BED, 3 BED	30%, 50%, 60%, & Market Rate
Borrowers	EC Ruidoso LP					
Management	Monarch Properties, Inc.		YEAR BUILT (AR)		LIHTC ALLOC	4% or 9%
Developer	Enriched Communities LLC		N/A		\$ 1,496,000	9%
			NC = New Construction AR = Acquisition/Rehab AMI = Area Median Income MR = Market Rate apartments			
NEW MEXICO HOUSING TRUST FUND (NMHTF) RENTAL LOAN INFORMATION			NUMBER OF NMHTF UNITS:		61	
Funds Available as of:	04/30/24	\$0				
	MFA Guidelines	Loan Request	EXCEPTIONS/CONDITIONS/NOTES			
Maximum Loan Amount	\$3,000,000	\$489,300 (aggregate loan amount of \$2,489,300)	Request for an increase of \$489,300 to an existing award of \$2,000,000 granted in May 2024			
Rates	0.0% to 5.0%	1.0%	Loan initially approved at 2% . Execption required to reduce rate to 1%.			
Loan Fees	N/A	N/A				
Maximum Loan Term	2 yr construct, 40 yr perm	2 yr construct, 40 yr perm				
Loan Amortization	Monthly during perm	Monthly during perm				
Lien Position	Subordinate allowed	4th lien position				
Affordability Requirements	Min 20 years, Max 60% AMI	40 yrs, 60% AMI				
DSCR	1.20 to 1.40 : 1 on all must-pay debt	1.22 : 1.00 increasing to 1.33 : 1.00 by year 15				
Scoring Criteria	57-112 points	82				

TOTAL DEVELOPMENT COST INFORMATION SUMMARY				
Project:	Elk Meadows Apartments	Total	% TDC	Cost/GSF*
Acquisition Costs <i>(land, building acquisition, & other acquisition costs)</i>		\$ -	0.0%	\$ -
Construction Hard Costs		\$ 12,806,011	58.5%	\$ 148.20
Other Construction Costs <i>(contractor O&P, general req, GRT, landscaping, furnishings, etc)</i>		\$ 3,204,342	14.6%	\$ 37.08
Professional Services/Fees <i>(architect, engineer, real estate legal, etc)</i>		\$ 726,686	3.3%	\$ 8.41
Construction Financing Costs <i>(interest, insurance, inspections, fees, etc)</i>		\$ 2,289,672	10.5%	\$ 26.50
Permanent Financing Costs <i>(fees, title/recording, etc)</i>		\$ 486,232	2.2%	\$ 5.63
Other Soft Costs <i>(tax credit fees, environmental reports, appraisals, accounting, etc)</i>		\$ 218,480	1.0%	\$ 2.53
Syndication-Related Costs <i>(organization, bridge loan, tax opinion, etc)</i>		\$ 5,040	0.0%	\$ 0.06
Reserves <i>(rent-up, operating, replacement, escrows, etc)</i>		\$ 829,266	3.8%	\$ 9.60
Developer Fees <i>(inc consultant fees)</i>		\$ 1,323,000	6.0%	\$ 15.31
Total Development Costs (TDC)		\$ 21,888,729	100.0%	\$ 253.30
TDC w/o Land, Reserves & Commercial		\$ 21,059,463	96.2%	\$ 243.71

Development Cost Budget		
Elk Meadows Apartments	Gross Sq. Footage:	86,413
Ruidoso	TOTAL COST	COST/GSF
ACQUISITION COSTS		
Land Acquisition		\$ -
Building Acquisition		\$ -
Other:		\$ -
SUBTOTAL	\$ -	\$ -
CONSTRUCTION HARD COSTS		
Demolition	\$ -	\$ -
Accessory Structures	\$ -	\$ -
Site Construction	\$ 1,808,455	\$ 20.93
Buildings and Structures	\$ 10,597,556	\$ 122.64
Off-Site Improvements	\$ -	\$ -
Other:	\$ 400,000	\$ 4.63
SUBTOTAL	\$ 12,806,011	\$ 148.20
OTHER CONSTRUCTION COSTS		
Contractor Overhead	\$ 256,120	\$ 2.96
Contractor Profit	\$ 768,361	\$ 8.89
General Requirements	\$ 768,361	\$ 8.89
Construction Contingency	\$ 825,000	\$ 9.55
Gross Receipts Tax (GRT)	\$ 550,000	\$ 6.36
Landscaping	\$ -	\$ -
Furniture, Fixtures, & Equipment	\$ -	\$ -
Other:	\$ 36,500	\$ 0.42
SUBTOTAL	\$ 3,204,342	\$ 37.08
PROFESSIONAL SERVICES/FEEES		
Architect (Design)	\$ 398,598	\$ 4.61
Architect (Supervision)	\$ 35,500	\$ 0.41
Attorney (Real Estate)	\$ 150,000	\$ 1.74
Engineer/Survey	\$ 17,383	\$ 0.20
Other :	\$ 125,205	\$ 1.45
SUBTOTAL	\$ 726,686	\$ 8.41
CONSTRUCTION FINANCING COSTS		
Hazard Insurance	\$ -	\$ -
Liability Insurance	\$ 250,000	\$ 2.89
Performance Bond	\$ 300,941	\$ 3.48
Interest	\$ 675,000	\$ 7.81
Origination\Discount Points	\$ 650,000	\$ 7.52
Credit Enhancement	\$ 225,000	\$ 2.60
Inspection Fees	\$ 37,200	\$ 0.43
Title and Recording	\$ 19,531	\$ 0.23
Legal	\$ 35,000	\$ 0.41
Taxes	\$ 85,000	\$ 0.98
Other:	\$ 12,000	\$ 0.14
SUBTOTAL	\$ 2,289,672	\$ 26.50

Project: Elk Meadows Apartments		
PERMANENT FINANCING COSTS		
Bond Premium		\$ -
Credit Report		\$ -
Origination\Discount Points	\$ 340,000	\$ 3.93
Credit Enhancement	\$ -	\$ -
Title and Recording	\$ 146,232	\$ 1.69
Legal		\$ -
Cost of Bond Issuance		\$ -
Pre-Paid MIP		\$ -
Reserves and Escrows		\$ -
Other:	\$ -	\$ -
SUBTOTAL	\$ 486,232	\$ 5.63
SOFT COSTS		
Market Study	\$ 12,500	\$ 0.14
Environmental		\$ -
Tax Credit Fees	\$ 5,040	\$ 0.06
Appraisal		\$ -
Hard Relocation Costs		\$ -
Accounting/Cost Certification	\$ 85,000	\$ 0.98
Other:	\$ 115,940	\$ 1.34
SUBTOTAL	\$ 218,480	\$ 2.53
SYNDICATION		
Organization		\$ -
Bridge Loan	\$ -	\$ -
Tax Opinion	\$ -	\$ -
Other:	\$ 5,040	\$ 0.06
SUBTOTAL	\$ 5,040	\$ 0.06
TDC before Dev. Fees & Reserves	\$ 19,736,463	\$ 228
RESERVES		
Rent Up		\$ -
Operating	\$ 367,288	\$ 4.25
Replacement (inc. only if capitalized)		\$ -
Escrows/Working Capital	\$ 42,000	\$ 0.49
Other:	\$ 419,978	\$ 4.86
SUBTOTAL	\$ 829,266	\$ 9.60
DEVELOPER FEES		
Developer Fee	\$ 1,323,000	\$ 15.31
Consultant Fee	\$ -	\$ -
SUBTOTAL	\$ 1,323,000	\$ 15.31
Total Development Cost (TDC)	\$ 21,888,729	\$ 253.30
TDC w/o Land, Reserves & Commercial	\$ 21,059,463	\$ 243.71



Tab 8

TO: Housing New Mexico Board of Directors
Through: Contracted Services Committee – May 13, 2025
Through: PC Committee – April 29, 2025

FROM: Robyn Powell, Senior Director of Policy and Planning

DATE: May 21, 2025

SUBJECT: Request for Proposals for General Counsel Legal Services

Recommendation:

Staff recommend approval of the Request for Proposals for General Counsel Legal Services (RFP). Responses will be due to MFA by June 23, 2025, and recommendations for the award will be presented at the July Board meeting.

Background:

The purpose of this RFP is to solicit proposals, in accordance with Housing New Mexico | MFA Procurement Policy, from qualified law firms which by reason of their skill, knowledge, and experience are able to furnish professional legal services as General Counsel to Housing New Mexico | MFA. The services solicited under this RFP are restricted solely to the legal services commonly provided by corporate counsel, and will not include any real estate, multi-family mortgage bond, or multi-family mortgage servicing legal services.

Discussion:

Staff is recommending Housing New Mexico | MFA issue an RFP for General Counsel Legal Services. The term of the contract is for three years with two one-year extensions at the Board's option. There are no significant changes from the previous RFP issued in 2020.

Legal Services to be provided:

As requested by Housing New Mexico | MFA, professional legal services required to be provided under and to be incorporated into the contract to be awarded pursuant to the RFP include, but are not limited to, the following:

1. Provide advice and counsel to Housing New Mexico | MFA regarding internal operations of Housing New Mexico | MFA, the administration of Housing New Mexico | MFA programs, and the implementation of Housing New Mexico | MFA processes and procedures.

2. Attend Housing New Mexico | MFA Board of Directors' meetings, preparatory agenda review meetings prior to Board of Directors meetings and, when required, committee meetings of the Board of Directors, legislative hearings, Executive branch meetings, Housing New Mexico | MFA staff meetings, both in Albuquerque and out of town.
3. Render legal opinions, upon request, concerning issues pertinent to Housing New Mexico | MFA internal operations, programs, commercial transactions, and interagency relations.
4. Advise Housing New Mexico | MFA in personnel matters and provide representation in litigation involving matters affecting Housing New Mexico | MFA operations.
5. Represent Housing New Mexico | MFA, upon request, in negotiations concerning Housing New Mexico | MFA operations, programs, processes, and procedures.
6. Provide General Counsel Single-Family Mortgage Bond Issuer's Opinion, upon request.

Staff intend to adhere to the following procurement schedule:

Activity	Date
PC RFP review	April 29, 2025
Contracted Services Committee RFP review	May 13, 2025
Board RFP review	May 21, 2025
Publish RFP	May 21, 2025
RFP submission deadline	June 23, 2025
Preliminary award recommendation to PC	July 1, 2025
Denial letters provided to Offerors	July 1, 2025
Award recommendation to Contracted Services Committee	July 8, 2025
Final award recommendation to MFA Board	July 16, 2025
Award letters provided to Offerors	July 17, 2025
Contract Execution	July 31, 2025

Summary:

Staff recommends approval of the Request for Proposal for General Counsel Legal Services. The current contract awarded to Stelzner, Winter, Warburton, Flores & Dawes, P.A. is set to expire July 31, 2025, with no additional extension options available. Upon approval the Request for Proposal will be published with responses due to MFA by June 23, 2025. Recommendations for awards will be presented at the July 2025 Board meeting.

New Mexico Mortgage Finance Authority (Housing New Mexico | MFA) ~~New Mexico Mortgage Finance Authority~~

**Request for Proposals
To Provide General Counsel Legal Services**

Part I: Background & General Information

Introduction

The New Mexico Mortgage Finance Authority (Housing New Mexico | MFA)~~New Mexico Mortgage Finance Authority~~ (“MFA”) is a governmental instrumentality, separate and apart from the state, created by the Mortgage Finance Authority Act, NMSA 1978, Sections 58-18-1 to -27 (1975, as amended) for the purpose of financing affordable housing for low- and moderate-income New Mexico residents.

Purpose

The purpose of this Request for Proposals (RFP) is to solicit proposals, in accordance with the Housing New Mexico | MFA~~New Mexico Mortgage Finance Authority~~ Procurement Policy, from qualified law firms which by reason of their skill, knowledge, and experience are able to furnish professional legal services as General Counsel to Housing New Mexico | MFA~~MFA~~ (“Offerors”). The services solicited under this RFP are restricted solely to the legal services commonly provided by corporate counsel, and will not include any real estate, multi-family mortgage bond, or multi-family mortgage servicing legal services.

Questions and Answers

Questions pertaining to this RFP and application must be submitted via the Housing New Mexico | MFA~~MFA~~ website at <https://housingnm.org/funding-opportunities/rfps-rfq>~~http://www.housingnm.org/rfp~~. Then, under “Current RFP’s,” select “General Counsel Legal Services RFP.” On the General Counsel Legal Services RFP page, select the “General Counsel Legal Services RFP FAQs” link. Questions will be checked on a daily basis. The FAQ will open the day after the RFP issues (May 21, 2025) and will close on June 20, 2025~~(May 21, 2020) and will close on June 26, 2020~~. To submit your questions, scroll down to the “Ask a question” section, enter your name, email address, and type your question in the “Question” box, type in the two (2) words in the CAPTCHA box and click on “Send my question”. Housing New Mexico | MFA~~MFA~~ will make every attempt to answer questions within two (2) business days.

Proposal Submission

Proposal submissions must be received no later than June 23, 2025, at 5:00 p.m., Mountain Time

All proposals must be submitted via email to rpowell@housingnm.org with a subject line of “Proposal to Furnish General Counsel Legal Services”
June 30, 2020 at 5:00 p.m., Mountain Time

Utilize one of the following methods for proposal submission:

Via Email: Send to rpowell@housingnm.org with a subject line of "Proposal to Furnish General Counsel Legal Services". This is the preferred method and hard copies are not required.

Via USPS, FedEx, UPS, or other courier delivery: the original and (6) copies of a proposal delivered to MFA's office located at 344 Fourth Street S.W., Albuquerque, NM 87102. Proposals shall be in sealed envelopes marked "Proposal to Furnish General Counsel Legal Services"

Proposal Tenure

All proposals shall include a statement that the proposal shall be valid until contract award, but no more than 90 calendar days from the proposal due date.

RFP Revisions and Supplements

If it becomes necessary to revise any part of this RFP or if additional information is necessary to clarify any provision of this RFP, the revision or additional information will be posted on the [Housing New Mexico | MFA](#) web site.

Incurred Expenses

[Housing New Mexico | MFA](#) shall not be responsible for any expenses incurred by an Offeror in responding to this RFP. All costs incurred by Offerors in the preparation, transmittal or presentation of any proposal or material submitted in response to this RFP will be borne solely by the Offerors.

Cancellation of Requests for Proposals or Rejection of Proposals

[Housing New Mexico | MFA](#) may cancel this RFP at any time for any reason and may reject all proposals (or any proposal) which are/is not responsive.

Evaluation of Proposals, Selection and Negotiation

Proposals will be evaluated by an Internal Review Committee made up of [Housing New Mexico | MFA](#) staff using the criteria listed in Part II - Minimum Qualifications and Requirements and Part - III Services to be Performed, below, with final selection to be made by the full Board of Directors.

[Housing New Mexico | MFA](#) may provide Offerors whose proposals are reasonably likely, in [Housing New Mexico | MFA](#)'s discretion, to be selected, an opportunity to discuss and revise their proposals prior to award, for the purpose of obtaining final and best offers. Proposals shall be evaluated on the criteria listed in Part IV Evaluation Criteria, below.

The [Housing New Mexico | MFA](#) Board of Directors shall select the Offeror(s) whose proposal(s) is/are deemed to be most advantageous to [Housing New Mexico | MFA](#) to enter into contract negotiations with [Housing New Mexico | MFA](#). If a final contract cannot be negotiated, then [Housing New Mexico | MFA](#) will enter into negotiations with the other Offeror(s). The agreed-upon draft final contract will then be referred to the Contracted Services Committee of the [Housing New Mexico | MFA](#) Board of Directors for its review and recommendation, with final approval to be made by the full Board of Directors.

Award Notice

[Housing New Mexico | MFA](#) shall provide written notice of the award to all Offerors within ten (10) days of the date of the award. The award shall be contingent upon successful negotiations of a

final contract between [Housing New Mexico | MFA MFA](#) and the Offeror(s) whose proposal(s) is/are accepted by [Housing New Mexico | MFAMFA](#).

Proposal Confidentiality

Offerors or their representatives shall not communicate with [Housing New Mexico | MFAMFA](#)'s Board of Directors or staff members regarding any proposal under consideration or that will be submitted for consideration, except in response to an inquiry initiated by the Internal Review Committee, or a request from the Board of Directors for a presentation and interview. A proposal will be deemed ineligible if the Offeror or any person or entity acting on behalf of the Offeror attempts to influence members of the Board of Directors or staff during any portion of the [Housing New Mexico | MFA RFP](#) review process, including any period immediately following release of the [Housing New Mexico | MFARFP](#).

Until the award is made and notice given to all Offerors, [Housing New Mexico | MFA MFA](#) will not disclose the contents of any proposal or discuss the contents of any proposal with an Offeror or potential Offeror, so as to make the contents of any offer available to competing or potential Offerors.

Irregularities in Proposals

[Housing New Mexico | MFA MFA](#) may waive technical irregularities in the form of proposal of any Offeror selected for award which do not alter the price, quality or quantity of the services offered. Note especially that the date and time of proposal submission as indicated herein under "Part I Background and General Information, Proposal Submission" cannot be waived under any circumstances.

Responsibility of Offerors

If an Offeror who otherwise would have been awarded a contract is found not to be a Responsible Offeror, a determination that the Offeror is not a Responsible Offeror, setting forth the basis of the finding, shall be prepared and the Offeror shall be disqualified from receiving the award. A Responsible Offeror means an Offeror who submits a proposal that conforms in all material respects to the requirements of this RFP and who has furnished, when required, information and data to prove that his financial resources, facilities, personnel, reputation and experience are adequate to make satisfactory delivery of the services described in this RFP. The unreasonable failure of an Offeror to promptly supply information in connection with an inquiry with respect to responsibility is grounds for a determination that the Offeror is not a Responsible Offeror.

Protest

Any Offeror who is aggrieved in connection with this RFP or the award of a Contract pursuant to this RFP may protest to the [Housing New Mexico | MFAMFA](#). [The protest must be delivered to Housing New Mexico | MFA via e-mail to \[rpowell@housingnm.org\]\(mailto:rpowell@housingnm.org\) within five business days after the preliminary notice of award. Protests received after the deadline will not be considered. Upon the timely filing of a protest, Housing New Mexico | MFA shall give notice of the protest to all Offerors who appear to have a substantial and reasonable prospect of being affected by the outcome of the protest. The Offerors receiving notice may file responses to the protest within five business days of notice of protest. The protest and responses to the protest shall be reviewed by the Housing New Mexico | MFA Policy Committee, the Policy Committee shall make a final determination. The protest is then heard by the applicable Board Committee. The Board Committee's recommendation is then](#)

taken to the full Board for approval. Housing New Mexico | MFA will issue a notice of determination relating to the protest within a reasonable period of time after submission of the protest. The determination by Housing New Mexico | MFA shall be final.

No appeal of the determination shall be allowed. Offerors or their representatives shall not communicate with members of Housing New Mexico | MFA's Board of Directors, or any Housing New Mexico | MFA staff member regarding any application under consideration, except when specifically permitted to present testimony to the Board. An application will be deemed ineligible if the Offeror or any person or entity acting on behalf of the Offeror attempts to influence members of the Housing New Mexico | MFA Board of Directors or Housing New Mexico | MFA staff during any portion of the RFP review process or does not follow the prescribed application and protest process.

The protest must be written and addressed to:

Robyn Powell, MFA Compliance Officer, at

New Mexico Mortgage Finance Authority
344 4th Street, SW
Albuquerque, NM 87102

Or

rpowell@housingnm.org

The protest must be submitted to MFA within fifteen (15) calendar days after the notice of award. Upon the timely filing of a protest, the Contact Person shall give notice of the protest to all Offerors who appear to have a substantial and reasonable prospect of being affected by the outcome of the protest. The Offerors receiving notice may file responses to the protest within seven (7) calendar days of notice of protest. The protest process shall be:

The protest will be reviewed by the Contracted Services Committee of MFA's Board of Directors, and that committee shall make a recommendation to the full Board of Directors regarding the disposition of the protest.

The Board of Directors shall make a final determination regarding the disposition of the protest. Offerors or their representatives shall not communicate with MFA Board of Directors or staff members regarding any proposal under consideration, except when specifically permitted to present testimony to the committee of the Board of Directors. A proposal will be deemed ineligible if the Offeror or any person or entity acting on behalf of Offeror attempts to influence members of the Board of Directors or staff during any portion of the RFP review process, or does not follow the prescribed proposal and Protest process.

Part II: Minimum Qualifications and Requirements

Only those Offerors who meet the following minimum criteria are eligible to submit a proposal pursuant to this RFP:

1. All Offerors must be listed in the most recent edition of the Martindale-Hubbell Law Directory with a rating of AV or BV, their firms must be based or have a substantially-staffed office in the State of New Mexico, they must be licensed in New Mexico, and they must be available for travel both within and outside New Mexico
2. All Offerors must have at least ten (10) years of experience in corporate law, including federal and state laws, rules, and regulations governing non-profit corporations; employment law; and government and commercial contracting. Offerors must also have substantial expertise in New Mexico laws and rules governing municipal and state agencies and instrumentalities.
3. All Offerors must maintain professional liability insurance as outlined in Part VI of this RFP. Award will not be made to any Offeror who is debarred, suspended or subject to a Limited Denial of Participation or otherwise restricted from participating in Housing & Urban Development (HUD) programs, Freddie Mac or Fannie Mae programs, or any other federally regulated entity.

