Annual Report

Workforce Housing Affordability Santa Fe, NM

2026

Contents

Why?

BACKGROUND

“Affordable housing emerged as the most consistently raised priority across all facilitator groups.”

On January 8, 2026, the City of Santa Fe convened a Community Engagement Budget Workshop Session as part of its annual budget development process. The workshop was designed to gather resident input on funding priorities, trade-offs, and values to inform development of the proposed City budget...

Affordable housing remained the clear top priority...

1. **Affordable Housing**
2. **Fire**
3. **Youth & Family Services**
4. **Police**
5. **Streets**

HOUSE UNITS BY SALE PRICE AS PORTION OF TOTAL HOUSE SALES IN SANTA FE METRO AREA

2020-2026 (July 1 - June 30)

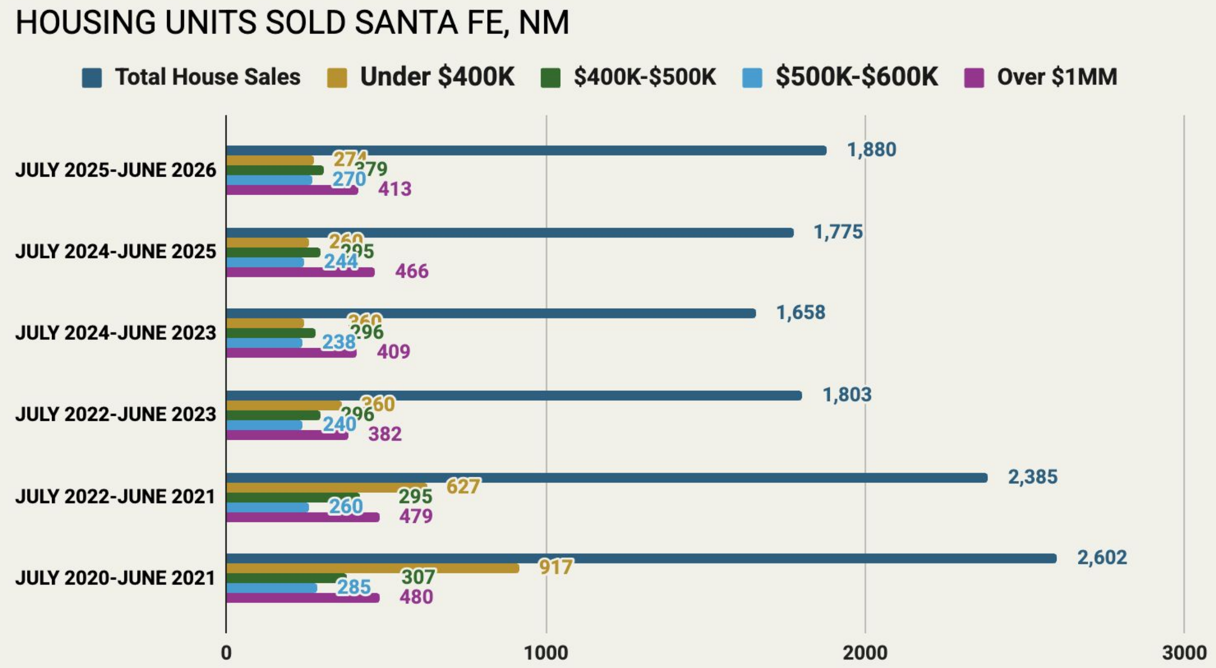
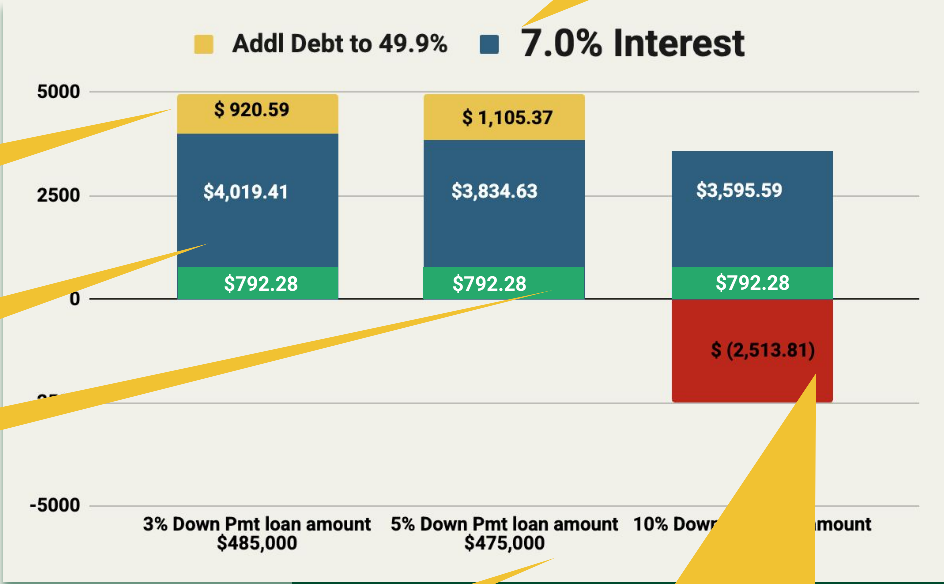


