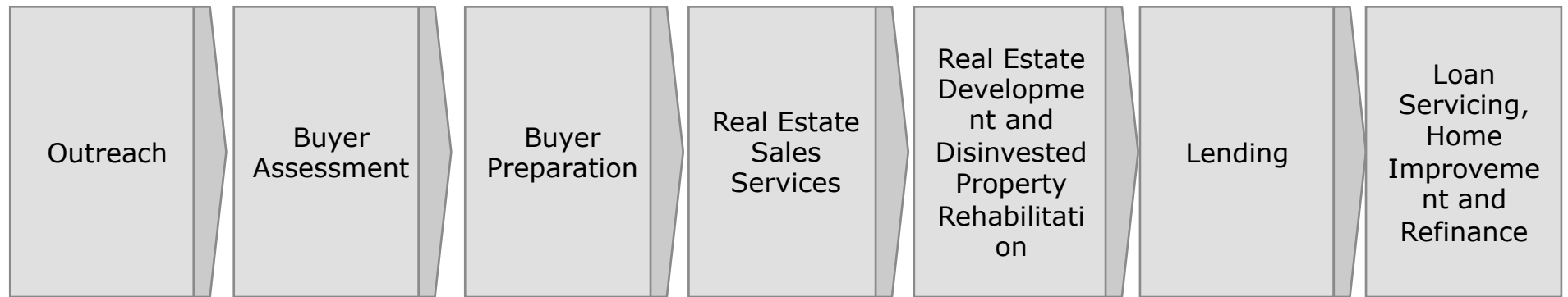




**homewise<sup>®</sup>**

*your partner in homeownership*

# The Homewise Business Model

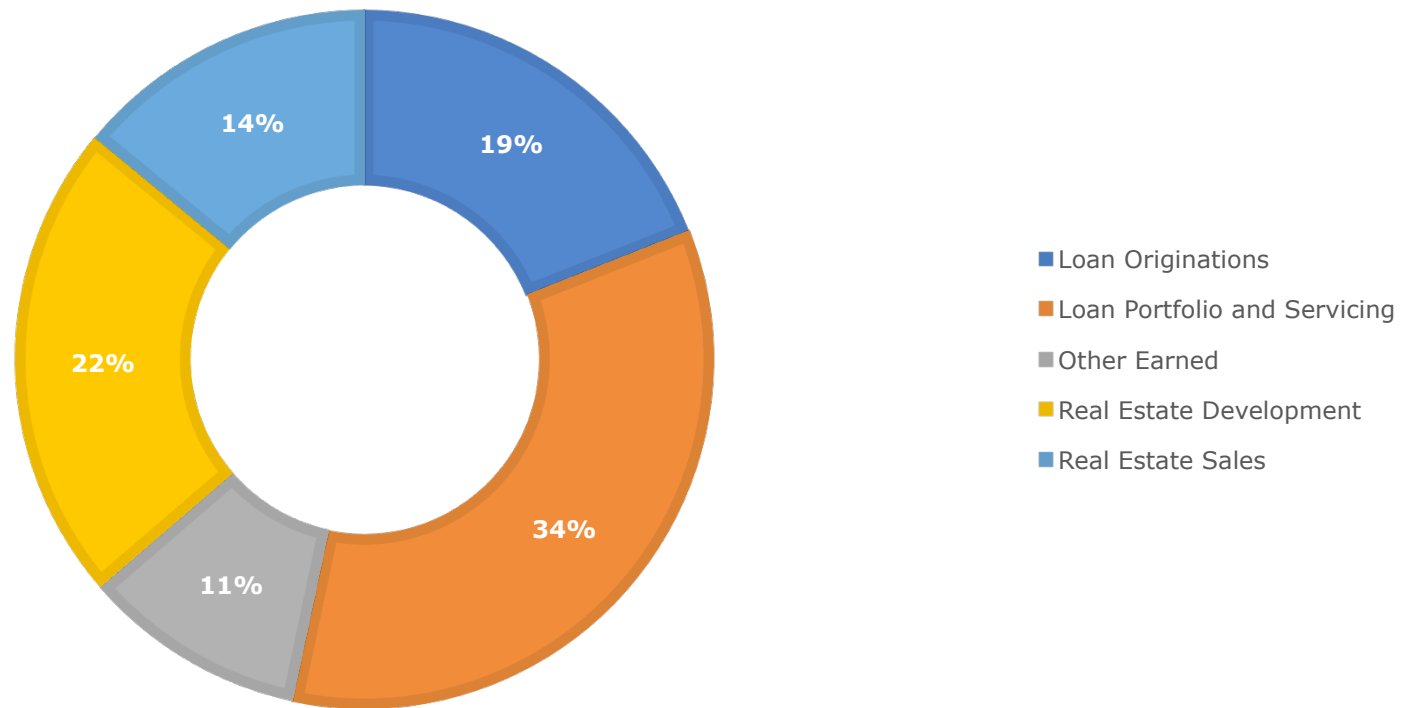


## Successful Homeownership

Each function is aligned with the next, building the foundation for customers' long term financial security and the organization's self-sufficiency

# Income Sources

SOURCES OF EARNED REVENUE



# Current Operating Environment

## Operating from Financial Strength

Self-sufficiency ratio

109% in FY 2018

Net income

\$5.727 million in FY 2018

Strong balance sheet

42% net assets ratio at FYE 2018

Strong Total Assets

\$113.9 million at FYE 2018

Extremely low delinquency rates

1.32% (>30 days) and 0.70% (>90 days) at FYE 2018

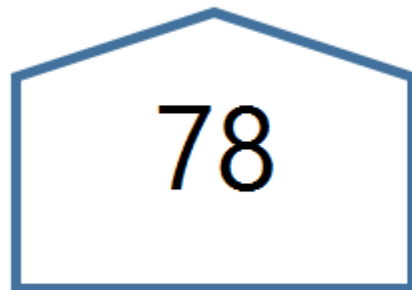
# Homewise Impact: Financial Wellbeing

Monthly Budget: Home Purchase Advisors help clients overcome financial obstacles, FY 2018.

Changes in Credit, Debt & Savings

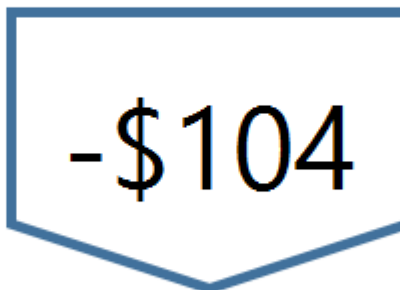
Home Purchase Advisors help clients overcome financial obstacles

Fiscal Year: 2018



Credit Score

Average increase of clients who started with score under 640 and became Buyer Ready.



Monthly Debt Payment

Median decrease of clients who started with 10% or more debt ratio and became Buyer Ready



Savings

Median increase of clients who started with less than \$5,000 savings and became Buyer Ready