Part III: Services to be Performed

As requested by Housing New Mexico | MFAMFA, professional legal services required to be provided under and to be incorporated into the contract to be awarded pursuant to this RFP include, but are not limited to, the following:

1. Provide advice and counsel to the Housing New Mexico | MFA MFA regarding internal operations of Housing New Mexico | MFAMFA, the administration of Housing New Mexico | MFAMFA programs, and the implementation of Housing New Mexico | MFA MFA processes and procedures.
2. Attend Housing New Mexico | MFA MFA Board of Directors' meetings, preparatory agenda review meetings prior to Board of Directors meetings and, when required, committee meetings of the Board of Directors, legislative hearings, Executive branch meetings, Housing New Mexico | MFAMFA staff meetings, both in Albuquerque and out of town.
3. Render legal opinions, upon request, concerning issues pertinent to Housing New Mexico | MFA MFA internal operations, programs, commercial transactions, and interagency relations.
4. Advise ~~the~~ Housing New Mexico | MFAMFA in personnel matters and provide representation in litigation involving matters affecting the Housing New Mexico | MFA MFA operations.
5. Represent Housing New Mexico | MFAMFA, upon request, in negotiations concerning Housing New Mexico | MFA MFA operations, programs, processes, and procedures.
6. Provide General Counsel Single-Family Mortgage Bond Issuer's Opinion, upon request.
- 6-7. Advise Housing New Mexico | MFA regarding applicable federal state law including but not limited to the New Mexico Open Meetings Act, Procurement Code, Governmental Conduct Act, Public Records Act, Inspection of Public Records Act and Joint Powers Agreements Act.

Part IV: Evaluation Criteria

[Housing New Mexico | MFA](#) ~~MFA~~ shall award the contract for General Counsel Legal Services to the Offeror whose proposal is most advantageous to [Housing New Mexico | MFAMFA](#). Proposals shall be evaluated primarily on experience and fees. Proposals shall be scored on a scale of 1 to 100 based on the criteria listed below. Please note that a serious deficiency in any one criterion may be grounds for rejection regardless of overall score.

Criteria	Point Range	Maximum Points
<p>1. Experience and Capability:</p> <p>Offeror's skill, knowledge and experience with:</p> <p>a. Corporate law, including federal and state laws, rules, and regulations governing non-profit corporations; and general contract law matters, including federal and state government contracts, state interagency agreements, and commercial contracts;</p> <p>b. New Mexico laws and regulations governing municipal and state agencies and instrumentalities;</p> <p>c. Employment law</p>	<p>0-25</p> <p>0-20</p> <p>0-10</p>	<p>55</p>
<p>2. Responsiveness to Housing New Mexico MFA MFA and Technical Capabilities:</p> <p>Offeror's ability to deliver responsive, quality legal services and Offeror's availability for consultation and discussion with the Housing New Mexico MFA MFA or any of its representatives, as evidenced by:</p> <p>a. the designation of a lead attorney, preferably at partner level in the firm, assigned to Housing New Mexico MFA MFA matters on a high priority basis, who will act as the main contact for Housing New Mexico MFAMFA's Board of Directors and staff for all communications, including billing, and who will coordinate all aspects of the contractual representation, including direction of the activities of all other attorneys assigned by the firm to represent Housing New Mexico MFAMFA;</p> <p>b. Offeror's technical support capabilities and availability to be reached by telephone and email during business hours, off hours, weekends, and holidays.</p>	<p>0-20</p>	<p>20</p>

3. Fees: Hourly basis-- hourly rates and other fees and costs.	0-25	25
Maximum Points		100

Part V: Proposal Format and Instructions to Offeror

Proposals submitted to [Housing New Mexico | MFAMFA](#) must, at a minimum, contain the following information and shall be organized as follows:

1. Letter of Transmittal

Include at least the following information:

- a. Name, address and telephone number of Offeror and name of contact person.
 - b. A signature of the Offeror or any partner, officer or employee who certifies that he or she has the authority to bind the Offeror.
 - c. Date of proposal.
 - d. A statement that the Offeror, if awarded the contract, will comply with the contract terms and conditions set forth in this RFP.
 - e. A statement that the Offeror's proposal is valid for ninety (90) days after the deadline for submission of proposals.
2. A statement from Offeror that Offeror is listed in the most recent edition of The Martindale-Hubbell Law Directory and possesses a rating of AV or BV; that the Offeror's firm is based or has a substantially-staffed office in the State of New Mexico; and that the Offeror is licensed to practice in New Mexico.
 3. Evidence submitted by Offeror that Offeror retains professional liability insurance which fulfills the requirements set forth in Part VI Professional Liability Insurance of this RFP. Possession of such coverage shall not limit Offeror's potential liability.
 4. A description of New Mexico state agencies, municipalities, financial institutions, for-profit companies, or non-profit organizations represented by Offeror currently or in the last ten years.
 5. Three references for Offeror's work as counsel for a state agency and/or municipality, for-profit company, or non-profit organization.
 6. Names and resumes of the lead attorney and other key personnel including other attorneys, legal assistants and support staff to be assigned to the account. Resumes describing the qualifications of personnel to be utilized in the performance of this contract must show, at a minimum, the person's name, education, position, and total years and types of experience relevant to the performance of the contract.

7. Offeror must provide a detailed description of Offeror's ability to provide legal services as general counsel to [the Housing New Mexico | MFA](#) ~~MFA~~ in matters involving: contract law; public law as it applies to municipal and state agencies and instrumentalities; employment law; and the federal and state laws governing non-profit corporations. Explain any experience you have had with the New Mexico Open Meetings Act, Procurement Code, Governmental Conduct Act, Public Records Act, Inspection of Public Records Act and Joint Powers Agreements Act. Detail your expertise in legal matters affecting municipal and state agencies and instrumentalities.
8. For the last ten years, a list and description including the current disposition or status, of any litigation against Offeror or any formal or informal action taken by any bar association, state or federal securities commission, disciplinary board, or other attorney regulatory body against Offeror. Include a statement warranting that the Offeror is not restricted from participation in Housing & Urban Development programs and is not restricted from doing business with regulated entities under the FHFA Suspended Counterparty Program.
9. A detailed description of Offeror's policy regarding the resolution of conflicts of interest which arise out of Offeror's representation of clients with adverse or potentially adverse interests and Offeror's mechanism to ensure that such conflicts do not arise and that if such conflicts do arise, how the Offeror intends to assist [Housing New Mexico | MFAMFA](#) in retaining other counsel to represent [Housing New Mexico | MFAMFA](#). Please include examples of the implementation of this policy and information regarding whether Offeror has a computerized management information system in place to track possible conflicts of interest.
10. A statement disclosing: (1) any political contribution or gift valued in excess of \$250.00 (singularly or in the aggregate) made by Offeror to any elected official of the State of New Mexico in the last three years, (2) any current or proposed business transaction between Offeror and any [Housing New Mexico | MFA](#) ~~MFA~~ member, officer, or employee, and (3) any other conflict or potential conflict which may give rise to a claim of conflict of interest.
11. A detailed description of Offeror's technical capabilities to provide responsive and professional services to the [Housing New Mexico | MFA](#) ~~MFA~~ if the contract were awarded to Offeror (e.g., ability to prepare and respond to voluminous documents in a timely manner, expertise of administrative support staff, etc.)
12. Offeror's proposal for delivering services, including organization of responsibilities, work plan, approach, and the availability of personnel for consultation, discussion, and coordination with staff, and for travel both within and outside the state of New Mexico, as necessary to serve the needs of [Housing New Mexico | MFAMFA](#).
13. The location of Offeror's main office and the locations of any of Offeror's branch offices. A description and location of the office of professionals who would handle [Housing New Mexico | MFA](#) ~~MFA~~ matters.
14. Services performed under this RFP for General Counsel Legal Services will be provided on an hourly basis. A specific fee schedule for professional legal services must be included in this proposal. Please include the following information:

- a. A list of all Offeror's employees including attorneys, paralegals and support staff who are to work on [Housing New Mexico | MFA MFA](#) matters and their specific hourly rates, and if the rate varies by the type of service, the hourly rate for different types of service;
 - b. Offeror's minimum billing unit;
 - c. Information regarding Offeror's ability to provide detailed monthly billings summarized by subject matter and a sample itemized bill;
 - d. Whether Offeror's proposed rates are the best offered by the firm to any client;
 - e. A flat rate fee schedule that could be charged for attendance at monthly Board of Director meetings;
 - f. A rate schedule for standard expenses such as per page copying charges, facsimile transmissions, overnight mail expenses, and word processing charges; and a description of all other charges that would be billed to [Housing New Mexico | MFA MFA](#) under the contract, such as mileage and travel expenses incurred in accordance with [Housing New Mexico | MFA MFA](#) Travel Guidelines and Procedures; and a statement as to when such miscellaneous charges would be imposed; and,
 - g. A narrative description of the steps routinely taken to ensure that legal representation is provided on a cost-effective basis. Discuss such matters as Offeror's policy with respect to billing for such items as intra-office consultation, research, travel, and unsuccessful attempts to reach people by telephone.
 - h. Information regarding Offeror's ability to provide detailed status of active assignments, projects, etc. and a sample report;
15. In preparing Offeror's proposed fee structure, please take note of the following:
- a. [Housing New Mexico | MFA MFA](#) invites the attention of Offeror to [Housing New Mexico | MFA MFA](#)'s serious concern about the rising cost of legal services. The control and management of legal costs is the mutual concern of the Offeror and [Housing New Mexico | MFA MFA](#). [Housing New Mexico | MFA MFA](#) requires quality professional services at a reasonable cost and the performance of only those services necessary. In evaluating bids, [Housing New Mexico | MFA MFA](#) will consider the methods used by the Offeror to avoid services which do not materially contribute to the overall success of the engagement.
 - b. Lodging and other travel-related expenses shall be reimbursed by [Housing New Mexico | MFA MFA](#) in accordance with [Housing New Mexico | MFA MFA](#) expense reimbursement policies and procedures, as set forth in its Policies and Procedures Manual.

- c. Offeror must absorb the cost of familiarizing itself with [Housing New Mexico | MFA](#) programs, policies and procedures, rules, and regulations, policy and program documents and any other relevant information, which shall be made available for Offeror's review at [Housing New Mexico | MFA](#)'s office in Albuquerque. Offeror should expect to devote a considerable amount of time to having its attorneys and paralegals become familiar with [Housing New Mexico | MFA](#) programs, policies and procedures, rules, and regulations. [Housing New Mexico | MFA](#) will not pay for such work. Indicate how much time Offeror expects to devote to familiarizing itself with [Housing New Mexico | MFA](#) programs, policies and procedures, rules, and regulations, and provide a timetable for doing so.
 - d. Offeror must give [Housing New Mexico | MFA](#) at least a three (3) year commitment on the rate schedule offered.
 - e. Offeror is required to submit itemized billing statements on a monthly basis.
16. [Housing New Mexico | MFA](#) requires that Offeror be an Equal Opportunity Employer. Please state that Offeror complies fully with all government regulations regarding nondiscriminatory employment practices.
 17. Please provide any other relevant information which will assist [Housing New Mexico | MFA](#) in evaluating Offeror's ability to provide legal services as General Counsel to [Housing New Mexico | MFA](#).
 18. All Offerors should be prepared to provide a formal presentation to and participate in an interview with [Housing New Mexico | MFA](#)'s Board of Directors at [Housing New Mexico | MFA](#)'s office in Albuquerque, upon request.

Part VI: Principal Contract Terms and Conditions

In addition to the terms respecting the services to be performed and compensation described above, the contract between [Housing New Mexico | MFA](#) and the successful Offeror (herein "Contractor") shall include, but may not be limited to, terms substantially similar to the following:

Contract Term

The term of the General Counsel Legal Services Contract shall begin on August 1, ~~2020~~ 2025 and shall end on July 31, ~~2023~~ 2028. At the option of the Board, the contract may be extended for two (2) additional one (1) year periods under the same terms and conditions. There will be a transition period, as needed, for matters in process at the beginning and the end of the contract term.

Hold Harmless and Indemnity Agreement

Contractor shall hold harmless and indemnify [Housing New Mexico | MFA](#), its members, officers, employees, and agents from and against any and all claims, liabilities, obligations, losses and the like, asserted by any third parties arising from or attributable to Contractor's performance of the services required under the contract. This indemnity and hold harmless agreement shall include reimbursement of all attorney fees, costs and expenses incurred by [Housing New Mexico | MFA](#), members, employees, or agents in defending any such action.

Assignment/Change in Key Contractor Personnel

Contractor shall not assign or transfer any interest in the contract or assign any claims for money due or to become due under the contract (except as security for a bank loan in its ordinary course of its business) without the prior written approval of [Housing New Mexico | MFAMFA](#). Any change to key Contractor personnel, including lead and other attorneys assigned to the contract, shall require prior written notice to and approval by [Housing New Mexico | MFAMFA](#), and amendment to the contract to reflect the change in assigned Contractor personnel.

Subcontractors

Contractor shall not employ a subcontractor (or substantially change the contemplated division of responsibilities with a previously approved subcontractor) without the prior written approval of [Housing New Mexico | MFAMFA](#). Any and all fees or costs incurred by a subcontractor shall be paid by Contractor and shall not be reimbursed by [Housing New Mexico | MFAMFA](#). Contractor shall assume full and complete responsibility and liability for subcontractor's performance of any services which Contractor has delegated to a subcontractor.

Records and Audit

Contractor shall maintain detailed time records indicating the date, time, and nature of services rendered, which shall be subject to inspection by [Housing New Mexico | MFAMFA](#). [Housing New Mexico | MFA MFA](#) shall have the right to audit bills submitted to [Housing New Mexico | MFA MFA](#) under the General Counsel Legal Services Contract both before and after payment. Payment under the contract shall not foreclose the right of [Housing New Mexico | MFA MFA](#) to recover excessive and/or illegal payments.

Budget and Billing

Prior to commencing any matter requiring substantial work, Contractor shall prepare and deliver to [Housing New Mexico | MFA MFA](#) a detailed budget of all fees and costs that Contractor anticipates will be necessary to perform the services required for that transaction. A detailed statement of services and an invoice for services provided must be presented before any payment under the contract shall be made. [Housing New Mexico | MFA MFA](#) will pay Contractor fees or costs which exceed those indicated in the budget only if such costs are reasonable and result from circumstances which Contractor could not have anticipated at the time Contractor prepared the budget.

Professional Liability Insurance

Each Contractor shall maintain professional liability insurance covering all liabilities and risks inherent in Contractor's performance of the services required under the contract. Each Contractor's insurance policy must provide per claim and aggregate limits of at least two million dollars (\$2,000,000.00), must provide for a per claim/aggregate deductible in an amount reasonable for a firm of Contractor's size and financial condition, and must be in a form acceptable to [Housing New Mexico | MFAMFA](#). Each Contractor must provide [Housing New Mexico | MFA MFA](#) with an acceptable certificate of insurance in force at the time of the inception of the contract and at each anniversary date, extension or renewal of the contract, which provides for not less than thirty (30) days' notice to [Housing New Mexico | MFA MFA](#) of non-renewal or cancellation. Contractor shall immediately notify [Housing New Mexico | MFA MFA](#) in the event of any cancellations, modifications or changes in the amounts of coverage provided under such professional liability coverage. Failure to have, maintain and continue professional liability coverage in the amount and form specified shall be cause for immediate termination of the contract

and shall not require the notice provided for in Part VI Principal Contract Terms and Conditions, Termination of this RFP.

Confidentiality

The relationship between Contractor and [Housing New Mexico | MFA](#) shall be that of attorney-client. Any information developed or acquired by or furnished by Contractor in the performance of the contract shall be kept confidential and shall not be made available to any individual or organization not involved in a given transaction without the prior written approval of [Housing New Mexico | MFA](#).

Confidential Data

Offerors may request in writing nondisclosure of confidential data. Such data shall accompany the proposal and shall be readily separable from the proposal to facilitate public inspection of non-confidential portions of the proposal. After award, all proposals and documents pertaining to the proposals will be open to the public. Confidential data is normally restricted to confidential financial information concerning the Offeror's organization and data that qualifies as trade secrets under the Uniform Trade Secrets Act, Section 57-3A1 et seq. NMSA 1978.

If a citizen of this state requests disclosure of data for which a request for confidentiality is made, [Housing New Mexico | MFA](#) shall examine the request for confidentiality and make a written determination that specifies which portions of the proposal should be disclosed and will provide the Offeror with written notice of that determination. Unless the Offeror protests within ten (10) calendar days of the notice, the proposal will be so disclosed.

Code of Conduct

No Board member or employee of [Housing New Mexico | MFA](#) shall have any direct financial interest in any contract with the Offeror, nor shall any contract exist between Offeror or its affiliate with any [Housing New Mexico | MFA](#) Board member or employee that might give rise to a claim of conflict of interest. Any violation of this provision will render void any contract between [Housing New Mexico | MFA](#) and the Offeror for which [Housing New Mexico | MFA](#) determines that a conflict of interest exists as herein described, unless that contract is approved by the [Housing New Mexico | MFA](#) Board of Directors after full disclosure.

Offeror shall provide a statement disclosing any political contribution or gift valued in excess of \$250.00 (singularly or in the aggregate) made by Offeror or on Offeror's behalf to any elected official of the State of New Mexico currently serving or who has served on the [Housing New Mexico | MFA](#) Board of Directors in the last three (3) years.

Offeror shall warrant that it has no interest, direct or indirect, which would conflict in any manner or degree with the performance of services required under any contract entered into with [Housing New Mexico | MFA](#) pursuant to this RFP. Offeror shall at all times conduct itself in a manner consistent with the [Housing New Mexico | MFA](#) Code of Conduct and [Housing New Mexico | MFA](#)'s Anti-Harassment Policy. A copy of the [Housing New Mexico | MFA](#) Code of Conduct and [Housing New Mexico | MFA](#)'s Anti-Harassment Policy is posted on the MFA web site for review at <https://housingnm.org/funding-opportunities/rfps-rfq> ~~http://www.housingnm.org/rfp~~.

Upon request by [Housing New Mexico | MFAMFA](#), Offeror shall disclose information [Housing New Mexico | MFAMFA](#) may reasonably request relating to conflict or potential conflicts of interest.

Equal Opportunity Compliance

Contractor agrees to abide by all federal and state laws, rules and regulations and executive orders pertaining to equal employment opportunity. Contractor agrees to assure that no person in the United States shall, on the grounds of race, color, religion, national origin, sex, sexual preference, age or handicap, be excluded from employment with or participation in, be denied the benefits of, or be otherwise subject to discrimination under, any program or activity performed under the contracts.

Termination

This agreement may be terminated without cause by [Housing New Mexico | MFAvMFA](#) upon thirty (30) days written notice. Such termination shall not nullify any obligations already incurred for performance or failure to perform before the date of termination. Upon termination, the [Housing New Mexico | MFA MFA](#) Board of Directors may negotiate and award the remaining term(s) of the contract using the proposals submitted in this RFP.

Status of Contractor

The Contractor and its agents and employees are independent contractors performing services for [Housing New Mexico | MFAMFA](#) and are not employees of [Housing New Mexico | MFAMFA](#). The Contractor and its agents and employees shall not accrue leave, retirement, insurance, bonding or other benefits afforded to employees of [Housing New Mexico | MFA MFA](#) as a result of this RFP.

Amendment

The agreement shall not be altered, changed or amended except by an instrument in writing and executed by both parties. No amendment shall be effective or binding until approved by [Housing New Mexico | MFAMFA](#).

Scope of Agreement

The agreement incorporates all the agreements, covenants and understandings between the parties concerning the subject matter of the agreement and all such covenants, agreements and understandings have been merged into the written agreement. No prior understanding or agreement, verbal or otherwise, of the parties or the agents, shall be valid or otherwise enforceable unless embodied in the agreement.

Applicable Law

The agreement shall be governed by the laws of the State of New Mexico.

~~New Mexico Mortgage Finance Authority~~

~~Board Members~~

~~Chair — Angel Reyes — Centinel Bank in Taos~~
~~Vice Chair — Derek Valdo — Chief Executive Officer, AMERIND Risk~~
~~Treasurer — Rebecca Wurzbarger — Strategic Planning Consultant~~
~~Member — Howie Morales — Lieutenant Governor, State of New Mexico~~
~~Member — Hector Balderas — Attorney General, State of New Mexico~~
~~Member — Tim Eichenberg — Treasurer, State of New Mexico~~
~~Member — Rosalyn Nguyen Chafey — Attorney~~

~~Management~~

~~Isidoro Hernandez, Executive Director~~
~~Donna Maestas-De Vries, Deputy Director of Programs~~
~~Gina Hickman, Deputy Director of Finance & Administration~~

Housing New Mexico | MFA

Board Members

Chair — Angel Reyes, Centinel Bank in Taos, CEO/President
Vice Chair — Derek Valdo, AMERIND, Chief Executive Officer
Treasurer — Rebecca Wurzbarger, Strategic Planning Consultant
Member - Howie Morales, Lieutenant Governor, State of New Mexico
Member — Raúl Torrez, Attorney General, State of New Mexico
Member -Laura M. Montoya, Treasurer, State of New Mexico
Member — Randy L. Traynor, Traynor Associates, LLC

Management

Isidoro Hernandez, Executive Director/Chief Executive Officer
Donna Maestas-De Vries, Chief Housing Officer
Jeff Payne, Chief Lending Officer
Arundhati Bose, Chief Financial Officer

Tab 9

TO: Housing New Mexico Board of Directors
Through: New Mexico Housing Trust Fund Advisory Committee May 12, 2025
Through: Contracted Services Committee – May 13, 2025
Through: Policy Committee – April 29, 2025

FROM: Robyn Powell, Senior Director of Policy and Planning

DATE: May 21, 2025

SUBJECT: Recommended 2026 Severance Tax Bond Program Allocations and Certification of Need

Recommendation:

Staff recommend approval of the fiscal year 2026 Severance Tax Bond funding programmatic allocations in the amount of \$45 million. Staff also recommend adoption of the 2026 Resolution, Notification and Certification of Need which will be provided to the State Board of Finance.

Background:

In 2022, the State of New Mexico enacted Senate Bill 134 into law, allocating severance tax bonding capacity to the New Mexico Housing Trust Fund (NM-HTF) for the purposes of carrying out the provisions in the New Mexico Housing Trust Fund Act. The annual allocation is 2.5% of the estimated bonding capacity, or an estimated \$45,000,000 for state fiscal year 2026 beginning July 1, 2025.

Discussion:

This year's recommended program allocation is based on several considerations, including program performance and program income generated, demand for program funds based on pending or anticipated awards and encumbrances, other state, federal and private funding available for the same uses, leverage ratios and statutory requirements of the Severance Tax Bond Act. There are seven certified uses for the Severance Tax Bond funding: down payment assistance, first mortgage, single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation, single family acquisition and rehabilitation, rental and single family housing development, transitional housing, and land banking.