Figure 7.1

How to Read These Charts

INTEREST RATE: **The interest rate as applied to the mortgage loan is shown at the top of each chart. Rates range from 6.5%, 7.0% to 7.5%**



IN THE YELLOW: **Yellow bar shows max additional monthly debt payment allowed for Fannie/Freddie loan approval.**

IN THE BLUE: **Blue Bar includes Principal, Interest Pmt, Mtg Ins, and Home Ins.**

IN THE GREEN: **Green Bar includes P&I, Mtg Ins, and Home Ins and is part of the Blue Bar.**

DOWN PAYMENT: **X-Axis shows the down payment % made to secure the loan and the total loan amount. Range is between 3%, 5% and 10% down.**

IN THE RED: **Red Bar is amount over Fannie/Freddie allowable debt for mortgage payment alone. Red means no Fannie/Freddie.**

Santa Fe County Affordable Housing Matrix July '26

Dual Income, Beginning SFPS Teacher & City of SF Firefighter

***Beginning SF Teacher: $55,000; Avg City of SF Fire: $51,688**

49.99% Debt - to - income Ratio (maximum Fannie/Freddie allowed) = **$4,445/mo in total debt**

$500,000 HOUSE PURCHASE, DUAL HOUSEHOLD INCOME

$674.44 MI, Prop Tax & Home Ins AS A PART OF Total Monthly Payment

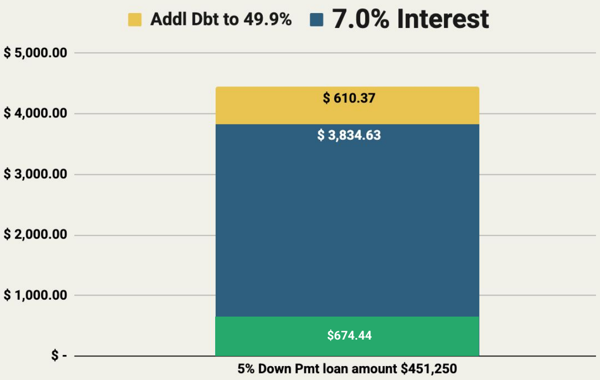


Figure 4.1

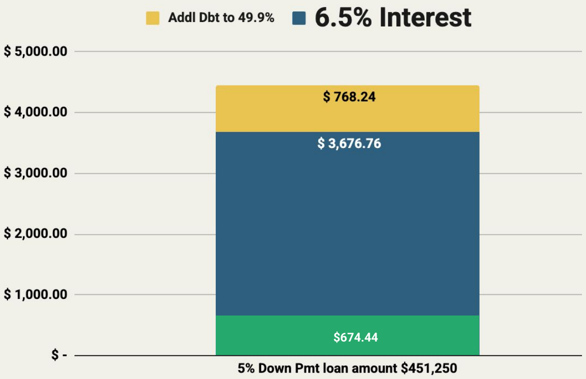


Figure 4.2

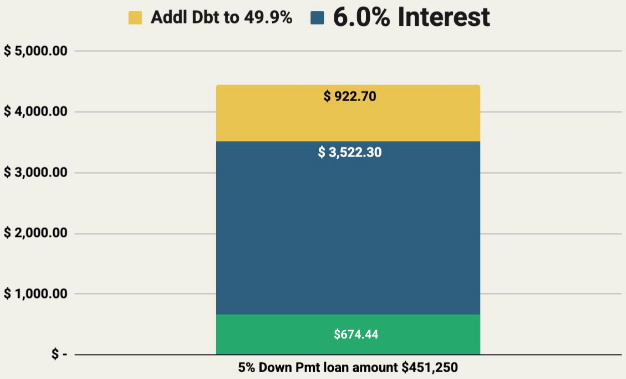


Figure 4.3

Santa Fe County Affordable Housing Matrix July '26

Single Income

***Avg City of SF Police: $73,932**

49.99% Debt - to - income Ratio (maximum Fannie/Freddie allowed) = **$3,080/mo in total debt**

