

Homeownership	2024 Goal (homebuyers)	2024 Actual (homebuyers)	Explanation of Variance	2025 Goal
First Mortgages	1,300	1,611	State DPA grant contributed to exceeding goal	1,600
Statewide DPA Grant	173	175	Program fully allocated in June 2024	-
FirstGenHomeRI	22	32	Program interest increased once Grant ended	30
Development	2024 Goal (units)	2024 Actual (units)	Explanation of Variance	2025 Goal (units)
9% LIHTC	129	190	closed 3 deals, originally assumed only 2 deals would close	260
4% LIHTC	1,131	736	Actual included 628 new units; most of the variance was because 3 Section 8 preservation deals anticipated to close in 2024, did not close	691
Preservation Deals w/o LIHTC	243			
Production Deals w/o LIHTC	32			
Leased Housing and Rental Services	2023 Year End	2024 Year End	Explanation of Variance	2025 Goal
Housing Choice Voucher Utilization Rate	75.01%	74.09%	Budget Authority / Additional SP Vouchers	75%
Loan Servicing	2023 Year End	2024 Year End	Explanation of Variance	2025 Goal
Delinquency Rate	12.20%	13.14%		
Seriously Delinquent	3.34%	4.44%		
Finance	2024 Goal	2024 Actual	Explanation of Variance	2025 Goal
Net Revenue	\$9.4 million	\$18.5 million	Increase in servicing and grant admin fees	\$10.9 million
Return on Assets	0.50%	0.64%	Continued high investment rates	0.50%
Liquidity Ratio	Improve liquidity ratio by 2%	34.49%	Improved by 6% by converting loans to mortgage backed securities	Improve liquidity ratio by 4%