Housing New Mexico has discretion to allocate funding between these uses based on need. If a change to the certified allocations exceeds 10%, State Board of Finance approval will be required

to reallocate funding. Housing New Mexico has not yet needed to amend the original certifications.

Program income

The housing need is exponentially higher than the resources available. While the available severance tax bond funding increased this year, we realize that annual allocations will vary from year to year. Allocating to program income generating activities will help smooth the impact in years when the annual allocations are lower. Additionally, as the program income increases, we'll be able to allocate more resources to non-program income generating activities

Program Performance

Each program receiving severance tax bond funding is monitored by performance metrics including commitments and expenditures. Pursuant to SB 134, any unencumbered balance from the proceeds of severance tax bonds issued ... after three years from the issuance of those bonds shall revert to the severance tax bonding fund.

Programs may perform differently from year to year based on various factors to include market conditions and other available resources. Providing flexibility in the annual allocation process will help ensure that Housing New Mexico meets statutory requirements while efficiently generating program income that grows the fund.

Demand for Program Funds

In the evaluation process, we evaluated demand for each program and developed a 6-12 month pipeline or projections based on past performance.

Other Funding

Housing New Mexico receives federal and private funding for a variety of programs. While we have seen federal funding remain flat, during the most recent 2025 legislative session there were significant appropriations made for housing and services. There are some federal funding sources that will expire and not likely renewed in the next couple of years. Additionally, services and operational support are not allowable uses under the Severance Tax Bond Act.

Federal funding administered by Housing New Mexico totals around \$275,000,000 including \$176,639,000 in bond financed tax credits, \$11.2 million in HOME, \$37.5 million in project-based voucher housing assistance, \$15 million for Weatherization activities, and \$15.4 million for homelessness and homelessness prevention.

In HB 2, the state's budget, the legislature appropriated \$135,500,000 to the Department of Finance and Administration for housing related initiatives including affordable housing, transitional housing and the expansion of housing services providers that facilitate behavioral health services and substance abuse recovery, homelessness assistance and prevention for persons with behavioral health needs, \$38,516,000 to the Health Care Authority available for supportive housing and housing assistance, including \$10,300,000 for the Linkage Program.

Capital outlay (HB 450) includes \$44,492,000 for housing related projects.

Leverage

Housing New Mexico is responsible for ensuring a three to one leverage which is defined as “the amount of available matching funds.” Housing New Mexico reports leverage across the various activities. Currently, the overall leverage for the New Mexico Housing Trust Fund is ten to one.

Certified Use	Leverage
Down Payment Assistance (DPA)	25:1
Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	2:1
Single family acquisition and rehabilitation	5:1
Rental and single family development	4:1
NMHTF	10:1

Proposed Allocations for SFY 2026 \$45 million

Certified Use	Activity	SFY 26 Allocation Severance Tax Bond
Down Payment Assistance DPA	Down Payment Assistance DPA	\$8,000,000
Single family acquisition and rehabilitation	Restoring Our Communities	\$1,500,000
Rental and single family development	Rental Development	\$18,400,000
	Single family development	\$12,600,000
	Housing Innovation	\$4,500,000
Total		\$45,000,000

Summary:

After evaluating program performance and availability of funding, staff recommend approval of the fiscal year 2026 Severance Tax Bond funding programmatic allocations in the amount of \$45 million. Staff also recommend adoption of the 2026 Resolution, Notification and Certification of Need which will be provided to the State Board of Finance.

NEW MEXICO MORTGAGE FINANCE AUTHORITY
RESOLUTION, NOTIFICATION AND CERTIFICATION

May 21, 2025

WHEREAS, the Legislature of the State of New Mexico (the “State”), at its 1975 regular session, adopted Chapter 303, Laws of New Mexico, 1975, known and cited as the Mortgage Finance Authority Act, NMSA 1978 §§ 58-18-1 through 58-18-27 (the “Act”);

WHEREAS, there was created by the Act, a public body politic and corporate, separate and apart from the State, constituting a governmental instrumentality known and identified as the “New Mexico Mortgage Finance Authority” (“MFA”), MFA being created and established to serve a public purpose and to act for the public benefit by improving the health, safety, welfare and prosperity of the State and the general public;

WHEREAS, MFA was created to provide decent, safe and sanitary residential housing to persons of low or moderate income;

WHEREAS, the purpose of the New Mexico Housing Trust Fund Act, as defined below, is to provide flexible funding for housing initiatives in order to produce and preserve significant housing investment in the state;

WHEREAS, money from the proceeds of severance tax revenue bonds or notes (“Bonds”) authorized in the Severance Tax Bonding Act, Sections 7-27-1 et seq. NMSA 1978, as amended (the “Severance Tax Bonding Act”) and particularly NMSA 1978, Section 7-27-49, is to be allocated to the New Mexico Housing Trust Fund (the “Fund”) created within the MFA under the New Mexico Housing Trust Fund Act, Section 58-18C-1 et seq. NMSA 1978, as amended (the “HTF Act”) for the purposes of carrying out the provisions of the HTF Act; and

WHEREAS, The MFA Board of Directors approved and certified the uses of the state fiscal year severance tax allocation to the Fund on May 21, 2025 outlined in **Exhibit A: State Fiscal Year 2026 Certified Uses, attached hereto.**

NOW, THEREFORE, BE IT RESOLVED BY THE NEW MEXICO MORTGAGE FINANCE AUTHORITY THAT:

1. MFA, as trustee of the Fund, hereby certifies and notifies the State Board of Finance that at least Forty-Five Million Dollars (\$45,000,000) is needed for the certified purposes listed on **Exhibit A**, and that each of such purposes identified in this Certification: (a) is an authorized use of such proceeds under the terms of the Severance Tax Bonding Act and the HTF Act, (b) constitutes a capital project, (c) does not include any indirect project costs or

operational or working capital expenditures, and (d) to the extent proceeds are transferred to a non-governmental entity, complies (or will comply, when such proceeds are transferred) with the Affordable Housing Act, Sections 6-27-1 et seq. NMSA 1978, which codifies the exception to the Anti-Donation Clause of the New Mexico Constitution contemplated in Article IX, Section 14, Paragraphs E and F of the Constitution.

2. Should the purposes to which such funds are to be applied change such that (a) the amount allocated to any category shown on **Exhibit A** of this certification is increased or reduced by more than five percent (5%), or (b) such changes result in an aggregate change in the amount needed to an amount which is less than the amount certified in this certification, the MFA will promptly (and no later than 60 days after such change is identified) supplement and re-certify to the State Board of Finance its needs as detailed on **Exhibit A** to reflect any updates in the anticipated or actual application of such proceeds in accordance with the Severance Tax Bonding Act and the HTF Act.

3. The State Board of Finance is hereby requested to apply the amounts listed in **Exhibit A** for each certified project (consisting of short-term taxable severance tax note proceeds) in the aggregate principal amount of Forty-Five Million Dollars (\$45,000,000) for the purposes set forth on **Exhibit A**.

4. During the course of expenditure of the proceeds certified herein, MFA shall monitor the use and expenditure of such proceeds and ensure proper reversions are made as provided in clause C of Section 7-27-49 of the Severance Tax Bonding Act, and shall from time to time (at least annually) provide a written report to the State Board of Finance describing: (a) actual expenditure of Bond proceeds, (b) reconciliation of actual expenditures against anticipated and previously certified and recertified projects, (c) reversions, if any, (d) specific projects funded by proceeds deposited in any revolving loan fund, and (e) MFA's policies and procedures for determination and prioritization of eligible projects expected to be funded with proceeds of Bonds.

5. All conditions, contingencies and limitations imposed by law with respect to the certification of the need for the Bonds to finance the original projects and the expenditure of funds with respect thereto, if any, have been satisfied.

The undersigned hereby certifies that the above and foregoing certification was duly adopted by the Board of Directors of the New Mexico Mortgage Finance Authority at a meeting duly called, held and conducted on May 21, 2025.

ADOPTED:

Aye:

Nay:

Abstain:

Absent:

PASSED AND APPROVED BY THE NEW MEXICO MORTGAGE FINANCE AUTHORITY THIS ____
DAY OF _____, 2025.

By: _____

Angel Reyes, Chair

New Mexico Mortgage Finance Authority

CERTIFICATION

I HEREBY CERTIFY, that I am the Secretary of the New Mexico Mortgage Finance Authority; that the above and foregoing is a full, true and correct copy of a resolution, notification and certification duly and regularly adopted by the vote of the majority or more of the directors of the New Mexico Mortgage Finance Authority in accordance with the MFA bylaws in effect on January 18, 2023; that there is no provision in the articles of the MFA bylaws conflicting with said resolution, notification and certification; and that said resolution, notification and certification has not been modified or revoked and still remains in full force and effect.

IN WITNESS WHEREOF, I have hereunto set my hand and seal of the New Mexico Mortgage Finance Authority this _____ day of _____, 2025.

Isidoro Hernandez, Secretary

(SEAL)

Exhibit A: State Fiscal Year 2026 Certified Uses

Certified Use	Description	Certified Uses
Down Payment Assistance	Provide down payment assistance to first-time and non-first-time homebuyers with low to moderate incomes.	\$8,000,000.00
First Mortgage	Provide first mortgage loans for first-time and non-first-time homebuyers with low to moderate incomes; purchase home loans originated by partners and provided to low to moderate income homeowners	\$-
Single Family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Home (vacant or occupied) emergency repairs, accessibility and energy efficiency improvements and complete rehabilitation for low to moderate income homeowners.	\$-
Single family acquisition and rehabilitation	Provide assistance to stabilize communities by acquiring vacant, abandoned and/or foreclosed homes and by rehabilitating, reselling and/or redeveloping these homes; conduct demolition or deconstruction of vacant or abandoned buildings (including residential, commercial, or industrial buildings) paired with greening or other lot improvement as part of a strategy for neighborhood revitalization.	\$1,500,000.00
Rental and single family development	Provide construction and permanent financing to develop, including both new and substantial rehabilitation, affordable rental and homeownership for low to moderate income households.	\$35,500,000.00
Transitional housing	Provide financing to develop transitional residences for persons experiencing or are at risk of homelessness	\$-
Land banking	Acquire land to support the development of affordable housing	\$-
Total		\$45,000,000.00

Tab 10



MEMO

TO: Housing New Mexico | MFA Board of Directors

Through: Contracted Services – May 13, 2025
Through: Policy Committee – May 6, 2025

FROM: Axton Nichols, Emergency Homeless Assistance Program (EHAP) Program Manager

DATE: May 21, 2025

SUBJECT: 2025 - 2030 Emergency Homeless Assistance Program – Award Recommendations

Recommendation:

Staff recommends approval of the Emergency Homeless Assistance Program (EHAP) awards for 2025-2030. Award letters and contracts will be sent upon approval from Contracted Services and the Board of Directors.

Background:

Housing New Mexico | MFA administers the EHAP program which is funded through the U.S. Department of Housing and Urban Development's (HUD) Emergency Solutions Grants (ESG) program under the Homeless Emergency Assistance Rapid Transition Housing Act (HEARTH) of 2009 which amends and reauthorizes the McKinney-Vento Homeless Assistance programs and the State of New Mexico's Homeless Programs appropriation.

Discussion:

On February 19, 2025, the Board approved an RFP for program years 2025-2026 and 2026-2027, with option to renew for three additional years, through 2029-2030. On February 19, the EHAP RFP was released. Eighteen proposals were received. An impartial review committee scored all proposals. Two were denied because they did not meet the minimum score requirements in the RFP. People Assisting the Homeless (PATH) and Family Crisis Center (FCC) both submitted letters of protest over the scores assigned to their respective RFP responses. EHAP Program Manager and Policy Committee discussed the concerns raised in the letters, and it was determined that the RFP responses were scored correctly. No changes were made to their scores.

Shelter Name	Issue	RFP Reference
People Assisting the Homeless (PATH)	Audit included unresolved/repeated finding/significant deficiency for not adequately documenting internal control components over general ledger; management response is vague, finding not cleared;	RFP 12.1 <i>Scoring Criteria</i> , "Audit materials must include management response to any finding(s) along with corrective action taken and current status of finding(s)." RFP 12.1 <i>Fiscal Accountability</i> , "Recurring/unresolved findings = zero points"

	PATH does not report financial results on an accrual basis which auditor identified as a weakness in internal controls over financial reporting; finding not cleared; Audit included four recommendations for policy changes under "Prior Year Comments;" no changes were made according to audit provided; auditor stated, "we continue to recommend these (four) changes in policy." No management response.	
Family Crisis Center	1. Incomplete data for clients exiting to permanent destinations; there was no option to determine the percentage for this category, so zero points earned 2. Repeat Finding/Significant Deficiency for <i>Proper Reconciliation of Fixed Asset Accounts</i> ; Finding/Significant Deficiency for <i>Proper Reconciliation of Investment Account</i> ; <u>no report</u> to verify whether corrective action plan was completed or findings cleared	1. RFP: <i>EHAP Submission Checklist, Additional Documents Required for Scoring</i> , states "Provide number of individuals from total number served, who exited to permanent housing between 1/1/2024 and 12/31/2024." 2. RFP 12.1 <i>Scoring Criteria</i> , "Audit materials must include management response to any finding(s) along with corrective action taken and current status of finding(s)." RFP 12.1 <i>Fiscal Accountability</i> , "Recurring/unresolved findings = zero points"

Assuming both the federal and state awards for 2025-2026 remain the same for the homeless programs, On May 14, 2025, HUD released the ESG award amounts as shown below. When this memo was provided for PC and Contracted Services, we were using the ESG award amount from 2025-2026, of \$1,212,679.00. The amount shown below, of \$1,199,092.00 is the actual ESG amount for 2025-2026. The following breakdown will be used in an attempt to equalize the awards across the programs below as well as all three types of shelters:

Estimated Funding for 2025-2026 Program Year	
Emergency Solutions Grant (HUD) Award	\$1,212,679.00 \$1,199,092.00
State Homeless Award	\$1,215,700.00
New Mexico Healthcare Authority	\$50,000.00
Total	\$2,478,379.00 \$2,464,792.00

Program Allocations	
NM Coalition to End Homelessness (Homeless Management Information System)	\$88,000.00
Emergency Homeless Assistance Program	\$934,892.07
Rapid Rehousing/Homeless Prevention	\$859,100.00 \$845,275.23
Continuum of Care	\$461,966.00
MFA Admin Fee (ESG & State)	\$134,420.93 \$134,658.70
Total	\$2,478,379.00 \$2,464,792.00

The recommended awards shown below were determined based on each shelter's score compared to the scores of all qualified shelters within that category.

~~Estimated~~ EHAP funds: **-\$934,892.07**

56% to DV Shelters = \$523,539.56

13% to Youth Shelters = \$121,535.97

31% to Adult Shelters = \$289,816.54

Type	Shelter Name	Location	2024-2025 Award	Recommended 2025-2026 Award	Difference
Adult	Barrett Foundation	Albuquerque	\$134,199.51	\$54,427.51	-\$79,772.00
Adult	DreamTree (NEST)	Taos	\$0.00	\$63,085.32	\$63,085.32
Adult	Heading Home	Albuquerque	\$34,421.03	\$54,797.86	\$20,376.83
Adult	St. Elizabeth Shelter	Santa Fe	\$69,946.92	\$60,870.21	-\$9,076.71
Adult	Supporting People in Need (SPIN)	Silver City	\$0.00	\$56,635.64	\$56,635.64
				\$289,816.54	

Type	Shelter Name	Location	2024-2025 Award	Recommended 2025-2026 Award	Difference
Youth	DreamTree (Youth)	Taos	\$75,943.45	\$59,154.74	-\$16,788.71
Youth	Youth Shelters & Family Services	Santa Fe	\$37,527.89	\$62,381.23	\$24,853.34
				\$121,535.97	

Type	Shelter Name	Location	2024-2025 Award	Recommended 2025-2026 Award	Difference
DV	Center of Protective Environment (COPE)	Alamogordo	\$35,500.37	\$67,148.20	\$31,647.83
DV	Community Against Violence	Taos	\$60,010.93	\$63,441.84	\$3,430.91
DV	El Refugio	Silver City	\$45,177.82	\$56,058.59	\$10,880.77
DV	Grammy's House	Artesia	\$54,850.81	\$65,134.59	\$10,283.78
DV	Hartley House	Clovis	\$65,019.28	\$64,113.05	-\$906.23
DV	Haven House	Rio Rancho	\$23,765.11	\$54,299.92	\$30,534.81
DV	Option, Inc.	Hobbs	\$60,010.93	\$65,805.79	\$5,794.86
DV	SAFE House	Albuquerque	\$44,249.36	\$39,883.76	-\$4,365.60
DV	Valencia Shelter Services	Los Lunas	\$40,508.72	\$47,653.80	\$7,145.08
				\$523,539.56	

|

Summary:

Staff recommends approval of the Emergency Homeless Assistance Program (EHAP) awards for 2025-2030. Award letters and contracts will be sent upon approval from Contracted Services and the Board of Directors.

Tab 11

Housing New Mexico

FY 2025 Quarter 2
Marketing & Communications
Overview

Kristie Garcia

Director of Communications & Marketing
Marketing & Communications Department



January 22

Housing New Mexico provides \$737 million in fiscal year 2024, impacting nearly 19,000 people and homes in the state

January 29

Housing New Mexico launches Zero Interest Homebuilder Program to help address affordable housing shortage in the state

February 4

Housing New Mexico celebrates groundbreaking of Sandoval Flats in Rio Rancho



Sandoval Flats

March 4

Housing New Mexico celebrates grand opening of Hozho Center for Personal Enhancement

March 25

Housing New Mexico launches Rehab-2-Rental landlord program to increase affordable housing in the state



Hozho Center for Personal Enhancement

Media Mention Analytics

Media Mentions

- 197

Audience Reached

- Over 183 million

Value of Publicity

- Approximately \$4.2 million

Reached Rural Audiences

- Alamogordo, Farmington, Grant County (Silver City), Guadalupe County (Santa Rosa), Hidalgo County (Lordsburg), Hobbs, Las Cruces, Los Alamos, Rio Rancho, Roswell, Silver City, Taos, Valencia County (Belen)



Additional Publicity

January 8 (National Association for Industrial and Office Parks Newsletter)

Commercial Real Estate Development Association – New Mexico Chapter



New Mexico's Commercial Real Estate Development Association

[Events](#) | [New Member Welcome](#) | [News](#)

January 30 (Santa Fe New Mexican)

'Partners make it possible for Housing New Mexico to serve its purpose' op-ed by Isidoro Hernandez, Housing New Mexico Executive Director/CEO

January 30 (Southwest Tribal Housing Alliance website)

Housing New Mexico launches Zero Interest Homebuilder Program

February 1 (Bravo Mic Communications)

'Fiscal year 2024 production in Southern New Mexico' radio interview with Isidoro Hernandez, Housing New Mexico Executive Director/CEO

February 6 (New Mexico Home Builders Association Email News Flash)

Housing New Mexico Offers Funding Opportunities for Developers, Contractors, and Other Eligible Applicants

February 7 (Las Cruces Bulletin)

'The state's housing industry' Q&A with Isidoro Hernandez, Housing New Mexico Executive Director/CEO

Additional Publicity

March 1 (96.3 News Radio KKOB)

'Housing New Mexico turns 50' radio interview with Isidoro Hernandez, Housing New Mexico Executive Director/CEO



March 3 (Tax Credit Advisor)

Article: NM Housing Innovation Program Can Be the Last Bucket of Money

March 30 (KRQE TV News)

'Rehab-2-Rental Program' TV interview with Isidoro Hernandez, Housing New Mexico Executive Director/CEO



Print Ads

- Albuquerque the Magazine
- New Mexico Bankers Digest
- New Mexico Bankers Directory
- New Mexico Society of CPAs Continuing Professional Education Guide
- Round the Roundhouse
- Santa Fe New Mexican
- Southwest New Mexico Legislative Guide
- Venue Plus (Albuquerque Journal supplement)



New Mexico Society of CPAs Continuing Professional Education Guide

Digital Ads

- New Mexico Society of CPAs E-Newsletter
- Google: Down Payment Assistance
- Google: Affordable Housing

New Mexico Activities Association State High School Sports Championships

- App and Push Notifications
- Full-Page Program Ad
- Venue Banner
- Venue Electronic Board
- Video Board
- Website Banner



Venue Banner



Full-Page Program Ad

Testimonial Video



From homelessness to homeownership: David and Valerie Ramirez



January	February	March	TOTAL
Engagements:	Engagements:	Engagements:	Engagements:
1,866	1,099	1,010	3,975