$400,000 HOUSE PURCHASE, SINGLE HOUSEHOLD INCOME

$546.17 MI, Prop Tax & Home Ins AS A PART OF Total Monthly Payment

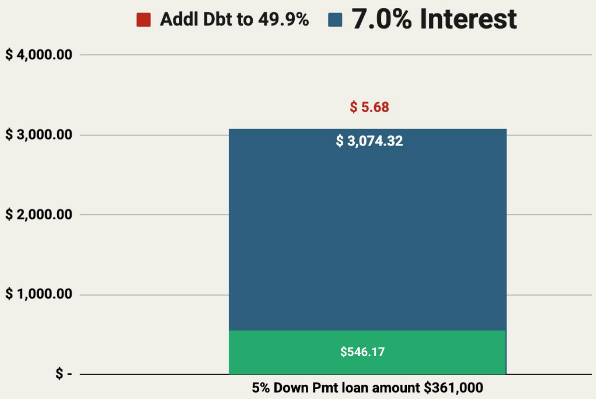


Figure 5.1

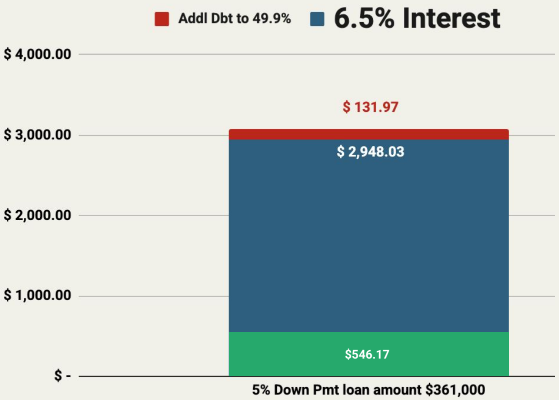


Figure 5.2

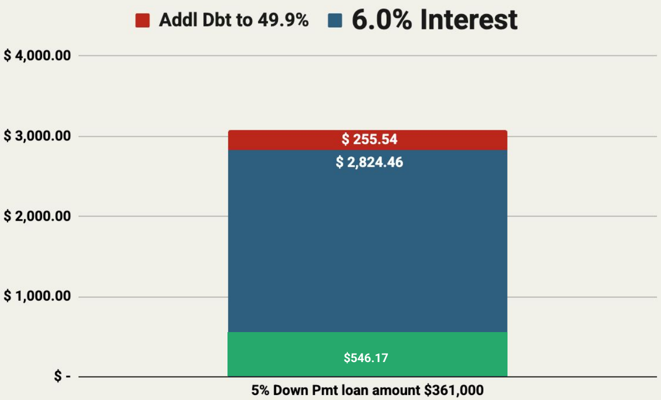


Figure 5.3

Santa Fe County AMI (Average Median Income) 2010 – 2026
HUD & MFI Show Income vs Earnings Lead to New Buyer Profile
2010-2026

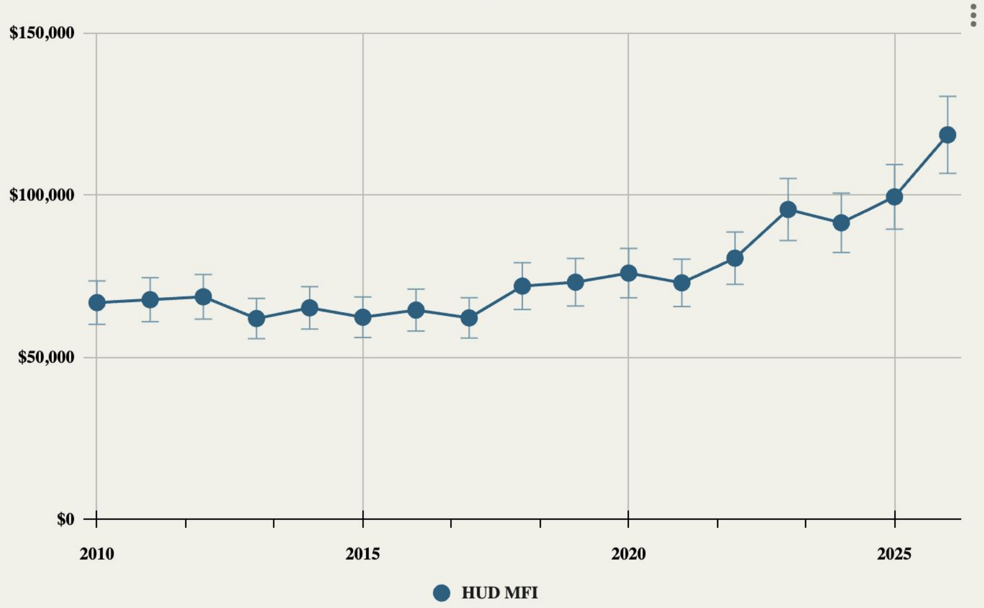


Figure 8.1 - Original graphic created for Community Scale https://communityscale.com/

AMI stands for Area Median Income. For a county, it is the middle household income calculated so that half of the county's households earn more than that amount and half earn less. The U.S. Department of Housing and Urban Development (HUD) calculates and updates these figures every year for every county and metropolitan area.