## Payment Comparisons: Low FICO

Loan Type	Homewise 80% HomeReady Mortgage 620-699 FICO	Homewise 90% No MI (Any FICO)	FHA W/O DPA	FHA w/ Premium	FHA W/DPA 2nd	97% conventional 680- 699 FICO
Purchase Price	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00
Buyer Downpayment	\$4,000.00	\$4,000.00	\$7,000.00	\$7,000.00	\$500.00	\$6,000.00
Total Buyer Contribution	\$4,000.00	\$4,000.00	\$10,000.00	\$4,108.68	\$500.00	\$9,000.00
First Mortgage Base Amount	\$160,000.00	\$180,000.00	\$193,000.00	\$193,000.00	\$193,000.00	\$194,000.00
Upfront MI	\$0.00	\$0.00	\$3,377.50	\$3,377.50	\$3,377.50	\$0.00
Total First Mortgage	\$160,000.00	\$180,000.00	\$196,377.50	\$196,377.50	\$196,377.50	\$194,000.00
Amortizing Second Mortgage	\$39,000.00	\$19,000.00	\$0.00	\$0.00	\$9,500.00	\$5,000.00
Deferred dpa/ credit	\$0.00	\$0.00		\$5,891.33		
First Rate*	5.000%	5.250%	4.500%	5.625%	4.500%	5.000%
Second Rate**	7.000%	7.250%	n/a	n/a	6.000%	7.000%
First P&I	\$858.91	\$993.97	\$995.02	\$1,130.46	\$995.02	\$1,041.43
Second P&I	\$259.47	\$129.61	\$0.00	\$0.00	\$56.96	\$33.27
Monthly MI	\$0.00	\$0.00	\$139.10	\$139.10	\$139.10	\$158.43
<b>Total Monthly Payment</b>	<b>\$1,118.38</b>	<b>\$1,123.71</b>	<b>\$1,134.12</b>	<b>\$1,269.56</b>	<b>\$1,191.07</b>	<b>\$1,233.13</b>
<b>Est PITI</b>	<b>\$1,318.38</b>	<b>\$1,323.71</b>	<b>\$1,334.12</b>	<b>\$1,469.56</b>	<b>\$1,391.07</b>	<b>\$1,433.13</b>