Social Media – Facebook

Top Posts

 Housing New Mexico 



Housing New Mexico

Jan 22, 2025 12:05 PM

★ Housing New Mexico: \$737M provided, 18,981 people, families




Clicks	Reactions	Comments
83	26	4
Shares	Reach	Impressions
5	616	655



Housing New Mexico

Mar 27, 2025 4:00 PM

 Join Us for an Informational Webinar on the Rehab-2-Rental



Clicks	Reactions	Comments
41	18	3
Shares	Reach	Impressions
9	402	460



Housing New Mexico

Mar 6, 2025 2:00 PM

Housing New Mexico | MFA is accepting Requests for



Clicks	Reactions	Comments
22	31	1
Shares	Reach	Impressions
14	779	841

Social Media – Instagram

Top Posts





Housing New Mexico
 Mar 14, 2025 2:00 PM

We had an amazing time at the job fairs at the University of New



Comments	Likes	Saves
0	19	0
Shares	Reach	Views
0	89	140
Engagement	19	




Housing New Mexico
 Jan 29, 2025 5:00 PM



Housing New Mexico
CEO/Executive Director Isidoro




Comments	Likes	Saves
0	15	0
Shares	Reach	Views
0	113	181
Engagement	15	



Housing New Mexico
 Jan 10, 2025 2:00 PM

 Groundbreaking Alert!  The City of Las Cruces received \$1.5



Comments	Likes	Saves
0	14	0
Shares	Reach	Views
0	119	212
Engagement	14	

Social Media – LinkedIn

Top Posts

in Housing New Mexico ⓘ

 **Housing New Mexico**
Feb 5, 2025 5:30 PM

 Press Release: Housing New Mexico celebrates groundbreaking



Likes	Comments	Shares	Clicks
74	2	9	280

 **Housing New Mexico**
Jan 22, 2025 12:05 PM

★ Housing New Mexico: \$737M provided, 18,981 people, families



Likes	Comments	Shares	Clicks
42	1	4	157

 **Housing New Mexico**
Jan 29, 2025 5:00 PM

Housing New Mexico
CEO/Executive Director Isidoro



Likes	Comments	Shares	Clicks
47	3	4	145

Social Media – Twitter/X

Top Posts

 Housing New Mexico 

 **Housing New Mexico**
Mar 4, 2025 2:00 PM

 Exciting news! The Hozho Center near Gallup received



Likes	Impressions	Reposts
0	44	1

 **Housing New Mexico**
Mar 20, 2025 2:00 PM

We had a great time at the @_NMAA State High School



Likes	Impressions	Reposts
1	73	0

 **Housing New Mexico**
Feb 28, 2025 2:30 PM

 We're honored to receive a Certificate of Recognition from



Likes	Impressions	Reposts
0	24	0

Website Traffic Overview | Google Analytics 4

TOTAL VISITS

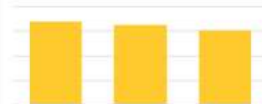
125,268



Previous period
20%
Previous year
~10%

NEW USERS

58,500



Previous period
19%
Previous year
~17%

TOTAL USERS

65,675



Previous period
18%
Previous year
~14%

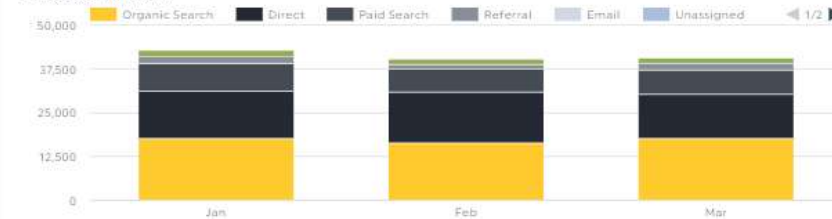
VIEWS

224,835



Previous period
14%
Previous year
~19%

SESSIONS BY MEDIUM



PAGES PER VISIT

1.79

Previous period
-5%
Previous year
-11%

BOUNCE RATE

51.92%

Previous period
3%
Previous year
11%

TOP VIEWED PAGES

Page path	Views		Total users	
/	50,408	+5,813	23,780	+1,894
/lenders-realtors/current-rates	8,602	+1,407	1,720	+6
/programs/homebuyers/mortgage-programs	6,080	+1,966	3,900	+1,287
/programs/find-housing/rentals/affordable	6,042	+504	3,601	+199
/mortgage-loans/make-payment	5,947	-113	3,120	-144
/programs/homebuyers	5,312	+2,892	3,379	+1,636
/lenders-realtors	5,176	+2,013	1,218	+353
/lenders-realtors/income-and-purchase-price-limits	4,826	+557	1,556	-86
/programs/homebuyers/income-and-purchase-price-limits	3,800	+1,360	2,686	+951
/contact/mfa	3,549	+644	2,472	+541

Quarterly Newsletter (January)

- Delivered to 3,145 people
- Available at housingnm.org
- Shared on social media

Housing New Mexico Newsletter

Stay Informed with Our Quarterly Newsletter!

Don't miss out on the latest updates, exclusive content, and valuable insights delivered right to your inbox. Join our growing community of subscribers and be the first to know about industry trends, new programs, and other exciting Housing New Mexico news. Sign up today!

Sign Up for Our Quarterly Newsletter

Subscribe

Fiscal Year 2024 Production Highlights

The *Housing New Mexico* Board of Directors is proud to provide the annual report for fiscal year 2024. Numerous partners, stakeholder, supporters and funders made it an exceptional year.

In 2024, *Housing New Mexico* provided **\$736,970,000** and impacted **18,981** people, families and homes.



[Read More](#)

Legislative Priorities

As we enter the new year, the 2025 Legislative Session presents an opportunity to again advocate for a transformative investment in affordable housing for New Mexico. Over the last two years, the legislature has invested record funding into the New Mexico Housing Trust Fund, signaling its commitment to addressing housing needs across the state and confidence in *Housing New Mexico* and our partners to stay the course in our mission to provide affordable housing opportunities for all New Mexicans.



[Read More](#)

Groundbreakings

It can take several years for a development to open its doors to residents, and it takes a large amount of work from many different organizations to create housing. Groundbreakings and grand openings give *Housing New Mexico* and its partners the opportunity to celebrate milestones in the development process together. *Housing New Mexico* partners' Thomas Development Group and New Mexico Housing and Community Development Corporation (Peachtree Canyon) and Homewise (Sombra del Oeste) hosted recent groundbreaking events.



[Read More](#)

Awards

Over the last quarter, the *Housing New Mexico* Board of Directors awarded over **\$12 million** to various affordable housing initiatives spanning the housing continuum. The funding provided will assist at least **593 New Mexicans across the state**, including programs specialized in transitional housing, multifamily rental housing and recovery housing for people dealing with substance use disorder.



[Read More](#)

January 8: Amador Crossing Groundbreaking (Las Cruces)

January 21-22: New Mexico Association of Counties Legislative Conference (Santa Fe)

January 27-30: Southwest Tribal Housing Alliance Annual Meeting (Isleta)

January 31: New Mexico Home Builders Association Board Meeting (Albuquerque)

February 4: New Mexico Health Care Authority Monitoring Entrance Conference (Albuquerque)

February 5: Sandoval Flats Groundbreaking (Rio Rancho)



*Amador
Crossing
Groundbreaking*



*Sandoval
Flats
Groundbreaking*

February 25-28: Innovations & Solutions for Ending Homelessness Conference(Albuquerque)

March 4: Hozho Center for Personal Enhancement Grand Opening (Gamerco/Gallup)

March 11-15: New Mexico Activities Association State High School Basketball Championships (Albuquerque)

March 26: 2025/2026 New Mexico State Plan for the U.S. Department of Energy's Weatherization Assistance Program (NM Energy\$mart) Public Hearing (Albuquerque)

March 28: South Central Council of Governments Meeting (Socorro)



*Hozho Center for
Personal Enhancement*



*New Mexico State High
School Basketball
Championships*

Looking Ahead



50th Anniversary Campaign

50th Anniversary Celebration Campaign (1975-2025)

Social Media Campaign: 50 Stories from 50 Years (March 28-September 12)

50 Stories from 50 Years web page:

<https://housingnm.org/about-us/50years>

Fifty Years of Housing New Mexico

50 Stories from 50 Years

Go Back

For five decades, we've been dedicated to transforming lives through housing. As we celebrate our journey, we're sharing 50 powerful stories—told through photos, videos, and personal experiences from those we've helped along the way—as well as highlighting the individuals who have contributed to Housing New Mexico's milestones.

Every week, we'll unveil two new stories, building up to our Housing Summit in September. Come back often, explore our history, and see firsthand the impact we've made together. You won't want to miss a single story!



Housing New Mexico

960 followers

2w • 📍

🎉 Celebrating 50 Years of Housing New Mexico 🎉

Day 8 of 50 – Down payment and closing cost assistance offered.

Housing New Mexico expanded its homeownership programs in 1991 to include down payment and closing cost assistance. The assistance put the dream of homeownership within reach of many families who lacked the resources to cover a down payment.

[#50YearsOfHousingNewMexico](#) [#50StoriesFrom50Years](#)



50th Anniversary Campaign

50th Anniversary Celebration Campaign (1975-2025)

Videos for Housing Summit

Anniversary Book



Housing Summit

September 17-19, 2025

Hotel Albuquerque

Details currently being planned



Questions?

Kristie Garcia

*Director of Communications &
Marketing*

Tel: 505-767-2268

Email: kgarcia@housingnm.org

7425 Jefferson St. NE, Albuquerque, NM 87109

Tel: 505-843-6880

housingnm.org



We Are Housing New Mexico

Tab 12

TO: MFA Board of Directors

Through: Policy Committee – May 6, 2025

FROM: Dolores Wood, Human Resources Director
Eleanor Werenko, Outside General Counsel

DATE: May 21, 2025

SUBJECT: Procurement for Insurance Broker Services; Approval of Conflict-of-Interest Transaction; Updated Annual Disclosure – Isidoro Hernandez

Recommendation: Staff recommends engaging HUB International (Southwest) to provide agent of record services for all matters relating to insurance for Housing New Mexico/MFA.

Background: Housing New Mexico requested proposals from Berger Briggs, Brown and Brown Insurance of New Mexico, and HUB International (Southwest) to provide insurance broker services. *See sample request, dated March 28, 2025, attached as **Exhibit A**.* Berger Briggs and HUB International (Southwest) submitted proposals prior to the deadline. Brown and Brown did not submit a proposal. An internal review committee comprised of Dolores Wood, Jeff Payne and Arundhati Bose (the “Internal Review Committee”) reviewed Offerors’ proposals and conducted interviews with Berger Briggs, and HUB International (Southwest) (together, “Offerors”). The Internal Review Committee evaluated the interview responses and recommended approval of HUB International (Southwest) to provide agent of record services for all matters relating to insurance for Housing New Mexico/MFA. *See sample proposed agent of record letters attached as **Exhibit B**.* The agent of record does not receive direct compensation from Housing New Mexico/MFA but does receive compensation directly from insurance companies when policies are bound with insurance carriers for Housing New Mexico/MFA (broker compensation estimated by staff to be approximately \$32,235 annually).

Criteria evaluated by the Internal Review Committee included:

1. Offeror's experience.
2. Offeror's experience providing services to any related industry associations or groups.
3. Commitments Offeror will make to staff continuity, including Offeror's key staff turnover experience in the last three years.
4. The largest client(s) Offeror (or local office of Offeror) has lost in the past three years and the reasons.
5. Offeror's organizational chart and years of experience for each team member who would potentially be servicing Housing New Mexico/MFA's account.
6. Offeror's approach to insurance renewals and the timeline for implementation.
7. Offeror's fee proposal or methodology.
8. References from other, similarly sized clients of the partner and manager that will be assigned to Housing New Mexico/MFA for reference purposes (contacted for recommended Offeror).
9. How and why Offeror is different from other firms being considered, and why Housing New Mexico/MFA's selection of Offeror's firm is the best decision Housing New Mexico/MFA could make.

Discussion:

Procurement Process

The recommendation by the Internal Review Committee to engage HUB International (Southwest) as the agent of record for all matters relating to insurance for Housing New Mexico/MFA has historically been managed under the exception to Housing New Mexico/MFA's Procurement Policy for small purchases because the expenditure for insurance broker services during a given calendar year will not exceed \$50,000. *Housing New Mexico/MFA Policies and Procedures, Section 3.1.B.1.* Under Housing New Mexico/MFA's Policies and Procedures and Delegations of Authority small purchases are eligible for approval by the Executive Director/CEO or the Chief Officer(s). *Delegations of Authority, Line 12.*

The procurement of insurance policies, apart from health insurance for which there is an exception in Section 3.1.B.5 of the Policies and Procedures¹, is not directly addressed in

¹ Section 3.1.B.5. Healthcare/Dental Providers. In the healthcare industry there are a limited number of similar or like sources to healthcare/dental providers which makes a competitive sealed proposal procedure impractical. So as not to interrupt healthcare/physician/dental services for Housing New Mexico/MFA

the Policies and Procedures. However, because there are a limited number of insurance carriers providing coverage in the state of New Mexico, and because of the way in which proposals for insurance are obtained through brokers, Housing New Mexico/MFA has historically engaged in the above-described process of procuring an insurance broker to obtain proposals for insurance coverage. Coverage for Housing New Mexico/MFA's insurance needs is typically bound with multiple insurance carriers, identified through Housing New Mexico/MFA's insurance broker, which can provide the insurances required by Housing New Mexico/MFA. This procurement process is not specifically addressed by Housing New Mexico/MFA's Policies and Procedures.

Conflict-of-Interest Transaction

Today's recommendation is being brought to the Housing New Mexico/MFA Board of Directors for approval pursuant to Section 1.2.D.1.c of Housing New Mexico/MFA's Policies and Procedures, which requires approval by a disinterested majority of the Members of the Board of Directors for any Transaction involving a Family Member of any Housing New Mexico/MFA Member, Management or Employee. In this recommended Transaction, a Family Member of Housing New Mexico/MFA's Executive Director/CEO is employed by HUB International (Southwest) and leads the team that is proposing to engage in a Transaction with Housing New Mexico/MFA to provide insurance broker services. Under Housing New Mexico/MFA's Code of Conduct, Section 1.2 of the Policies and Procedures Manual, Housing New Mexico/MFA may only engage in a Transaction, in excess of \$10,000, where a Family Member of Housing New Mexico/MFA Management has a Financial Interest, if the Financial Interest has been disclosed to the Board of Directors, and a disinterested majority of the Members of the Board of Directors approves the Transaction. *Policies and Procedures, Section 1.2.F.1.c.*

Additionally, the member of Management must update their annual disclosure statement to disclose that the member of Management has become aware that they have a Family Member that is engaging in, or proposing to engage in, a Transaction with Housing New Mexico/MFA. *Policies and Procedures, Sections 1.2.F.1.c. and 1.2.D.3.* And finally, the written disclosure of the Member of Management shall be disclosed and set forth in the Board minutes. *Policies and Procedures, Section 1.2.D.4.*

Executive Director/CEO, Isidoro Hernandez, submitted the updated annual disclosure attached as **Exhibit C** to this memorandum pursuant to the updated disclosure requirements. Pursuant to Section 1.2.D.6 of the Policies and Procedures the updated annual disclosure was provided to the Director of Human Resources who informed Housing New Mexico's Policy Committee. The proposed Transaction with an entity in which a Family Member of Housing New Mexico/MFA Management has a Financial

Employees, Housing New Mexico/MFA may conduct negotiations with the like sources and obtain the price and terms most advantageous to Housing New Mexico/MFA. Similarly, in Section 3.1.B.6 Banking Services are excepted from the procurement policy.

Interest is being disclosed to the Board by General Counsel pursuant to Section 1.2.D.6 of the Policies and Procedures.

Executive Director/CEO Hernandez did not participate in preparing the request for proposals, and did not participate in the Internal Review Committee meetings, or in that portion of Policy Committee where the conflict-of-interest Transaction was discussed.

Summary: Based on the Internal Review Committee's recommendation, staff recommend engaging HUB International (Southwest) to provide agent of record services for all matters relating to insurance for Housing New Mexico/MFA. This conflict-of-interest Transaction requires disclosure to the Board of Directors of the Financial Interest, and the approval of a disinterested majority of the Members of Housing New Mexico/MFA's Board of Directors of the Transaction.

EXHIBIT A
REQUEST FOR PROPOSALS

March 28, 2025

Company Name

Address

City, State, Zip

Dear Sir or Madam:

Housing New Mexico is accepting proposals from Insurance Brokerage firms to provide services for our organization. We invite your firm to submit a proposal to us by 4:00 p.m., April 11, 2025, for consideration. A description of our organization, the services needed, and other pertinent information is as follows:

Background of Housing New Mexico/MFA

Housing New Mexico, also known as New Mexico Mortgage Finance Authority (MFA), is a self-supporting quasi-governmental entity that provides financing to make quality affordable housing and other related services available to low- and moderate-income New Mexicans. Using funding from housing bonds, tax credits and other federal and state agencies, Housing New Mexico provides resources to build affordable rental communities, rehabilitate aging homes, supply down payment assistance and affordable mortgages, offer emergency shelter and administer rental assistance and subsidies. Housing New Mexico partners with lenders, REALTORS, nonprofit organizations, local governments, tribal communities and developers throughout the state to make these programs and services available to all eligible New Mexicans.

Housing New Mexico has a staff of 120.

To learn more about the Housing New Mexico, to include financial statements, please visit,

www.housingnm.org

Services to Be Performed

Your proposal is expected to cover the following services:

1. Conduct thorough assessments of current business insurance coverages, identify risk and provide recommendations.
2. Annual bids from insurance firms.
3. Provide guidance as needed.
4. Provide exceptional customer service.

Reason for Request

The request for proposal is a periodic review. Attached is a summary of coverages for your review and analysis.



Your Response to This Request for Proposal

In responding to this request, we request the following information:

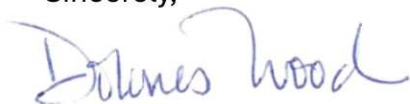
1. Detail your firm's experience.
2. Provide information on whether you provide services to any related industry associations or groups.
3. Discuss commitments you will make to staff continuity, including your key staff turnover experience in the last three years.
4. Identify the largest client(s) your firm (or office) has lost in the past three years and the reasons.
5. Provide the organizational chart and years of experience for each team member who would potentially be servicing Housing New Mexico's account.
6. Describe how your firm will approach insurance renewals and the timeline for implementation.
7. Disclose your fee proposal or methodology.
8. Provide the names and contact information for other, similarly sized clients of the partner and manager that will be assigned to our organization for reference purposes.
9. Describe how and why your firm is different from other firms being considered, and why our selection of your firm is the best decision we could make.

Evaluation of Proposals

Housing New Mexico will review and evaluate all proposals submitted by the deadline noted above. Once our review is complete, we may follow up with some questions and/or request a presentation.

Please submit your proposal to me at the following e-mail address by April 11, 2025, dwood@housingnm.org. Please let me know if you do not intend to submit a proposal. If you have any questions, please call me at 505-767-2205.

Sincerely,



Dolores Wood
Human Resources Director



EXHIBIT B
SAMPLE AGENT OF RECORD LETTERS

LETTER MUST BE TYPED ON INSURED'S LETTERHEAD

May 21, 2025

New Mexico Mortgage Finance Authority
7425 Jefferson St NE
Albuquerque, NM 87109-4488

RE:

Insurer: Liberty Mutual
Policy #: REDACTED
Policy Period: 09/02/2024 To 09/02/2025

To Whom It May Concern,

Effective May 21, 2025, please recognize Kevin Shannon of HUB Southwest as our agent of record for all matters relating to our insurance.

Please provide with copies of:

- Our current policies and all endorsements
- The most recent application and worksheets completed for placement of this coverage.
- A current loss run covering all policies and policy terms insured by your company.

Please allow a photocopy or facsimile of this document to have the same validity as the original. This letter will not be rescinded; therefore, please waive any waiting period which may apply. We look forward to your support in making this a smooth transition.

We do understand that HUB Southwest will not share responsibility for any deficiencies in our present insurance program, to which this letter pertains, until HUB Southwest has had an opportunity to review the policies and endorsements and provide us with recommendations.

Thank you for your assistance.

Sincerely,

Insured Signature: _____ Date: _____

EXHIBIT C
UPDATED ANNUAL DISCLOSURE – ISIDORO HERNANDEZ

EXHIBIT A

DISCLOSURE STATEMENT

To: **HOUSING NEW MEXICO | MFA**
CHAIR AND EXECUTIVE DIRECTOR

From: Isidoro Hernandez
(Member, Proxy, Management, Employee)

Date: 5/1/2025

The undersigned Member, Management or Employee states that he/she has read and understands the Housing New Mexico's Code of Conduct and that the information provided below is, to the best of his/her knowledge and belief, accurate and complete in all respects, as of the date hereof.

The following is a list of all Businesses in which either I, or a Family Member, have a Financial Interest (as defined in the Code of Conduct) which are engaged or proposing to engage in a Transaction with Housing New Mexico. If the answer is "none", please write "none".

Name of Business:

HUB International. My son-in-law, Kevin Shannon, is a Client Executive VP for HUB International. Kevin Shannon responded to a Housing NM | MFA request for proposals under our Small Purchase Procurement guidelines for Brokerage Services for Commercial Insurance on behalf of HUB International.

If Employee Transaction, approximate value of the Transaction, if applicable:

The following is a list of all Housing New Mexico programs or proposed programs that I, or a Family Member (i.e., spouse, domestic partner, children, parents, siblings, grandparents, parents-in-law, brother-in-law or sister-in-law, uncle, aunt, first cousin, or anyone residing in the household), am likely to participate in and/or benefit from. If the answer is "none", please write "none":

My son-in-law, Kevin Shannon, is a Client Executive VP for HUB International. HUB International submitted a response to a Housing NM|MFA request for proposals under our Small Purchase Procurement guideline for Brokerage Services for Commerical Insurance on behalf of HUB International. An internal review committee was convened to consider the responses. I did not participate in the committee. The internal review committee has advised that it will be recommending selection of HUB International as the broker for Housing NM|MFA's commercial insurance to Housing NM|MFA.

Signed: 

NOTE: Use additional sheets as necessary.






