Homeownership the “right way” means:

• A prepared buyer, armed with knowledge
• Finds an affordable home that meets the family’s needs
• And is financed by the best mortgage possible
• To promote good decisions and sustain solid financial habits.

Homewise Theory of Change

Homeownership the right way leads to Financial wellbeing for owners, who build Vibrant, healthy communities.
Homewise Business Model

Revenue Generators

Homewise Earned Revenue FY 2015

- Home Improvement Fees
- Net Home Development Revenues
- Real Estate Commissions
- Loan Origination Fees
- Loan Interest & Servicing Income
Current Operating Environment

Self Sufficiency Ratio

Homewise Impact: Community Vitality

Santa Fe Home Purchase Loans Under $200K/$250K Market Share and Rank by # of Loans

Homewise has ranked #1 lender in Santa Fe by number of loans under $200K/$250K every year since 2008
Homewise Impact: Financial Wellbeing

Monthly Budget: Home Purchase Advisors help clients overcome financial obstacles. FY 2011- FY 2014

- **Credit Score**: Average increase of clients who started with score under 640 and became Buyer Ready.
- **Monthly Debt Payment**: Average decrease of clients who started with 10% of more debt ratio and became Buyer Ready.
- **Savings**: Median increase of clients who started with less than $5,000 savings and became Buyer Ready.

Homewise Lending Production

First Mortgage Purchases Originated (Through September 2015)
ITIN Loan Production

- Total # of ITIN loans: 66
- Total $ of ITIN loans: 6,543,474
- Average interest rate: 5.96%

ITIN Loan Clients

ITIN Borrowers are largely employed in the service sector, especially restaurant and construction

- 39% Restaurant
- 22% Construction/trade
ITIN Loan Clients

Incomes Range: $19,878 to $106,797

Median Household Income: $40,823

Median Income of All Homewise Buyers: $42,000

Credit score 640+ at intake

<table>
<thead>
<tr>
<th></th>
<th>ITIN Buyers</th>
<th>All Homewise Buyers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit score 640+ at intake</td>
<td>68%</td>
<td>82%</td>
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</tbody>
</table>

No credit at intake

<table>
<thead>
<tr>
<th></th>
<th>ITIN Buyers</th>
<th>All Homewise Buyers</th>
</tr>
</thead>
<tbody>
<tr>
<td>No credit at intake</td>
<td>22%</td>
<td>6%</td>
</tr>
</tbody>
</table>
ITIN Loan Clients

Average change in credit score – intake to closing

<table>
<thead>
<tr>
<th></th>
<th>ITIN Buyers</th>
<th>All Homewise Buyers</th>
</tr>
</thead>
<tbody>
<tr>
<td>78 points</td>
<td>32 points</td>
<td></td>
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</table>

Average change in savings – intake to closing

<table>
<thead>
<tr>
<th></th>
<th>ITIN Buyers</th>
<th>All Homewise Buyers</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3,321</td>
<td>$7,003</td>
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</table>

Average time from intake to buyer ready

<table>
<thead>
<tr>
<th></th>
<th>ITIN Buyers</th>
<th>All Homewise Buyers</th>
</tr>
</thead>
<tbody>
<tr>
<td>233 days</td>
<td>202 days</td>
<td></td>
</tr>
</tbody>
</table>

Loan Performance

Overall Delinquency Rate

- Homewise ITIN Portfolio: 0.8%
- Homewise ITIN Residential: 3.0%
- National Residential: 9.3%
- FHA Residential: 9.0%