**Min Qual Income**      \$      **38,586.81**    \$      **38,742.59**    \$      **39,047.32**    \$      **43,011.52**    \$      **40,714.36**    \$      **41,945.34**

\*assuming \$3,000 closing costs on all loans

\*\*estimated taxes and insurance \$200 on all loans

## Payment Comparisons: High FICO

Loan Type	Homewise 80% Mortgage 720+ FICO	Homewise 90/10/Insure Mortgage (760+)	Homewise 90/10/Insured Mortgage (740-759)	Homewise 90/10/Insured Mortgage (720-739)	FHA	FHA w/ Premium	FHA w/DPA 2 <sup>nd</sup>	97% conventiona 760 FICO
Purchase Price	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00
Buyer Downpayment	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$7,000.00	\$7,000.00	\$500.00	\$6,000.00
Closing Costs	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00
Total Buyer Contribution	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$10,000.00	\$2,144.90	\$500.00	\$4,000.00
First Mortgage Base Amount	\$160,000.00	\$180,000.00	\$180,000.00	\$180,000.00	\$193,000.00	\$193,000.00	\$193,000.00	\$194,000.00
Upfront MI	\$0.00	\$1,566.00	\$2,088.00	\$2,664.00	\$3,377.50	\$3,377.50	\$3,377.50	\$0.00
Total First Mortgage	\$160,000.00	\$181,566.00	\$182,088.00	\$182,664.00	\$196,377.50	\$196,377.50	\$196,377.50	\$194,000.00
Amortizing Second Mortgage	\$39,000.00	\$19,000.00	\$19,000.00	\$19,000.00	\$0.00	\$0.00	\$9,500.00	\$5,000.00
Deferred dpa/ credit	\$0.00	\$0.00	\$0.00	\$0.00		\$7,855.10		
First Rate*	4.750%	4.750%	4.750%	4.875%	4.500%	5.625%	4.500%	4.750%
Second Rate**	6.750%	6.750%	6.750%	6.875%	n/a	n/a	6.000%	6.750%
First P&I	\$834.64	\$947.13	\$949.86	\$966.67	\$995.02	\$1,130.46	\$995.02	\$1,012.00
Second P&I	\$252.95	\$123.23	\$123.23	\$124.82	\$0.00	\$0.00	\$56.96	\$32.43
Monthly MI	\$0.00	\$0.00	\$0.00	\$0.00	\$139.10	\$139.10	\$139.10	\$74.37
<b>Total Payment</b>	<b>\$1,087.59</b>	<b>\$1,070.37</b>	<b>\$1,073.09</b>	<b>\$1,091.49</b>	<b>\$1,134.12</b>	<b>\$1,269.56</b>	<b>\$1,191.07</b>	<b>\$1,118.79</b>
<b>Total PITI</b>	<b>\$1,287.59</b>	<b>\$1,270.37</b>	<b>\$1,273.09</b>	<b>\$1,291.49</b>	<b>\$1,334.12</b>	<b>\$1,469.56</b>	<b>\$1,391.07</b>	<b>\$1,318.79</b>

\*assuming \$3,000 closing costs on all loans  
\*\*estimated taxes and insurance \$200 on all loans

# Homewise Impact: Creating Successful Homeowners