2025 Updated Annual Disclosure Statement_05162025

Final Audit Report

2025-05-16

Created:	2025-05-16
By:	Dominique Zuni (dzuni@housingnm.org)
Status:	Signed
Transaction ID:	CBJCHBCAABAAIU1ti-mgXZSB6zzp_SkvXnSOngdMlgKa

"2025 Updated Annual Disclosure Statement_05162025" History

-  Document created by Dominique Zuni (dzuni@housingnm.org)
2025-05-16 - 6:52:37 PM GMT
-  Document emailed to Izzy Hernandez (ihernandez@housingnm.org) for signature
2025-05-16 - 6:52:51 PM GMT
-  Email viewed by Izzy Hernandez (ihernandez@housingnm.org)
2025-05-16 - 6:58:00 PM GMT
-  Document e-signed by Izzy Hernandez (ihernandez@housingnm.org)
Signature Date: 2025-05-16 - 6:58:11 PM GMT - Time Source: server
-  Agreement completed.
2025-05-16 - 6:58:11 PM GMT

Tab 13







Staff Actions Requiring Notice to Board**During the Period of April 2025**




Department and Program	Project	Action Taken	Comments / Date Approved
Housing Development Department - National Housing Trust Fund (NHTF)	Mariposa Apartments	Awarded an additional \$28,868.39 in National Housing Trust Fund (the unallocated balance of our 2023 NHTF allocation) to Mariposa Apartments to help fund the project's increased scope of work.	Approved by Policy Committee on April 22, 2025
Accounting Department	Extension of External Audit Contract	One-year extension for External Audit Services with CliftonLarsonAllen LLP (CLA) for the fiscal year ending 9/30/2025 at proposed rate. CLA is amenable to the extension.	Approved by Policy Committee on May 6, 2025
Community Development Department – Weatherization Program	RE-Allocation of \$291K from Capital Outlay to Program	Approved transfer of funds in the amount of \$271,288.02 from Capital Outlay to the service providers for weatherization of additional units or the purchase of supplies and equipment.	Approved by Policy Committee on April 1, 2025
Community Development Department – HOME-American Rescue Plan	NOFA Scoring Committee	Matt Smokov was removed from the scoring committee and Barbara Madrigal was added.	Approved by Policy Committee on April 1, 2025
Community Development Department - HOME-American Rescue Plan	HOME-ARP New Provider Approvals	Approved St. Elizabeth Shelter and Vizionz-Sankofa as new HOME-ARP providers.	Approved by Policy Committee on April 22, 2025
Community Development Department - ESG Rapid Rehousing/Homeless Prevention	Reallocation of 2024-2025 funds	Reallocated \$15,000 of funds from Enlace Comunitario to Mesilla Valley Community of Hope for the 24-25 program year to ensure funds are spent by the June 30 th deadline.	Approved by Policy Committee on April 29, 2025

Department and Program	Project	Action Taken	Comments / Date Approved
Community Development Department -HOME Rehab	Request to use general funds	Approved request to use general funds to reimburse Southwestern Regional Housing to pay for environmental testing for a Housing Innovations Project.	Approved by Policy Committee on April 29, 2025





MFA Strategic Plan Benchmarks FY 2025

Goal 1 - Create affordable housing opportunities that support and strengthen New Mexico's communities

-  Benchmark: 1
Benchmark: Provide mortgage financing for 2,000 homebuyers
- Q1 On Target | Housing New Mexico | MFA financed 547 homebuyers in Q1 of FY 2025 and 547 homebuyers YTD
- Q2 On Target | Housing New Mexico | MFA financed 572 homebuyers in Q2 of FY 2025 and 1,119 homebuyers YTD
-  Benchmark: 2
Benchmark: Maintain average mortgage product utilization of 25% of all FHA loans recorded in New Mexico.
- On Target |
- Q1 The Housing New Mexico | MFA quarterly product utilization reported for Q1 of FY 2025 is 35.03% for a YTD average of 35.03%.
- On Target |
- Q2 The Housing New Mexico | MFA quarterly product utilization reported for Q1 of FY 2025 is 35.03% for a YTD average of 34.66%.
- Benchmark: 3
 Benchmark: Finance the development and/or preservation of 1,100 rental units through multi-family housing development programs.
- On Target |
- Q1 In Q1 of 2025, Housing Development financed the development of 820 multifamily units. The YTD total of units developed and/or preserved is 820.
- On Target |
- Q2 In Q2 of 2025, Housing Development financed the development of 60 multifamily units. The YTD total of units developed and/or preserved is 880.
- Benchmark: 4
 Benchmark: Provide the financing and/or development of 500 new ownership units through the following Housing New Mexico Programs
- Q1 Caution | In FY 2025 Q1, Housing Development financed the development of 0 single-family units. The YTD total of units developed is 0.
- Caution |
- Q2 In FY 2025 Q2, Housing Development financed the development of 0 single-family units. PP financed 4 single family units. The YTD total of units developed is 4.
- Benchmark: 5
 Benchmark: Finance the preservation of 1,250 rental and homeownership units through weatherization, rehabilitation and housing innovation programs.
- Q1 On Target | PP Housing Innovation 35. CDD weatherized and/or rehabbed 139 units. YTD: 174
- Q2 On Target | PP Housing Innovation 77, SF 2. CDD had 378. YTD 631
- Benchmark: 6
 Benchmark: Achieve an expenditure rate of 95% of allocated homeless programs funds annually.
- On Target |
- Q1 PY Q1 (7/1/24-9/30/24) \$2,762,115 of total award of \$8,181,083.41 has been expended (34%). From 11/1/22-9/30/24, HOME-ARP providers have expended \$3,392,539 of \$5,587,740.78 of awarded program funds (61%).
- On Target |
- Q2 PY Q2 (10/1/24-12/31/24) \$4,676,110.69 of total award of \$8,181,083.41 was expended (57%) for homeless programs, not including HOME-ARP. From 11/1/22-12/31/24, HOME-ARP providers have expended \$4,054,334.21 of the \$5,587,740.78 awarded program funds (73%).

-  Benchmark: 7
Benchmark: Achieve annual combined average loan delinquencies of MFA serviced portfolio below 9.5%.
- Q1 Caution | Housing New Mexico's combined average delinquency rate is at 10.56% FY Q1.
- Q2 On Target | Housing New Mexico's combined average delinquency rate is at 8.06% as of 3/31/2025 FY Q2.
- Benchmark: 8
 Benchmark: Maintain subserviced portfolio delinquency percentage below the Federal Housing Administration Loan Performance Trend delinquency rate.
- On Target |
- Q1 Subserviced portfolio delinquency as of 12/31/2024 equals 13.06%, below the target of 14.98% per the FHA performance report as of 11/30/2024.
- On Target |
- Q2 Subserviced portfolio delinquency as of 3/31/2025 equals 10.20% which met the target of 15.11% delinquency rate per the FHA performance report as of 12/31/2024.
- Benchmark: 9
 Benchmark: Evaluate at least 6 new products, business models, financial tools or significant program or product improvements.
- Q1 On Target | Created the zero percent construction loan program parameters. Revamped HOME Rehab program. YTD improvements is 2
- Q2 On Target | CDD is evaluating a Home Energy loan program and began exploring a HIP Hybrid model to work with SFPHA. YTD 4

Goal 2 - Build a network of advocates and partners that work to create and promote affordable housing in the state

-  Benchmark: 10
Benchmark: Achieve 14,000 social media engagements annually.
- Q1 On Target | 6,015 social media engagements. YTD social media engagements is 6,015
- Q2 On Target | 3,975 social media engagements; YTD 9,990
- Benchmark: 11
 Benchmark: Achieve an average of 2 rural media mentions per month.
- October: 8 rural media mentions;
Q1 November: 5 rural media mentions;
Met | December: 14 rural media mentions. YTD rural media mentions is 27
- Q2 Met | 38 rural media mentions: January (16); February (13); March (9). YTD: 65
- Benchmark: 12
 Benchmark: Expand services of at least 3 programs to an underserved area of the state.
- On Target |
- Q1 PP Awarded \$100,000 to New Mexico Eviction Prevention & Diversion through GF and Charitable Trust to assist rural areas with eviction prevention. ROC expanded to Roswell and Las Cruces with two new providers. LIHTC and 4 loans closed in Anthony, NM. YTD services expanded is 3
- Met |
- Q2 PP Launched statewide Rehab-2-Rental program. CDD added Community Action Agency as a HOME-ARP RRH/HP provider and now serves Luna and Grant counties. YTD 5
- Benchmark: 13
 Benchmark: Conduct or participate in an average of 4 outreach events monthly to assist local governments, tribal governments, potential new program partners and/or elected officials.
- Q1 On Target |

6 in October;
 October 10: Peachtree Canyon Apartments Groundbreaking (Las Cruces),
 October 10: Regional Listening Session (Las Cruces),
 October 16-17: Raton Economic Development Summit (Raton),
 October 17-18: Alianza Board Retreat (Mescalero),
 October 17: City of Carlsbad Energy Summit – Infrastructure and Housing Panel (Carlsbad),
 October 30: Weatherization Day (Albuquerque);

4 in November:
 November 2: PNM Community Assistance Fair (Albuquerque),
 November 13: Regional Listening Session (Santa Fe),
 November 14: Regional Listening Session (Albuquerque),
 November 21: U.S. Department of Housing and Urban Development's Office of Community Planning and Development retreat;

5 in December:
 December 4: New Mexico Aging and Long-Term Services Department Training – Weatherization and Home Rehabilitation (Albuquerque),
 December 5: Colonia Infrastructure Board Meeting (Santa Fe),
 December 9: HOME Rehabilitation Training for Eligible Applicants (Albuquerque),
 December 10-11: HOME Rehabilitation Training for Existing Sub-Recipients (Albuquerque),
 December 10: Housing New Mexico Open House (Albuquerque).

PP • Met with the following entities to provide technical assistance: City of Gallup, Red Feather Development, and East Central Ministries.


CDD: Weatherization Day (10/30/24); Visionz Sankofa for Rehab (11/7/24, 12/9/24); Mescalero Apache Tribe for Rehab (11/2024, 12/9/24); Brothers Redevelopment Inc for Rehab (11/2024, 12/9/24); Espanola Habitat for Humanity for Rehab (12/9/24); JH Homes for HIP (12/2024); Raton Economic Summit, and 2024 NM Infrastructure Finance Conference for ROC outreach (Oct 2024) = 8 total

YTD outreach events is 26

On Target |

Marketing 10 for Q2 January (4); February (2); March (4): January 8: Amador Crossing Groundbreaking (Las Cruces); January 20-22: New Mexico Association of Counties Legislative Conference (Santa Fe); January 27-30: Southwest Tribal Housing Alliance Annual Meeting (Isleta) January 31: New Mexico Home Builders Association Board Meeting (Albuquerque); February 4: New Mexico Health Care Authority Monitoring Entrance Conference (Albuquerque); February 5: Sandoval Flats Groundbreaking (Rio Rancho); March 4: Hozho Center for Personal Enhancement Grand Opening (Gamerco/Gallup); March 11-15: New Mexico Activities Association State High School Basketball Championships (Albuquerque); March 26: 2025/2026 New Mexico State Plan for the U.S. Department of Energy's Weatherization Assistance Program (NM Energy\$mart) Public Hearing (Albuquerque); March 28: South Central Council of Governments Meeting (Socorro) - - CDD (11 for Q2): WAP is working with Sen. Heinrich's office about potential funding partnerships; Matthew Lamstein from Las Vegas, NM, Loren Bienvenue from Santa Fe, NM, and Mike Koz from Los Alamos, NM as potential new providers for ROC; City of Sunland Park on 2/27/25 and Rebuilding Together Sandoval 3/12/25 for HOME Rehab, and presented to NM Habitat for Humanity on 3/28/25; Executive Director of The Mountain Center, an RHP program in Santa Fe, regarding eligibility requirements 2/18/25; Deputy Director of Social Services and Connections at CABQ (3/20/25 and 3/26/25) regarding RHP program purpose and eligibility; Recovery Management Center for program in Deming regarding RHP eligibility requirements on 3/10/25; (YTD 47)

Benchmark: 14

 Benchmark: Provide at least 100 formal group training or technical assistance opportunities for existing property owners, developers, service providers and/or lenders.

On Target |

PP • Met with the following 10 organizations for Housing Innovation Program: New Mexico Eviction Prevention & Diversion, North Central New Mexico Economic Development District, Cornerstone, Ohkay Owingeh Housing Authority, DreamTree, Haven of Peace Enterprise, High Five Construction, Saranam, Forget Me Not Veteran's Park, and Adelante. Special Needs Training for LIHTC properties. Housing Representatives provided training sessions to 6 different lending companies. Housing Development hosted a LIHTC Fundamentals training and a QAP training.

Q1 CDD - 3 T&TA for new RHP providers (TenderLove Community, NM Reentry Center, Endorphin Power Company); WAP Peer Exchange 12/9/24; trained Barrett Foundation about housing practices for move-ins; HOME Rehab partner training/peer exchange 12/10-12/11/24; TA for HIP General Contractors at Open House projects for SOW understanding; Amplifund provider training for landlord liaisons 11/5/24 (CDD Total 13)

YTD trainings is 32

Q2 On Target |

Homeownership Representatives provided 14 different training sessions to participating lenders; PP provided 13 Housing Innovation training sessions to the following organizations: Krossroads, Shemot Psychosocial Interventions For Youth & Families, North Central RTD, Dona Ana County, Prosperity Works (2), Gordon Edelheit, SPIN, Saranam (2), Sawmill Community Land Trust, DreamTree, Vibe Treatment Center and Santa Fe County. Provided Environmental Review technical assistance to the following developers: Dominion Development and Acquisition, LLC, Santa Fe Civic Housing Authority, Inc., and NM Housing and Community Development Corporation (16).

CDD (12 for Q2): 3/28/25 Peer Exchange for Eligible ROC expenses; 2/3/25 Amplifund training with New Day Youth Shelter; 1/14/25 Monthly Peer Exchange- New Housing NM updated HOME Rehab Standards (recorded); 2/12/25 Monthly Peer Exchange- New Policy and Form Training (recorded); 1/31/25 Peer Exchange for HOPWA training with Cloudburst and how to best stretch funding through end of PY; T&TA for TenderLove Community Center March 2025; HOME-ARP new provider trainings: Program overview training was conducted on 3/6/25. Invoicing and Reporting requirement training was conducted on 3/12/25. Intake and eligibility training was conducted 3/26/25; Linkages OIS addendum process training for Barrett Foundation in March on 3/12/25, 3/15/25, 3/25/25; BIL Implementation Working Group on 2/24/25; Peer Exchange on state plan and blood borne illnesses and WAP PAC on 3/26/25.

YTD 74



Benchmark: 15

Benchmark: Plan MFA housing summit, open house, or networking events.

On Target |

- Q1 Planned and successfully implemented Open House on Dec. 10; Housing Summit planning (sponsorships, website landing page, keynote speaker contracts)

On Target |

Housing Summit planning: website landing page (vFairs set up subdomain: <https://summit.housingnm.org/> points to vFairs now); keynote speaker contracts; conference registration app; sponsorship page on website; volunteer meeting with Theresa Laredo-Garcia (volunteer coordinator); designed & deployed save-the-date graphic for email signature and on social media; paid sponsorships as of 3/31: RBC

- Q2 (\$15,000); Lincoln Avenue Capital (\$10,000); HB Construction (\$10,000); All (7) \$2,500: Rocky Mountain CRC, Tofel Dent Construction, Sunflower Bank First National Bank 1870, CSG Advisors, The Richman Group (TRG – Oregon Affordable Housing LLC, The Mitas Group, Inc., BOKF; \$1,500 (Idaho Housing)

Goal 3 - Maintain judicious financial stewardship and principled, efficient business practices

Benchmark: 16



Benchmark: Obtain unqualified opinion on MFA financial statements and no material weakness in internal control over financial reporting or major programs, excluding first-time audits.

Met |

- Q1 Audit issued with an unmodified opinion and no material weaknesses. Audit was approved by State Auditor's Office 12/22/2024 and by Board 1/15/2025.

Benchmark: 17



Benchmark: Achieve operating performance and profitability equal to net revenues over total revenues of at least 10%.

On Target |

- Q1 The five-year average for operating performance and profitability is 11.31%. YTD average is 11.31%. Actual % for Q1 is 28.58%

On Target |

- Q2 Operating performance and profitability as of 3/31/25 is 22.39%. The five-year average for operating performance and profitability is 13.14%.

Benchmark: 18



Benchmark: Obtain balance sheet strength equal to net asset position over total bonds outstanding of at least 20%

- Q1 On Target | Balance sheet strength as of 12/31/24 is 22.10%. The five-year average for balance sheet strength is 23.63%.









- Q2 On Target | Balance sheet strength as of 3/31/25 is 21.59%. The five-year average for balance sheet strength is 23.73%.



Benchmark: 19

Benchmark: Realize administrative fee of at least 18 basis points on all bond issues.

- Q1 On Target | 2024 Series G closed in Q1 with an administrative fee of 18 basis points. YTD administrative fee is 18 basis points.

Q2	On Target 2025 Series AB closed in Q2 with an administrative fee of 0.20%. YTD administrative fee is 19 basis points.
	Benchmark: 20
	Benchmark: Achieve the cost of bond issuance not to exceed 2% of the bond volume.
Q1	On Target Cost of Bond Issuance for Q1 was 0.97%. The weighted average for the fiscal year as of 12/31/2024 was 0.97%.
Q2	On Target Cost of bond Issuance for Q2 was 0.86%. The weighted average for the fiscal year as of 3/31/2025 was 0.90%.
	Benchmark: 21
	Benchmark: Realize cash profitability of .5% on TBA (to be announced) executions.
Q1	On Target HomeForward loans settled via TBA realized a cash profitability of 1.32%. YTD cash profitability is 1.32%
	On Target
Q2	Housing New Mexico settled HomeForward loans via TBA in Q2; loans settled during the quarter realized a cash profitability of 1.23% and a cash profitability of 1.27% year-to-date.
	Benchmark: 22
	Benchmark: Maintain servicing fee yield at an average of .36% of the purchased servicing portfolio.
Q1	On Target Servicing fee yield is 0.37%. YTD servicing fee yield is 0.37%
Q2	On Target Servicing fee yield is on target at 0.37%
	Benchmark: 23
	Benchmark: Earn 100% base fees for PBCA (project based contract administrator) contract.
Q1	On Target All tasks for this quarter were completed and 100% of the fees were collected.
Q2	On Target All of the tasks for this quarter were completed and 100% of the fees were earned.
	Benchmark: 24
	Benchmark: Yield a collection rate of 98% or greater for compliance monitoring fees.
Q1	On Target Invoices for compliance fees were processed and sent out to owner/agents this quarter.
Q2	On Target As of 3/31/2025, 96.3% of the fees have been collected.
	Benchmark: 25
	Benchmark: Meet commitment and expenditure requirement of 95% of recurring grant funding.
Q1	On Target Through Q1, we are not aware of any recurring funding that is in jeopardy of not being spent. 100%
	On Target
Q2	On target through 3-31-25. Staff has identified that out of 8.1 million of recurring funds that needs to be spent by 9/30/25 only 127.90 has been lost.
	Benchmark: 26
	Benchmark: Commit 75% of STB (severance tax bond) recurring funding annually in resources for affordable housing of New Mexico Housing Trust Funds by June 30, annually.
	Met
Q1	As of Q1, the STB 24 has committed \$34,900,000 (93%) and expended \$20,473,670.05 (55%). As of Q1, the STB 25 has committed \$33,620,000 (97%) and expended \$8,134,332.21 (23%).
	Met
Q2	As of Q2, the STB 24 has committed \$36,900,000 (98%) and expended \$22,010,469 (59%). As of Q2, the STB 25 has committed \$34,334,972 (99%) and expended \$12,161,241 (35%).
	Benchmark: 27
	Benchmark: Increase funding by at least 2 new sources.
Q1	On Target No new sources in Q1
Q2	Met

CDD - Rapid Unsheltered Survivor Housing (RUSH) for \$132,732; PP/CDD \$1,656,000 from DFA for statewide landlord incentive programs. YTD 2



Benchmark: 28

Benchmark: Improve at least 15 MFA processes or resources.

On Target |

Finance: Developed a process to streamline the due diligence questionnaire for leadership, which is a recurring requirement for single-family bond issuances, and reduced total call time for all stakeholders by 75%.; Accounting: Streamlined the process of reviewing the General Fund Accounts Payable submissions, which is a weekly responsibility and requires two reviewers. With the development of a new report, the process improvements saves approximately 15 minutes per reviewer per week, or approximately 26 hours per year. Replaced Govenda with an internal solution saving time and money. Secondary Market: Revamped the QA/QC process which includes updating QC plan/procedures, new monthly/quarterly meetings with management, and improving lender QA oversight.

Q1

CDD: updated Technical Monitoring Tool; developed budget analysis spreadsheet to more accurately calculate budget projections for Linkages; began requesting all relevant rental payment information for each Linkages client in case we have to step in to pay rents ever again; revamped HOME Rehab NOFA, manuals, and forms with assistance from specialized HUD consultant; created Work Write Up templates for SOW/bid opportunities in HIP; revamped Emergency Needs manual and application approval process (6)

YTD improvements are 11

Met |

Finance: Finance department worked with Housing Development to develop a prospective model for tracking, monitoring, and analyzing the full effect and present value of all revenue on Multi-family Housing Revenue Bonds issued by Housing New Mexico, and the potential outcomes that future projects could bring to MFA's sustainability.; Accounting: Since BeanWorks does not have a workflow that accommodates the changing approval requirements of monthly legal invoices, Accounting streamlined the process by proactively gathering the necessary signatures based on that month's legal activity before routing to the Executive Director for final approval, Accounting successfully implemented Bond Master module in the Web; Servicing: In cooperation with Secondary Market, Homeownership, and IHFA, Servicing developed repurchase flowcharts to outline processes for three repurchase scenarios, including Lender repurchases, repurchases for foreclosure, and repurchases for loss mitigation/loan modification. PP Environmental Review Officers worked with HD and CDD to improve internal environmental review processes.

Q2

CDD (4 for Q2): updated ROC feasibility tool to explicitly show the soft costs calculation and separate it from the closing costs; updated and created several HOME and HIP forms to align with IDIS and HUD requirements while also converting the forms to editable PDFs and locked Word docs; updated annual provider Renewal Checklist to remove several schedules that will be instead be added to the Master Contract rather than being signed at renewal time; new HOME-ARP provider onboarding trainings have been recorded for future use and included existing provider to help with Q&A to enhance the training.

YTD 21

Goal 4 - Provide robust technological solutions



Benchmark: 29

Benchmark: Maintain an RS3 score greater than or equal to 780, averaged over four quarters.

On Target |

MFA's internal and external penetration testing will be completed in Q3. MFA received a Ivanti Security Score (RS3) of 814 (low risk). RS3 represents MFA's cyber security posture, measuring risk posed by existing vulnerabilities and current potential threats. The rating range is from 300 (high risk) to 850 (very low risk).

Q1

Benchmark: 30



Benchmark: Achieve a Recovery Point Objective (RPO) for infrastructure servers at or below ten minutes and a Recovery Time Objective (RTO) at or below six hours.

On Target |

The current RPO for all critical infrastructure equipment is currently meeting the Service Level Agreement of less than 5 minutes and the tested failover Recovery Time Objective was just over three hours, which is below the goal of six.

Q1



Benchmark: 31

Benchmark: Implement new software solutions.


On Target |

Completed the implementation of age verification to NM EnergySmart Online system and added MITAS Bond Master to Test Web. Secondary Market implemented Comergerence software to assist in monitoring and assessing participating lender regulatory compliance and financial strength. YTD software solution implementation is 2.

Q1

Goal 5 - Foster a healthy, dynamic and team-oriented work environment


Benchmark: 32

 Benchmark: Participate in Annual Employee Engagement Survey and determine and implement actionable steps to address opportunities for improvement.

Q1 On Target | Survey opens March 24th

Q2 On Target | Engagement Survey Concludes on May 2nd. Results will be obtained no later than August.

Benchmark: 33

 Benchmark: Provide training and professional development opportunities.

On Target |

Leadership Academy Underway with 4 participants

Q1 ADP Learning Management system used for growth opportunities. Executive Leadership Training with NCSHA. Two staff completed MBA Servicing certification. Two staff completed certification for cold climate heat pumps. Two staff attended the HOPWA Institute Conference and Training. Four staff attended Environmental Review Training. One staff attended HOPWA CAPER Report training. YTD training and professional development opportunities is 7

On Target |


CDD: One staff completed Lead and Asbestos trainings. Two staff attended NAEH conference in Los Angeles. Two staff attended COSCDA conference in Washington, DC. One staff attended Supportive Housing Model training. One staff attended the National Home Performance Conference. Two staff attended the NASCSP conference/training. One staff completed Federal Grants training. Two staff attended the Management and Leadership Training Conference. Finance: One staff member attended the NCSHA HFA Institute in January.

Q2 Another staff member attended the Smith's Affordable Housing Finance Conference in March. HR attended Compliance and Benefits Conference and HRD became a member of the Presbyterian Commercial Advisory Committee. Housing Development: One staff member attended National Grants Management Association's Growing with Grants virtual training, one completed Excel training in ADP, three attended NCSHA's HFA Institute, two attended TDA's Cost Allocation in HOME & HTF Rental projects, one completed the 12 HOME modules in HUD Exchange, and one completed the URA training in HUD Exchange. YTD training and professional development opportunities is xx

On Target |

Q3 Marketing: One employee attended the 2025 Solutions for Housing Communications Conference hosted by the National Housing Conference in April;

Benchmark: 34

 Benchmark: Consistently provide team building opportunities for Housing NM staff that promote a healthy, dynamic work environment.

On Target |

Quarterly Events Completed : Annual and 1st quarter recognition event

Health Fair conducted in the first quarter with over 20 vendors who participated. Best fair in the history of Housing NM Health Fairs

Q1 Chair massages monthly, Health and Wellness Toolkit updated monthly.

Volunteer activities: quarterly Ronald McDonald House first quarter completed in November. PB&J Adopt a Family took place in December. Duke City Marathon completed in October

Department team building activities held by HR.

Chair massages in January and March

Lunch and Learn in February: Essential Oils class: supporting neurological, hormone and long-term chronic issues.

St Patricks Day Potluck

Wellness Toolkit updated with walking activities and healthy recipes

Q2 Walking challenge concluded with 12 participants

Planning for retirement training conducted my Bank of Oklahoma

Provided Active Shooter Training

On Target | Conducted Anti Harassment Training; Duke City Marathon winning team lunch admin team

Benchmark: 35

 Benchmark: Complete compensation review.

Q1 On Target | to begin in Spring

Q2 On Target | Underway

Tab 14



New Mexico Housing Trust Fund Monthly Overview
May 21, 2025

New Mexico Housing Trust Fund Funding Source	Total Allocation	Total Procurement*		Total Awarded		Procured but not Awarded	Total Expended		Awards Proposed at 5/2025 Board Meeting	Award Amount	Activity
Severance Tax Bond 2024	\$ 37,530,000	\$ 37,530,000	100%	\$ 36,900,000	98%	\$ 630,000	\$ 22,468,953	60%			
Severance Tax Bond 2025	\$ 34,620,000	\$ 34,620,000	100%	\$ 34,334,972	99%	\$ 285,028	\$ 13,426,991	39%			
Legislative 2024 \$50 Million Allocation	\$ 50,000,000	\$ 40,180,000	80%	\$ 30,500,437	61%	\$ 9,679,563	\$ 6,702,125	13%			
Total	\$ 122,150,000	\$ 112,330,000	92%	\$ 101,735,409	83%	\$ 10,594,591	\$ 42,598,069	35%			
Awards in green are included in the total awarded but are being proposed at the current Housing New Mexico Board of Directors meeting. All awards and expenditures are as of the final Policy Committee meeting on April 1, 2025.											

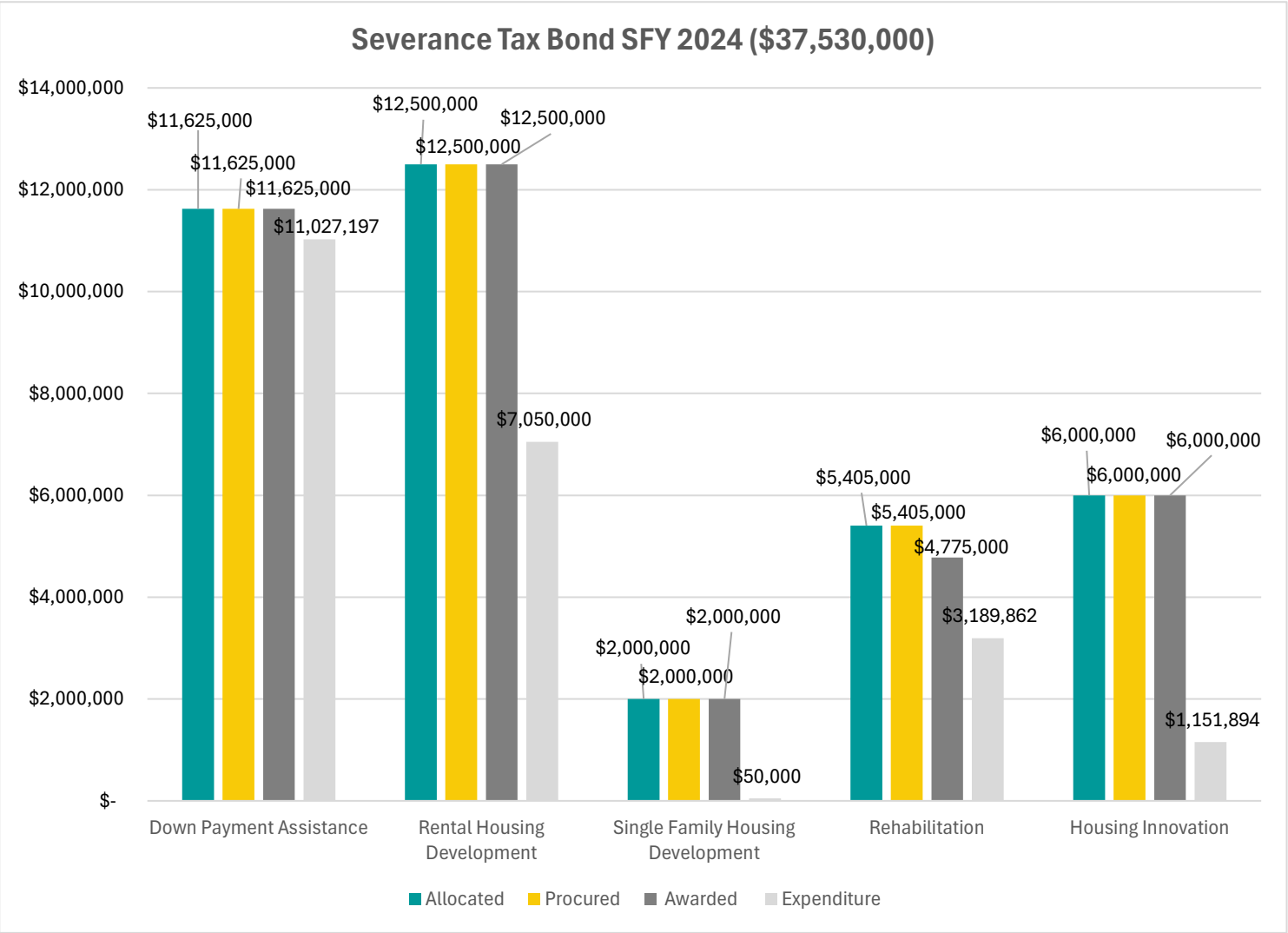
*Procurement is defined as Housing New Mexico has a program to deploy the funding and is available to potential applicants (homebuyers, service providers, developers, and other applicants).

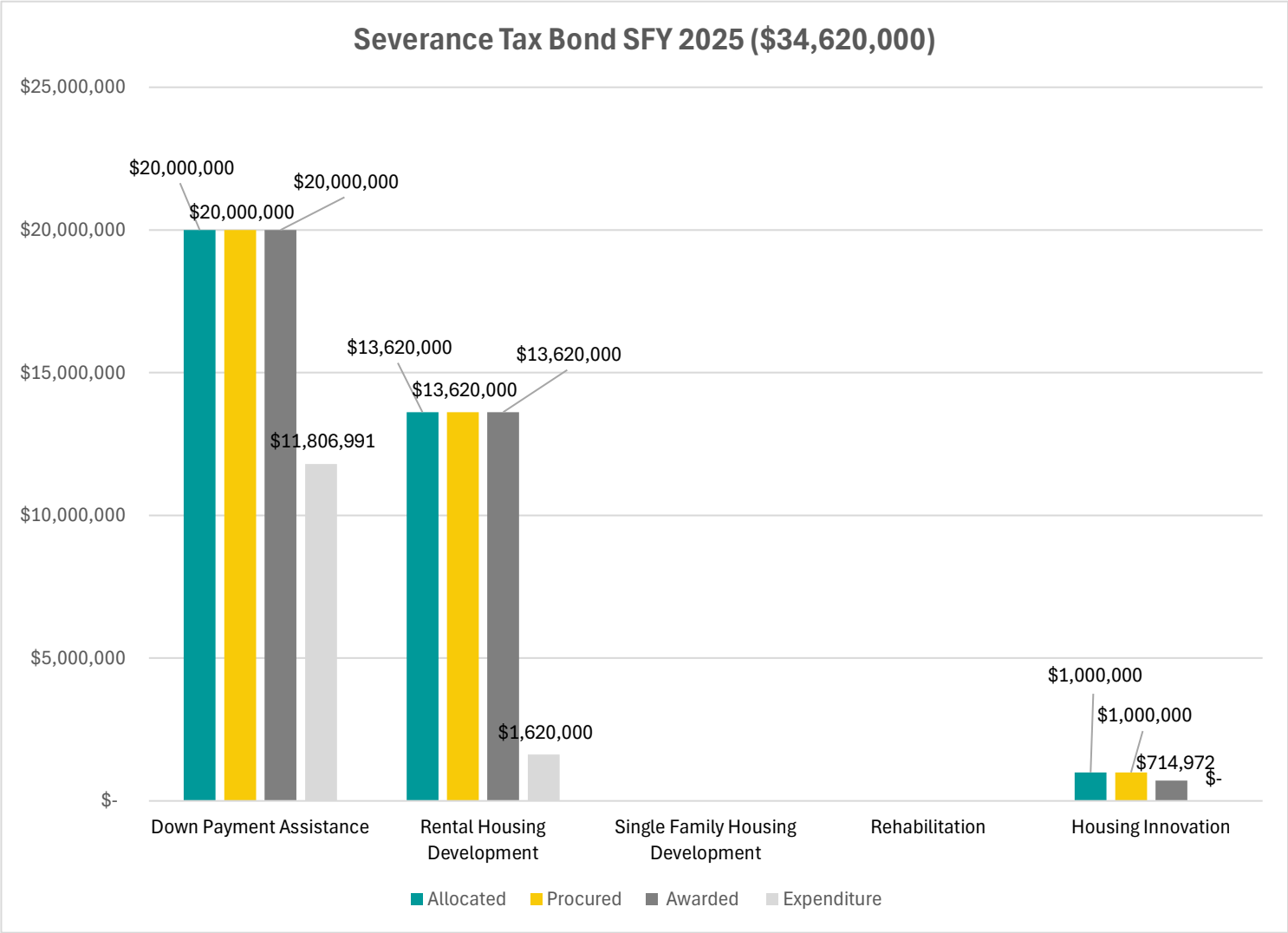
New Mexico Housing Trust Fund Awards
May 21, 2025

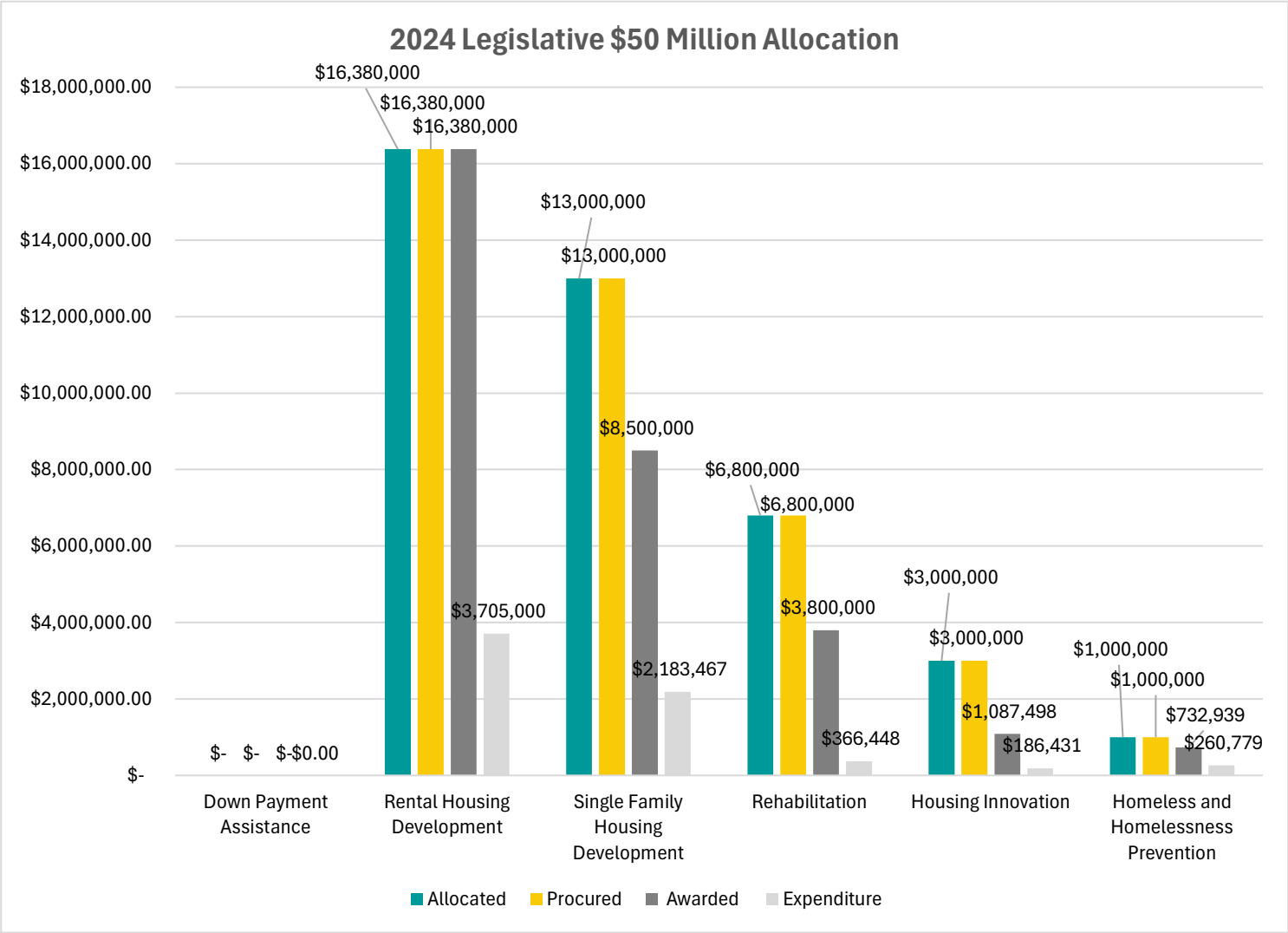
Awardee	Award	Award Amount	Certified Use	Activity	New Mexico Housing Trust Fund Funding Source	Anticipated Impact (Households)	City	County
Homeownership Department	FirstDown Plus	\$ 10,625,000	Down payment assistance (DPA)	Down Payment Assistance	SFY24 STB	708	Statewide	Statewide
Homeownership Department	HomeForward DPA	\$ 1,000,000	Down payment assistance (DPA)	Down Payment Assistance	SFY24 STB	67	Statewide	Statewide
Southwest Regional Housing and Community Development		\$ 134,655	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Home Improvement Program	SFY24 STB	3	Southwestern NM	Dona Ana, Eddy, Grant, Hidalgo, Luna, Sierra, Curry, De Baca, Lincoln, Chaves, Roosevelt, Otero, and Lea Counties
Southwest Regional Housing and Community Development		\$ 99,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Home Improvement Program	SFY24 STB	1	Southwestern NM	Dona Ana, Eddy, Grant, Hidalgo, Luna, Sierra, Curry, De Baca, Lincoln, Chaves, Roosevelt, Otero, and Lea Counties
Home Improvement Program		\$ 536,919	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Home Improvement Program	SFY24 STB	27	Statewide	Guadalupe, Quay, Harding, Union, Rio Arriba, San Juan, McKinley, and Los Alamos Counties
San Felipe Pueblo		\$ 229,426	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Home Improvement Program	SFY24 STB	3	San Felipe Pueblo	Sandoval County
Central New Mexico Housing Corporation		\$ 475,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Weatherization	SFY24 STB	33	Central NM	Bernalillo, Sandoval, Torrance, Valencia, Taos, Colfax, Union, Mora, Harding, San Miguel, Guadalupe, Quay, Cibola, McKinley, San Juan, Rio Arriba, Santa Fe, Los Alamos
Southwest Regional Housing and Community Development		\$ 300,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Weatherization	SFY24 STB	21	Southwestern NM	Dona Ana, Eddy, Grant, Hidalgo, Luna, Sierra, Curry, De Baca, Lincoln, Chaves, Roosevelt, Otero, and Lea Counties
Restoring Our Communities Program		\$ 2,000,000	Single family acquisition and rehabilitation	Restoring Our Communities	SFY24 STB	12	Albuquerque/ North Central NM	Bernalillo County
Chelsea Investment Corp.	Three Sisters	\$ 3,500,000	Rental and single family development	Gap Financing	SFY24 STB	70	Las Cruces	Dona Ana County
La Serena Apartments, LLC	La Serena Apartments	\$ 1,000,000	Rental and single family development	Gap Financing	SFY24 STB	100	Albuquerque	Bernalillo County
Pedrena Apartments LLC	Pedrena Apartments	\$ 1,000,000	Rental and single family development	Gap Financing	SFY24 STB	80	Las Cruces	Dona Ana County
NCNO Limited Partnership, LLLP	Encino Senior Gardens	\$ 2,000,000	Rental and single family development	Gap Financing	SFY24 STB	165	Albuquerque	Bernalillo County
Peachetree Canyon Limited Partnership (to be formed)	Peachtree Canyon I	\$ 3,000,000	Rental and single family development	Gap Financing	SFY24 STB	144	Las Cruces	Dona Ana County
EC Ruidoso LP	Elk Meadows Apartments	\$ 2,000,000	Rental and single family development	Gap Financing	SFY24 STB	72	Ruidoso	Lincoln County
Post Las Brisas, LLC	Las Brisas Apartments	\$ 1,000,000	Rental and single family development	Preservation	SFY24 STB	120	Albuquerque	Bernalillo County
Homewise	Sombra del Oeste	\$ 500,000	Rental and single family development	SF Development	SFY24 STB	10	Albuquerque	Bernalillo County
Homewise	Miraflores	\$ 500,000	Rental and single family development	SF Development	SFY24 STB	7	Santa Fe	Santa Fe County
Town of Silver City		\$ 500,000	Rental and single family development	Housing Innovation	SFY24 STB	8	Silver City	Grant County
NM Ramp Project		\$ 500,000	Rental and single family development	Housing Innovation	SFY24 STB	100	Statewide	Bernalillo, Chaves, Cibola, Dona Ana, Eddy, Lea, Los Alamos, Luna, Rio Arriba, Roosevelt, San Juan Sandoval, Santa Fe, Torrance, and Valencia Counties
Sawmill CLT		\$ 262,498	Rental and single family development	Housing Innovation	SFY24 STB	105	Albuquerque	Bernalillo County
HagermanForward Inc.		\$ 500,000	Rental and single family development	Housing Innovation	SFY24 STB	18	Chavez County	Chaves County
San Felipe Pueblo		\$ 450,000	Rental and single family development	Housing Innovation	SFY24 STB	24	San Felipe Pueblo	Sandoval County
Ohkay Owingeh		\$ 500,000	Rental and single family development	Housing Innovation	SFY24 STB	10	Ohkay Owingeh	Rio Arriba County
North Central New Mexico Economic Development District		\$ 1,000,000	Rental and single family development	Housing Innovation	SFY24 STB	4	North Central NM	Colfax, Los Alamos, Mora, Rio Arriba, San Miguel, Sandoval, Santa Fe, and Taos Counties

Awardee	Award	Award Amount	Certified Use	Activity	New Mexico Housing Trust Fund Funding Source	Anticipated Impact (Households)	City	County
Homeownership Department	FirstDown Plus	\$ 15,500,000	Down payment assistance (DPA)	Down Payment Assistance	SFY25 STB	1,033	Statewide	Statewide
Homeownership Department	HomeForward DPA	\$ 4,500,000	Down payment assistance (DPA)	Down Payment Assistance	SFY25 STB	300	Statewide	Statewide
Somos Apartments Limited Partnership	Somos Apartments	\$ 4,000,000	Rental and single family development	Gap Financing	SFY25 STB	70	Albuquerque	Bernalillo County
Ocate SF, LLC (to be formed)	Ocate Apartments	\$ 3,000,000	Rental and single family development	Gap Financing	SFY25 STB	60	Santa Fe	Santa Fe County
Country Club SF, LLC (to be formed)	Country Club Apartments	\$ 3,000,000	Rental and single family development	Gap Financing	SFY25 STB	62	Santa Fe	Santa Fe County
Chelsea Investment Group	Mariposa Apartments	\$ 2,000,000	Rental and single family development	Gap Financing	SFY25 STB	51	Taos	Taos County
Rio Rancho Leased Housing Authority I, LLP	Sandoval Flats	\$ 1,620,000	Rental and single family development	Gap Financing	SFY25 STB	216	Rio Rancho	Sandoval County
Rio Rancho Leased Housing Authority I, LLP	Sandoval Flats	\$ 1,380,000	Rental and single family development	Gap Financing	2024 Legislative Allocation	216	Rio Rancho	Sandoval County
Artisan's Guild Contracting, LLC	El Toro Community	\$ 3,000,000	Rental and single family development	SF Development	2024 Legislative Allocation	29	Roswell	Chaves County
YSM Development Advisors LLC	Salazar South	\$ 2,500,000	Rental and single family development	SF Development	2024 Legislative Allocation	81	Taos	Taos County
HOME and VHRMP		\$ 500,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Home Improvement Program	2024 Legislative Allocation	19	Statewide	Guadalupe, Quay, Harding, Union, Rio Arriba, San Juan, McKinley, and Los Alamos Counties
Central New Mexico Housing Corporation		\$ 125,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Weatherization	2024 Legislative Allocation	9	Central NM	Bernalillo, Sandoval, Torrance, Valencia, Taos, Colfax, Union, Mora, Harding, San Miguel, Guadalupe, Quay, Cibola, McKinley, San Juan, Rio Arriba, Santa Fe, Los Alamos Counties
Southwest Regional Housing and Community Development		\$ 175,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Weatherization	2024 Legislative Allocation	5	Southwestern NM	Dona Ana, Eddy, Grant, Hidalgo, Luna, Sierra, Curry, De Baca, Lincoln, Chaves, Roosevelt, Otero, and Lea Counties
Redfeather Development		\$ 400,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Weatherization	2024 Legislative Allocation	4	Navajo Nation	Navajo Nation
Central New Mexico Housing Corporation		\$ 75,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Weatherization - EnergySmart Solar Program	2024 Legislative Allocation	5	Central NM	Bernalillo, Sandoval, Torrance, Valencia, Taos, Colfax, Union, Mora, Harding, San Miguel, Guadalupe, Quay, Cibola, McKinley, San Juan, Rio Arriba, Santa Fe, Los Alamos Counties
Southwest Regional Housing and Community Development		\$ 2,400,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Weatherization - EnergySmart Solar Program	2024 Legislative Allocation	170	Southwestern NM	Dona Ana, Eddy, Grant, Hidalgo, Luna, Sierra, Curry, De Baca, Lincoln, Chaves, Roosevelt, Otero, and Lea Counties
City of Las Cruces		\$ 1,500,000	Rental and single family development	Housing Innovation	SFY24 STB	-	Las Cruces	Dona Ana County
Village of Ruidoso		\$ 287,502	Rental and single family development	Housing Innovation	SFY24 STB	10	Ruidoso	Lincoln County
Redfeather Development		\$ 25,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Weatherization	2024 Legislative Allocation	2	Navajo Nation	Navajo Nation
Village of Ruidoso		\$ 712,498	Rental and single family development	Housing Innovation	2024 Legislative Allocation	-	Ruidoso	Lincoln County
Forget Me Not Park		\$ 375,000	Homelessness and Homelessness Prevention	Homeless and Homelessness Prevention (Housing Innovation)	2024 Legislative Allocation	40	Socorro/ Truth or Consequences Area	Socorro County
Home Improvement Program		\$ 100,000	Single family emergency repairs, accessibility, energy efficiency improvements and rehabilitation	Home Improvement Program	2024 Legislative Allocation	7		Guadalupe, Quay, Harding, Union, Rio Arriba, San Juan, McKinley, and Los Alamos Counties
Tierra del Sol Housing Corporation	Vado New Horizons	\$ 1,000,000	Rental and single family development	SF Development	2024 Legislative Allocation	56		Dona Ana County
Lincoln Avenue Communities	Cresta Ranch	\$ 4,000,000	Rental and single family development	Gap Financing	2024 Legislative Allocation	240		Santa Fe County
DBG Properties	Tierra Linda Apartments	\$ 3,000,000	Rental and single family development	Gap Financing	2024 Legislative Allocation	240		Bernalillo County

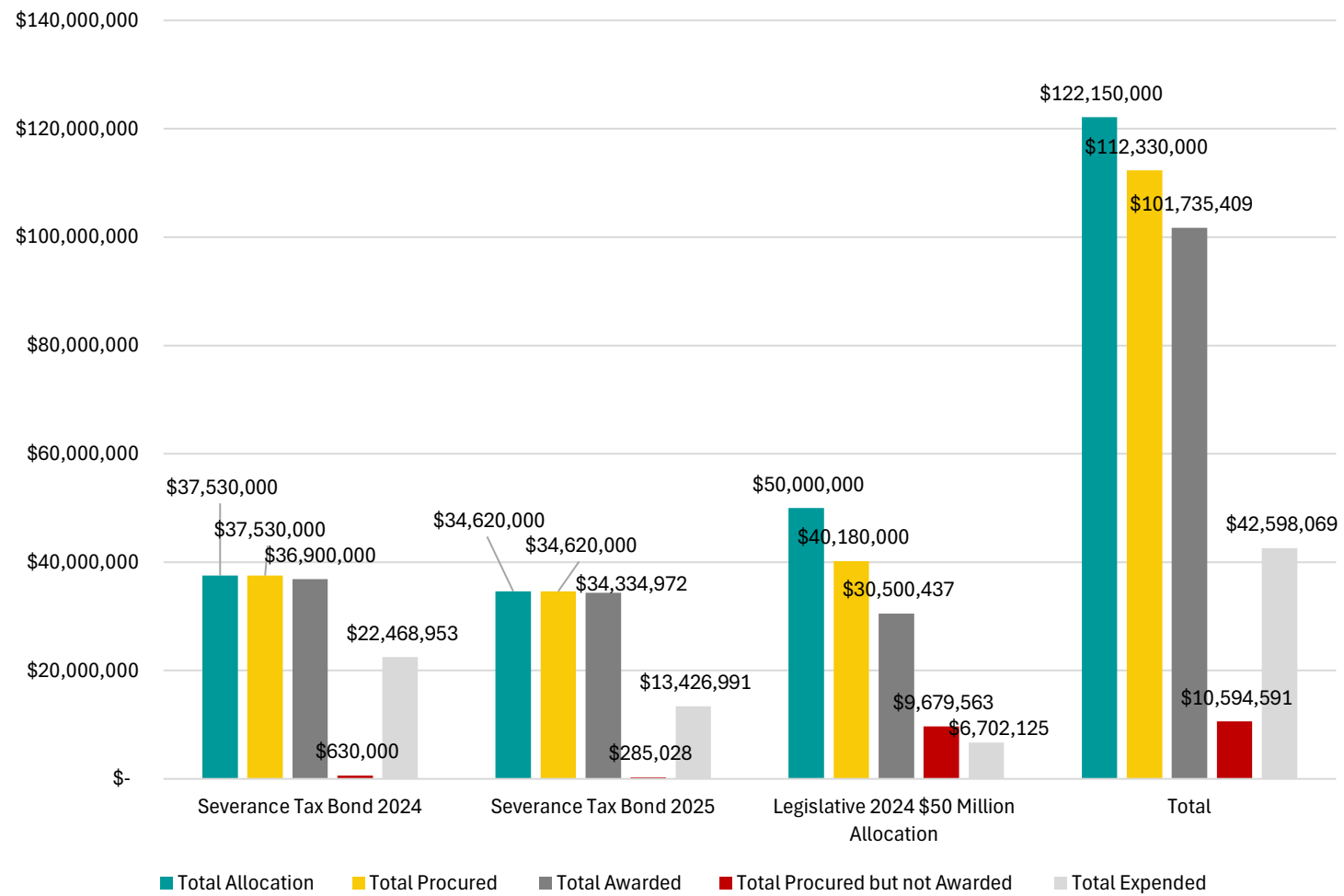
Awardee	Award	Award Amount	Certified Use	Activity	New Mexico Housing Trust Fund Funding Source	Anticipated Impact (Households)	City	County
Saranam		\$ 732,939	Homelessness and Homelessness Prevention	Homeless and Homelessness Prevention (Housing Innovation)	2024 Legislative Allocation	13		Bernalillo County
Dominium Development and Acquisition LLC	Turquoise Trail	\$ 2,000,000	Rental and single family development	Rental Developmet	2024 Legislative Allocation	312	Santa Fe	Santa Fe County
Synergy Community Development Corp	Sunset 1600 Apartments	\$ 3,000,000	Rental and single family development	Rental Developmet	2024 Legislative Allocation	60	Roswelll	Chaves County
Santa Fe Community Housing Trust	Arroyo Oeste Phase II	\$ 1,000,000	Rental and single family development	SF Development	SFY24 STB	20	Santa Fe	Santa Fe County
Y.M.H. Inc.	South 40 Subdivision	\$ 2,000,000	Rental and single family development	SF Development	2024 Legislative Allocation	47	Hobbs	Lea County
Dona Ana County Health and Human Services Department		\$ 714,972	Rental and single family development	Housing Innovation	SFY25 STB	8		Dona Ana County
DreamTree Project		\$ 500,000	Rental and single family development	Housing Innovation	SFY24 STB	250	Taos	Taos County
Chelsea Investment Corp.	West Mesa Ridge A	\$ 3,000,000	Rental and single family development	Rental Developmet	2024 Legislative Allocation	128	Albuquerque	Bernalillo County
Total		\$ 101,735,409						







New Mexico Housing Trust Fund Update as of March 31, 2025



Tab 15

Quarterly Report to the MFA Board of Directors

Q2 FY2025

Production Statistics	Current Quarter	Same Quarter	Fiscal Year to Date
Homeownership			
Number of loans reserved	635	842	1,317
Amount of loans reserved	\$151,024,138	\$191,480,037	\$316,199,614
Number of loans purchased	570	598	1,117
Amount of loans purchased	\$137,229,875	\$138,066,457	\$267,668,858
Number of homebuyers counseled	721	746	1,442
Number of lenders/REALTORS contacted	925	1,792	2,222
Housing Development			
Amount of MF loans/grants/bonds	\$0	\$14,795,044	\$16,300,000
Amount of SF loans/grants	\$0	\$0	\$0
Amount of TC: LIHTC (MF) & State (MF & SF)	\$3,445,381	\$1,313,942	\$8,145,900
Number of MF units	60	612	880
Number of SF units	0	0	0
Housing Rehab & Weatherization			
Amount of rehab expenditures	\$1,261,099	\$561,423	\$1,851,821
Number of units rehabilitated	25	10	36
Amount of NM EnergySmart expenditures	\$2,486,709	\$2,807,346	\$4,959,790
Number of units weatherized	144	165	265
Shelter & Supportive Housing Programs			
Amount of shelter supportive service	\$1,011,895	\$315,941	\$1,508,532
Number of persons served ¹	917	1,271	2,440
Amount of rental assistance ²	\$2,252,885	\$2,360,704	\$4,753,688
Number of persons assisted	586	855	774

1 - Coc & EHAP, Espanola Shelter, RHP

2 - HOPWA, Linkages, , RR/HP & YHDP



The need for housing rehabilitation and weatherization

New Mexico has aging housing stock. 58.7 percent of its homes were built between 1960-1990; only 25.5 percent were built after 2000. The average age of homes in NM is 40 years. The median year in which the 937,397 housing units in NM were built is 1983.

Many low-income homeowners are at risk because of health and safety hazards in their homes. They pay high utility bills because they cannot afford to make energy-efficiency improvements.



The Need for Assistance Programs:

The New Mexico Coalition to End Homelessness estimates that a total of 19,000 to 20,000 New Mexicans experience homelessness in a year.

The pandemic has increased the number of people experiencing homelessness.

While many people resolve their housing crisis on their own or with existing help, 6,500 people per year



The need for MFA mortgage products:

MFA borrowers have an average annual income of \$73,278 and purchase homes with an average price of \$256,803. 19.82 percent are single-parent households; 59.79 percent are minorities.

MFA targets below market mortgage rates, and all first-time homebuyers receive pre-purchase counseling. MFA provides down payment assistance to 81.58 percent of its borrowers. Without these programs, many borrowers could not buy a home.



The need for housing development:

Only 4 percent of New Mexico's housing units are located in apartment complexes of 20 units or more. Many of these are old and in poor condition.

43 percent of renters are cost-burdened, about half pay between 30 percent and 49 percent of their income on rent; the other half pay more than 50 percent.

Solutions:

Provide housing assistance to those experiencing homeless and to those most at risk of homelessness

Create Permanent Supportive Housing which provides affordable housing assistance with voluntary support services

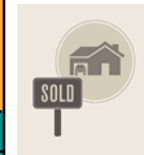
Coordinated Entry provides equitable access to housing resources and services for those experiencing homelessness



Quarterly Report to the MFA Board of Directors

Q2 FY2025

Servicing	Current Quarter	Same Quarter Last Year	Target Rate
First Mortgage Direct Servicing Delinquency Rate	4.55	4.35	
Partners Program delinquency rate	6.10	15.96	
DPA loan delinquency rate	8.17	6.81	
Multifamily loan delinquency rate	2.04	0.00	
Combined delinquency rate - Current Month	8.06	6.82	
Combined average delinquency rate-FY	9.57	8.23	9.50
Default rate (writeoffs/foreclosure losses)	0.39	0.47	1.30
Master Servicing MBS delinquency rate	8.80	8.51	
REO Inventory - # of loans	0	0	
REO Inventory - Exposure	\$0	\$0	



MFA's Servicing Department:

Provides direct servicing for over 18,500 loans with a principal balance over \$398 million. Direct Servicing first mortgage delinquency is 4.55 percent. Many of the loans MFA services are for internal programs that target higher risk borrowers.

MFA's Mortgage-Backed Securities (MBS) portfolio is serviced by our sub-servicer with delinquency of 10.20 percent.

Delinquency rates in this portfolio can be benchmarked to Mortgage Banker Association averages 4.31 percent for all loans in New Mexico and 9.65 percent for FHA in New Mexico as of 12/31/2024.

As of 12/2024, the FHA Delinquency on new purchases was 15.11 percent.

Monitoring	Current Quarter	Year to Date	Fiscal Year Monitoring Required
Asset Management			
Number of properties monitored	15	80	185
Number of units inspected	192	904	N/A
Number of files reviewed	240	956	N/A
Number of PBCA activities	292	608	N/A
Community Development			
Number of required monitorings ³	10	0	31

3 - based on program year, 7/1 - 6/30



MFA's Asset Management Department:

Monitors 296 properties and 20,101 units of housing financed by MFA, providing unit inspections and review of records and finances on a regular basis. Asset Management also supports 85 properties and 5,209 units under MFA's HUD Project Based Contract Administrator (PBCA) contract.



MFA's Community Development Department:

Manages 20 funding sources with 48 partners across the state. Our partners deliver housing services to more than 7,800 individuals and receive approximately \$64 million in funding. Monitoring is performed on a regular basis to ensure program compliance.

Q2 2025 QUARTERLY MULTIFAMILY PIPELINE REPORT SUMMARY

Fifty-one (51) ACTIVE PROJECTS representing:

- ~\$70.9 million in annual tax credits
- ~\$181.5 million in Housing NM-issued bonds
- ~\$117.9 million in Housing NM loans & grants
- Totaling \$370,347,875 in combined funding
- Consisting of 4,882 apartment units
- Located in 19 municipalities in 14 counties across the state.

There were no multifamily project CLOSINGS in Q2 2025:

Thirty-eight (38) projects are currently UNDER CONSTRUCTION:

- Three projects were added, and three projects were completed and removed, so there are 38 projects currently under construction.
- Approximately six projects are expected to be completed by the end of the third quarter of fiscal year 2025.

Recent and Upcoming Ground Breakings/Ribbon-cuttings:

- Three Sisters (Las Cruces) Ribbon Cutting was celebrated on May 13th
- Vista de Socorro (Socorro) Grand Opening is scheduled for May 22nd
- Cresta Ranch Apartments (Santa Fe) Groundbreaking is scheduled for May 29th
- Felician Villas I & II (Rio Rancho) Ribbon Cutting is scheduled for June 5th

Estimated Economic Impact of the 38 projects (3,380 units) currently under construction:

- Approximately \$891 million in local income
- Approximately 10,917 jobs

Eventual Economic Impact of all 51 projects (4,882 units) once under construction:

- Approximately \$1.29 billion in local income
- Approximately 15,769 jobs

Project Completion Pipeline Report																					
Fiscal Year: 2024-2025				Total LIHTC Award:		\$ 70,864,560		Total Projects:		51											
Quarter: Q2				Total MFA-Issued Bond Amount:		\$ 181,550,000		Total # of Apts:		4,882 Which will result in \$1,286,846,380 in local income and 15,769 jobs from the direct and indirect impact of contruction activity, as well as the induced effect of spending income and tax revenue from the eventual construction activity.											
Prepared:				Total MFA Loan and Grant Amount:		\$ 117,933,315		# of Projects Under Construction:		38											
				Overall Awards:		\$ 370,347,875		Total # of Apts Under Construction:		3,380 Which will result in \$890,934,200, in local income and 10,917 jobs from the direct and indirect impact of construction activity, as well as the induced effect of spending income and tax revenue from the eventual construction activity.											
								# of Municipalities Served:		19 Pueblo of Laguna, Albuquerque, Rio Rancho, Las Cruces, Socorro, Belen, Taos, Mescalero, Pueblo fo Acoma, Los Alamos, Santa Fe, Los Ranchos de Albuquerque, Anthony, Village of Ruidoso, Artesia, Tucumcari, Tularosa, Cloudcroft, Silver City											
								# of Counties Served:		14 Cibola, Bernalillo, Sandoval, Dona Ana, Socorro, Valencia, Taos, Otero, Santa Fe, Eddy, Lincoln, Quay, Grant, Chavez											
Reported at February, May, August, and November Board Meetings for the prior quarter																					
Main Funding Source	Project Name	Project Location	Project County	Developer	Application or Allocation Year	Total Development Cost (TDC)	Board Approval Date	Loan Closing Date Actual (A) or Projected (P)	No of Apts	NC - New Construction or AR - Acquisition/Rehab	Housing Priority or N/A	Construction Start Approval Date Actual (A) or Projected (P)	33% Complete Date Actual (A) or Projected (P)	66% Complete Date Actual (A) or Projected (P)	Construction Completion Date Actual (A) or Projected (P)	Certificate of Occupancy/Placed in Service Date Actual (A) or Projected (P)	LIHTC Award Amount	MFA PAB Bond Amount	MFA Loan and Grant Amounts	MFA Loan or Grant Programs	Any Known Issues or Comments
	1 Country Club	Santa Fe	Santa Fe	Santa Fe Civic Housing Authority	1/22/2024	\$ 21,593,630	5/22/2024	(P) 8/14/2025	62	AR/NC	Households with Children	(P) 8/14/2025	(P) 10/31/2025	(P) 12/15/2025	(P) 6/30/2026	(P) 6/30/2026	\$ 1,240,558	N/A	\$ 400,000.00 \$ 2,000,000.00 \$ 400,000.00	HOME NMHTF NHTF	
	2 Somos Apartments	Albuquerque	Bernalillo	Greater Albuquerque Housing Partnership	1/23/2024	\$ 21,751,638	5/22/2024	(P) 5/6/2025	70	NC	Seniors	(A) 12/19/2024	(P) 6/15/2025	(P) 12/15/2025	(P) 6/30/2026	(P) 6/30/2026	\$ 1,622,805	N/A	\$ 4,000,000.00	NMHTF	
	3 Ocate Apartments	Santa Fe	Santa Fe	Santa Fe Civic Housing Authority	1/22/2024	\$ 22,275,632	5/22/2024	(P) 8/14/2025	60	NC	Households with Children	(P) 8/14/2025	(P) 10/31/2025	(P) 12/15/2025	(P) 06/30/226	(P) 6/30/2026	\$ 1,622,805	N/A	\$ 400,000.00 \$ 3,000,000.00 \$ 400,000.00	HOME NMHTF NHTF	
	4 Laguna #4	Pueblo of Laguna	Cibola	Laguna Housing Development and Management Enterprise	1/22/2024	\$ 11,482,452	5/22/2024	No MFA loans	40	AR	Households with children	(A) 10/24/2024	(P) 4/30/2025	(P) 10/30/2025	(P) 4/30/2026	(P) 4/30/2026	\$ 1,163,732	N/A	N/A		No loans
	5 Elk Meadows Apartments	Village of Ruidoso	Lincoln	Enriched Communities LLC	1/22/2024	\$ 19,477,026	5/22/2024	(P) 4/21/2025	61	NC	Households with Children	(A) 3/4/2025	(P) 10/30/2025	(P) 1/30/2026	(P) 6/30/2026	(P) 6/30/2026	\$ 1,496,000	N/A	\$ 400,000.00 \$ 2,000,000.00 \$ 400,000.00	HOME NMHTF NHTF	
	6 Tierra Encantada	Anthony	Dona Ana	Tierra del Sol Housing Corporation	2023		5/17/2023	(A) 11/12/2024	24	AR	Households with children	(A) 3/7/2024	(P) 6/30/2025	(P) 9/30/2025	(P) 12/31/2025	(P) 12/31/2025	\$ 388,782	N/A	\$ 400,000 \$ 2,000,000 \$ 750,000 \$ 100,000 \$ 1,000,000	NHTF NHTF Ventana TCAP PRIMERO	approved Sept 2024
	7 Route 66	Albuquerque	Bernalillo	BlueLine Development Inc.	2023	\$ 16,060,144	5/17/2023	(A) 5/30/2024	47	NC	Special Needs (PSH)	(A) 4/8/2024	(A) 2/13/2025	(P) 5/30/2025	(P) 12/31/2025	(P) 12/31/2025	\$ 1,417,000	N/A	\$ 1,701,121	HOME ARP	HOME ARP awarded 11/22/2022
	8 Felician Villa II	Rio Rancho	Sandoval	Chelsea Investments & CC <small>Murricane</small>	2023	\$ 20,254,528	5/17/2020	(A) 3/12/2024	65	NC	Seniors	(A) 3/12/2024	(A) 10/31/2024	(P) 4/11/2025	(P) 8/30/2025	(P) 12/31/2025	\$ 1,621,723	N/A	\$ 1,000,000 \$ 400,000	HOME-CHDO NHTF	
	9 Farolito Senior Community	Albuquerque	Bernalillo	Greater Albuquerque Housing Partnership	2023	\$ 24,250,000	5/17/2023	N/A No MFA loans	82	NC	Seniors	(A) 4/24/2024	(A) 3/14/2025	(P) 9/30/2025	(P) 11/15/2025	(P) 11/15/2025	\$ 1,622,805	N/A	N/A	N/A	
	10 Laguna #3	Pueblo of Laguna	Cibola	Laguna Housing Development and Management Enterprise	2022	\$ 8,515,420	5/18/2022	N/A No MFA loans	20	NC	Households with Children	(A) 1/9/2023	(A) 9/20/2023	(A) 4/24/2024	(A) 6/27/2024	(A) 7/31/2024	\$ 928,988	N/A	N/A	N/A	
	11 Calle Cuarta	Albuquerque	Bernalillo	YES Housing	2022 2023	\$ 18,948,536	5/18/2022	(A) 9/21/2023	61	NC	Households with Children	(A) 9/21/2023	(A) 5/17/2024	(A) 1/8/2025	(P) 5/31/2025	(P) 12/31/2025	\$ 1,078,540 \$ 316,286	N/A	\$ 915,000 \$ 400,000 \$ 1,000,000	HOME-CHDO NHTF NMHTF	Add'l Tax Credits awarded for 2023 Board approved 5/17/2023
	12 120 La Plata	Albuquerque	Bernalillo	Albuquerque Housing Authority	2022	\$ 10,637,950	5/18/2022	(A) 12/27/2023	32	AR	Households with Children	(A) 3/27/2024	(A) 3/28/2025	(P) 9/30/2025	(P) 12/31/2025	(P) 12/31/2025	\$ 749,825	N/A	\$ 1,000,000	Ventana	
	13 9000 Veranda	Albuquerque	Bernalillo	Albuquerque Housing Authority	2022	\$ 12,211,462	5/18/2022	(A) 12/27/2023	35	AR	Households with Children	(A) 3/27/2024	(A) 3/28/2025	(P) 9/30/2025	(P) 12/31/2025	(P) 12/31/2025	\$ 765,840	N/A	\$ 1,000,000	Ventana	
	14 Felician Villa Apartments	Rio Rancho	Sandoval	Chelsea Investment Corp. & Catholic Charities	2022	\$ 16,322,792	5/18/2022	(A) 11/7/2023	65	NC	Seniors	(A) 11/20/2023	(A) 7/2/2024	(P) 4/11/2025	(P) 12/15/2025	(P) 12/31/2025	\$ 1,228,760	N/A	\$ 1,000,000 \$ 400,000 \$ 2,800,000	HOME-CHDO NHTF ARPA-FRF	ARPA-FRF awarded 3-16-2023
	15 The Three Sisters Apartments	Las Cruces	Dona Ana	Chelsea Investment Corp. & Catholic Charities	2022	\$ 17,423,330	5/18/2022	(A) 11/9/2023	69	NC	Households with Children	(A) 11/20/2023	(A) 7/10/2024	(A) 3/27/2025	(P) 12/31/2025	(P) 12/31/2025	\$ 1,341,912	N/A	\$ 1,000,000 \$ 400,000 \$ 3,500,000	HOME-CHDO NHTF CSLFRF (NMHTF)	
	16 Vista de Socorro	Socorro	Socorro	JL Gray	2021	\$ 13,345,390	05/19/21	(A) 12/28/2023	32	NC	Special Needs (PSH)	(A) 2/29/2024	(A) 10/25/2024	(A) 1/21/2025	(P) 12/31/2025	(P) 12/31/2025	\$768,507	N/A	\$400,000 \$400,000 \$2,000,000 \$1,000,000	HOME NHTF NMHTF TCAP	
	17 Belen Vista	Belen	Valencia	Chelsea Investment Corp.	2021	\$ 12,026,396	05/19/21	(A) 12/11/2024	57	AR	Households with Children	(A) 9/29/2023	(P) 5/31/2025	(P) 9/30/2025	(P) 12/31/2025	(P) 12/31/2025	\$787,639	N/A	\$1,000,000 \$400,000	HOME-CHDO NHTF	
18 Mariposa	Taos	Taos	Chelsea Investment Corp.	2021	\$ 14,308,030	05/19/21	(A) 12/12/2025	58	AR/NC	Households with Children	(A) 9/29/2023	(P) 5/31/2025	(P) 11/30/2025	(P) 5/31/2026	(P) 12/31/2026	\$1,069,704	N/A	\$1,000,000 \$2,000 \$400,000	HOME-CHDO NMHTF NHTF	board approved NMHTF \$3,000,000 8/21/2024	

Main Funding Source		Project Name	Project Location	Project County	Developer	Application or Allocation Year	Total Development Cost (TDC)	Board Approval Date	Loan Closing Date Actual (A) or Projected (P)	No of Apts	NC - New Construction or AR - Acquisition/Rehab	Housing Priority or N/A	Construction Start Approval Date Actual (A) or Projected (P)	33% Complete Date Actual (A) or Projected (P)	66% Complete Date Actual (A) or Projected (P)	Construction Completion Date Actual (A) or Projected (P)	Certificate of Occupancy/Placed in Service Date Actual (A) or Projected (P)	LIHTC Award Amount	MFA PAB Bond Amount	MFA Loan and Grant Amounts	MFA Loan or Grant Programs	Any Known Issues or Comments
	19	A'diidi ni'kuwaa	Mescalero	Otero	Mescalero Apache Housing Authority	2021	\$ 12,453,378	06/17/20	(A) 9/21/2022	40	NC	Special Needs (PSH)	(A) 2/10/2023	(A) 5/5/2023	(P) 8/31/2025	(P) 12/31/2025	(P) 12/31/2025	\$626,772	N/A	\$292,500 \$400,000	HOME NHTF	
	20	PAHA Homes #2	Pueblo of Acoma	Cibola	Pueblo of Acoma Housing Authority	2020	\$ 7,559,179	06/17/20	N/A No MFA loans	30	NC	Special Needs (PSH)	(A) 12/28/2020	(A) 11/4/2021	(A) 4/22/2022	(A) 10/2/2024	(A) 1/27/2023	\$671,000	N/A	N/A	N/A	8609 Drafts released and Smoke Cert pending.
4%	1	St. Anthony's Plaza	Albuquerque	Bernalillo	Community Preservation Partners, LLC	2025	\$ 70,798,105	N/A No HNM Loans or Grants	N/A 6/17/2025	160	AR	Households with Children	(P) 6/17/2025	(P) 8/11/2025	(P) 11/1/2025	(P) 3/1/2026	(P) 3/1/2026	\$2,558,452	County-issued bonds	N/A	N/A	33.5 Million in PAB
	2	Casitas del Camino	Albuquerque	Bernalillo	Albuquerque Housing Authority	2025	\$ 32,184,330	03/19/25	(P) 7/17/2025	88	AR	Households with children	(P) 07/17/25	(P) 10/1/2025	(P) 5/1/2026	(P) 11/1/2026	(P) 11/1/2026	\$1,507,919	County-issued bonds	\$1,000,000 \$2,000,000	Ventana HOME	16.5 Million in PAB
	3	West Mesa Ridge A	Albuquerque	Bernalillo	Chelsea Investment Corporation & Yes Housing, Inc.	2024	\$50,106,044	03/19/25	(P) 8/14/2025	128	NC	Households with Children	(P) 08/14/25	(P) 10/16/2025	(P) 4/16/2026	(P) 9/15/2026	(P) 9/15/2026	\$2,339,023	County-issued bonds	\$2,000,000 \$800,000.00	NMHTF HOME	26.1 Million in PAB
	4	Tierra Linda	Albuquerque	Bernalillo	DBG Properties, LLC	2024	\$79,239,809	11/20/24	(P) 6/24/2025	240	NC	Households with Children	(P) 06/24/25	(P) 10/31/2025	(P) 9/30/2026	(P) 10/27/2027	(P) 10/27/2027	\$3,761,046	County-issued bonds	\$3,000,000.00	NMHTF	47.5 million in PAB
	5	Sunset 1600	Roswell	Chaves	Synergy CDC	2024	\$11,406,219	01/15/25	(P) 5/1/2025	60	AR	Seniors	(P) 05/01/25	(P) 10/31/2025	(P) 12/31/2025	(P) 3/31/2026	(P) 3/31/2026	\$475,077	\$5,700,000	\$3,000,000.00 \$1,000,000.00	NMHTF HOME	
	6	Cresta Ranch	Santa Fe	Santa Fe	Lincoln Avenue Communities	2024	\$103,995,896	10/16/24	(A) 12/12/2024	240	NC	Households with Children	(A) 12/09/24	(P) 5/30/2025	(P) 9/8/2025	(P) 4/8/2027	(P) 4/8/2027	\$4,702,152	County-issued bonds	\$4,000,000.00	NMHTF	60 Million in PAB
	7	Peachtree Canyon II	Las Cruces	Dona Ana	Thomas Development and NMHCDC	2024	\$39,238,094	06/18/25	(P) 8/15/2025	144	NC	Households with Children	(P) 08/15/25	(P) 10/15/2025	(P) 12/15/2025	(P) 5/15/2026	(P) 5/15/2026	\$1,926,635	\$23,350,000	\$800,000.00 \$1,500,000.00 \$2,000,000.00	HOME NHTF NMHTF	
	8	Turquoise Trail	Santa Fe	Santa Fe	Dominium - Santa Fe Leased Housing Development	2023	\$131,189,030	02/19/25	(P) 6/19/2025	312	NC	Households with Children	(P) 07/15/25	(P) 12/15/2025	(P) 6/15/2026	(P) 12/30/2026	(P) 12/30/2026	\$6,115,499	County-issued bonds	\$2,000,000.00 \$2,000,000.00	NMHTF HOME	70 Million in PAB
	9	Encino Gardens	Albuquerque	Bernalillo	Encino Development and Management, Inc.	2023	\$32,894,496	11/15/23	(A) 2/23/2024	165	AR	Households with Children	(A) 03/28/24	(P) 4/18/2025	(P) 6/30/2025	(P) 9/30/2025	(P) 2/28/2026	\$1,502,840	County-issued bonds	\$800,000 \$2,000,000 \$1,000,000	HOME NMHTF CSLFRF	24 Million in PAB
	10	La Serena	Albuquerque	Bernalillo	Thomas Development and Supportive Housing Coalition	2023	\$ 31,043,417	10/18/23	(A) 2/28/2024	100	NC	Seniors	(A) 08/23/23	(P) 4/30/2025	(P) 6/15/2025	(P) 9/15/2025	(P) 12/31/2025	\$1,488,169	County-issued bonds	\$800,000 \$1,500,000 \$1,000,000	HOME NHTF NMHTF	19,661,209 PAB
	11	JLG NM ABQ 2023	Albuquerque	Bernalillo	Community Preservation Partners	2023	\$ 52,960,324	05/17/23	No MFA Loans	241	AR	Households with children	(A) MFA Did not Approve	(A) 3/27/2024	(A) 8/16/2024	(P) 11/30/2025	(P) 11/30/2025	\$2,458,653	\$37,500,000	N/A	N/A	Mountain View II & III Apartments. Developer started construction without permission
	12	JLG NM SAF 2023	Santa Fe	Santa Fe	Community Preservation Partners	2023	\$ 81,286,062	05/17/23	No MFA Loans	228	AR	Households with children	(A) MFA Did not Approve	(A) 8/28/2024	(P) 5/31/2025	(P) 11/30/2025	(P) 11/30/2025	\$3,361,695	\$60,500,000	N/A	N/A	Santa Fe Apartments & Sangre De Cristo Apartments. Developer started construction without permission
	13	Peachtree Canyon	Las Cruces	Dona Ana	Thomas Development and NMHCDC	2023	\$ 40,693,965	04/17/24	(A) 9/30/2024	144	NC	Households with Children	(A) 09/09/24	(P) 5/31/2025	(P) 12/15/2025	(P) 4/15/2026	(P) 4/15/2026	\$1,809,597	\$21,500,000	\$800,000 \$1,500,000 \$3,000,000 \$1,250,000	HOME NHTF NMHTF CSLFRF	Arch Comments sent 4/15 Pending additional Volume Cap \$1.5 Million
	14	Pedrena Senior	Las Cruces	Dona Ana	Thomas Development Co and Northwest Integrity Housing	2023	\$ 25,406,492	09/30/23	(A) 3/7/2024	80	NC	Seniors	(A) 3/15/2024	(A) 9/25/2024	(A) 2/27/2025	(P) 8/15/2025	(P) 8/15/2025	\$1,211,411	County-issued bonds	800000 \$1,500,000 \$1,000,000 \$2,000,000	HOME NHTF NMHTF CSLFRF	16 million PAB
	15	San Roque	Albuquerque	Bernalillo	Thomas Development and Supportive Housing Coalition	2022	\$ 48,423,556	1/20/2021	(A) 5/10/2023	137	NC	Households with Children	(A) 06/08/23	(A) 2/28/2024	(A) 8/13/2024	(P) 5/31/2025	(P) 7/31/2025	\$2,291,773	County-issued bonds	\$800,000 \$2,622,031 \$1,325,000	HOME NMHTF NHTF	25,838,791 Million PAB

Main Funding Source		Project Name	Project Location	Project County	Developer	Application or Allocation Year	Total Development Cost (TDC)	Board Approval Date	Loan Closing Date Actual (A) or Projected (P)	No of Apts	NC - New Construction or AR - Acquisition/Rehab	Housing Priority or N/A	Construction Start Approval Date Actual (A) or Projected (P)	33% Complete Date Actual (A) or Projected (P)	66% Complete Date Actual (A) or Projected (P)	Construction Completion Date Actual (A) or Projected (P)	Certificate of Occupancy/Placed in Service Date Actual (A) or Projected (P)	LIHTC Award Amount	MFA PAB Bond Amount	MFA Loan and Grant Amounts	MFA Loan or Grant Programs	Any Known Issues or Comments
	16	Sandoval Flats	Rio Rancho	Sandoval	Dominium - Rio Rancho Leased Housing Development	2024	\$ 74,302,735	8/21/2024	(A) 11/13/2024	216	NC	Households with Children	(A) 02/18/25	(P) 08/31/25	(P) 02/28/26	(P) 06/30/26	(P) 06/30/26	\$4,153,573	County-issued bonds	\$3,000,000	NMHTF	Re-applied for \$2MM NMHTF July 2024 \$52 million in Bond Cap
	17	Trailhead at Chamizal	Los Ranchos de Albuquerque	Bernalillo	Palindrome Properties Group	2022	\$ 54,948,042	N/A - no MFA loans or bonds	N/A No MFA loans	204	NC	Households with Children	(A) 02/15/23	(A) 09/08/23	(A) 03/29/24	(P) 05/31/25	(P) 05/31/25	\$2,087,905	County-issued bonds	N/A	N/A	43.9 million in PAB
	18	EMLI at Wells of Artesia	Artesia	Eddy	Liberty Multifamily	2021	\$ 39,469,339	01/19/22	(A) 7/28/2022	192	NC	Households with Children	(A) 08/10/22	(A) 3/12/2023	(A) 07/26/23	(A) 5/10/2024	(P) 05/31/25	\$1,734,183	\$33,000,000	\$800,000 \$500,000 \$500,000	HOME NMHTF NMHTF	27.8 million PAB
	19	Casa de Encantada	Rio Rancho	Sandoval	DBG Properties LLC	2021	\$ 33,439,628	07/21/21	(A) 10/21/2021	152	NC	Seniors	(A) 10/13/21	(A) 2/20/2023	(A) 12/08/23	(A) 9/19/2024	(A) 11/15/2024	\$1,508,725	County-issued bonds	\$2,000,000	NMHTF	23 million in PAB
	20	Sandia Vista and Plaza David Chavez	Albuquerque	Bernalillo	Cesar Chavez Foundation	2019	\$ 39,558,374	N/A - no MFA loans or bonds	N/A No MFA loans	213	AR	Households with Children	(A) 04/14/20	(A) 2/12/2021 (SV) (A) 5/14/2022 (DC)	(A) 6/10/2021 (SV) (A) 9/8/2022 (DC)	(A) 9/29/21 (SV) (A) 3/17/2023 (DC)	(A) 9/29/2021 (SV)* (P) 10/31/2025 (DC)	\$1,340,250	County-issued bonds	N/A	N/A	24.5 Million in PAB Project construction is considered complete and accepted by MFA
LOANS ONLY	1	Las Brisas	Albuquerque	Bernalillo	Post Las Brisas, LLC	2024	\$ 1,000,000	4/4/2024	(A) 11/15/2024	120	AR	N/A	(P) TBD*	(P) N/A	(P) N/A	(P) N/A	(P) N/A	N/A	N/A	\$1,000,000	NMPLF	
	2	Mountain View	Tucumcari	Quay	JL Gray	2021	\$ 995,044	4/21/2021	(A) 2/7/2024	45	N/A	N/A	(A) 03/07/24	(P) N/A	(P) N/A	(P) N/A	(P) N/A	N/A	N/A	\$995,044	PRLF	Closed 2/7/2024. Funds do not require inspections according to LIHTC schedule.
	3	Las Rosas I	Tularosa	Otero	JL Gray	2019	\$ 682,555	7/15/2020	(A) 8/5/2024	28	AR	N/A	(A) 09/05/24	(P) N/A	(P) N/A	(P) N/A	(P) N/A	N/A	N/A	\$682,555	PRLF	Funds do not require inspections according to LIHTC schedule.
	4	Las Rosas II	Tularosa	Otero	JL Gray	2019	\$ 925,710	7/15/2020	(A) 8/5/2024	29	AR	N/A	(A) 09/05/24	(P) N/A	(P) N/A	(P) N/A	(P) TBD*	N/A	N/A	\$925,710	PRLF	Funds do not require inspections according to LIHTC schedule.
	5	Sacramento Apts	Cloudcroft	Otero	JL Gray	2019	\$ 510,726	7/15/2020	(A) 7/24/2024	20	AR	N/A	(A) 08/15/24	(P) N/A	(P) N/A	(P) N/A	(P) TBD*	N/A	N/A	\$510,726	PRLF	Funds do not require inspections according to LIHTC schedule.
	6	Bella Luz	Santa Fe	Santa Fe	JL Gray	44517	\$ 4,109,123	02/19/2025	(P) 5/30/2025	58	AR	N/A	(A) 08/15/24	(P) N/A	(P) N/A	(P) N/A	(P) TBD*	N/A	N/A	\$2,000,000 \$4,200,000	HOME CDBG-CV	
Only	1	Lamplighter Inn	Santa Fe	Santa Fe	JL Gray	2021	\$ 8,737,339	11/17/21	(P) 5/15/2025	58	AR	Special Needs (PSH)	(P) 05/15/25	(P) 9/15/2025	(P) 3/25/2026	(P) 10/15/2025	(P) 10/15/2025	N/A	N/A	\$4,200,000	DFA CDBG-CV	

HOUSING DEVELOPMENT PROJECT COMPLETION PIPELINE- JOBS AND LOCAL INCOME PROJECTIONS & UNITS P-I-S							
Quarter	Total Units in Pipeline	Projected Jobs created from Total Units	Projected Local Income created from Total Units	Units under Construction	Projected Jobs created from Units under Construction	Projected Local Income created from Units under Construction	Units Placed-in-Service**
Q1 2022	4,390	6,891	\$503,617,510	3,413	5,328	\$389,376,900	282
Q2 2022	3,739	5,982	\$437,201,270	2,559	4,094	\$299,223,870	572
Q3 2022	4,022	6,435	\$470,292,460	2,965	4,744	\$346,697,450	0
Q4 2022	4,477	6,781	\$495,549,340	2,965	4,744	\$346,697,450	0
Q1 2023	4,359	6,974	\$509,697,870	2,873	4,597	\$335,939,890	192
Q2 2023	4,586	7,338	\$536,240,980	2,895	4,632	\$338,512,350	242
Q3 2023	4,372	6,995	\$511,217,960	2,371	3,794	\$277,241,030	215
Q4 2023	4,279	6,846	\$500,343,470	2,554	4,086	\$298,639,220	93
Q1 2024	4,735	7,576	\$553,663,550	2,688	4,301	\$314,307,840	0
Q2 2024	4,489	7,182	\$524,898,770	2,875	4,600	\$336,173,750	246
Q3 2024	4,869	7,790	\$569,332,170	2,731	4,370	\$319,335,830	273
Q4 2024	4,765	7,624	\$557,171,450	2,934	4,694	\$343,072,620	532
Q1 2025	4,701	7,522	\$549,687,930	3,366	5,386	\$393,586,380	64
Q2 2025*	4,882	15,769	\$1,286,846,380	3,380	10,917	\$890,934,200	175
* Housing NM projects jobs & local income by utilizing a calculator and inputs included in an economic impact report provided by the National Association of Homebuilders (NAHB). Over the last several years, Housing NM had been calculating projections using a somewhat dated (2015) report. Q2 2025 shows significantly higher values of Jobs and Income due to Housing NM recently having received an updated economic impact report from the NAHB.							
** "Units Placed-in-Service" reflects the number of units completed and ready for occupancy in a given quarter. Jobs created and local income numbers are not shown for units placed-in-service.							