Santa Fe County Affordable Housing Matrix July '26
Santa Fe County AMI (Avg Median Income) : $118,600
100% SFCo AMI: $118,600.49.99% Debt-To-Income Ratio(max Fannie/Freddie Allowed)=**$4960/monthly debt payment**

$400,000 HOUSE PURCHASE, HH INCOME BELOW 100% AMI

$640.77 MI, Prop Tax & Home Ins AS A PART OF Total Monthly Payment

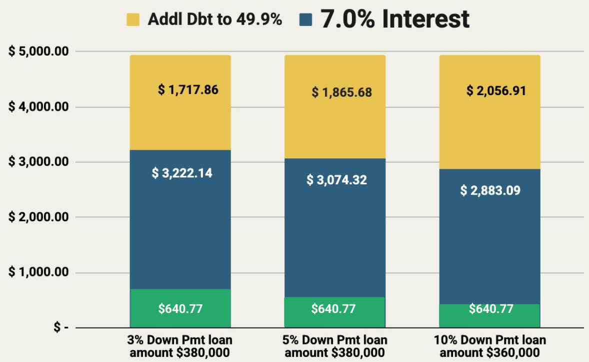


Figure 1.1

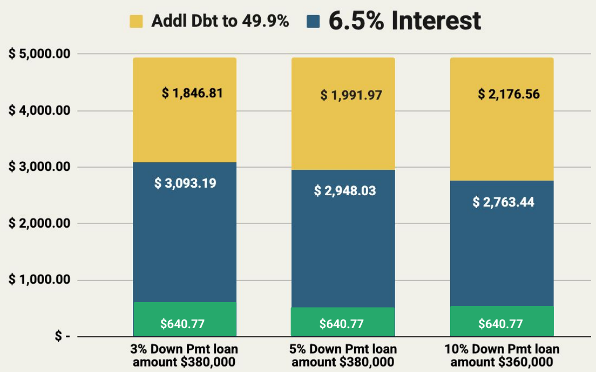


Figure 1.2

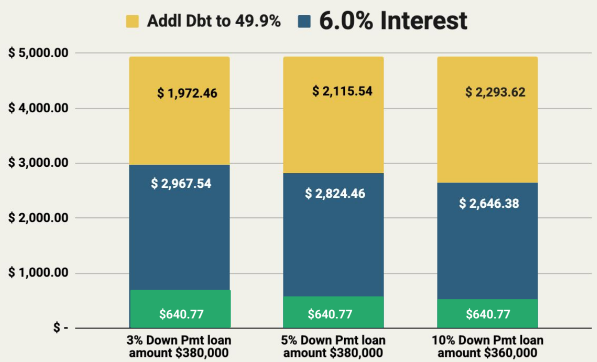


Figure 1.3

Santa Fe County Affordable Housing Matrix July '26
Santa Fe County AMI (Avg Median Income) : $118,600

100% SFCo AMI: $118,600.49.99% Debt-To-Income Ratio(max Fannie/Freddie Allowed)=**$4960/monthly debt payment**

$500,000 HOUSE PURCHASE, HH INCOME BELOW 100% AMI

$792.28 MI, Prop Tax & Home Ins AS A PART OF Total Monthly Payment

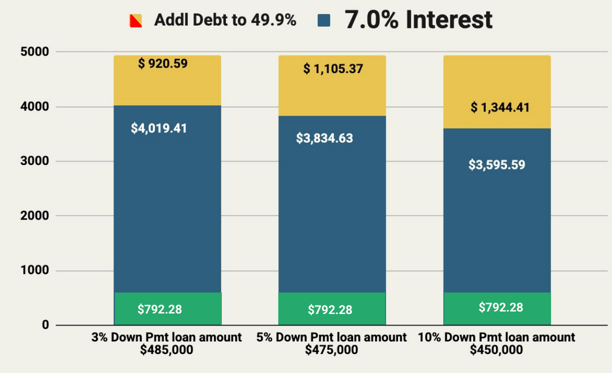


Figure 2.1

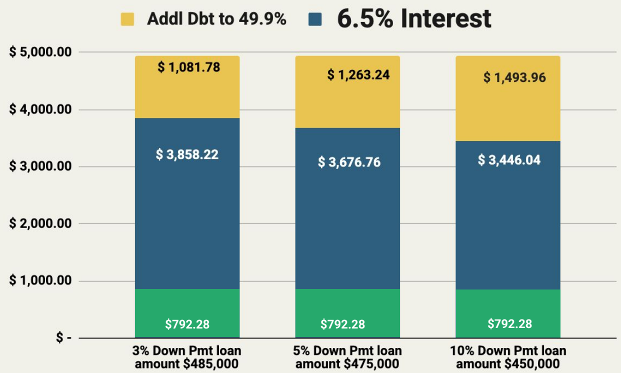


Figure 2.2

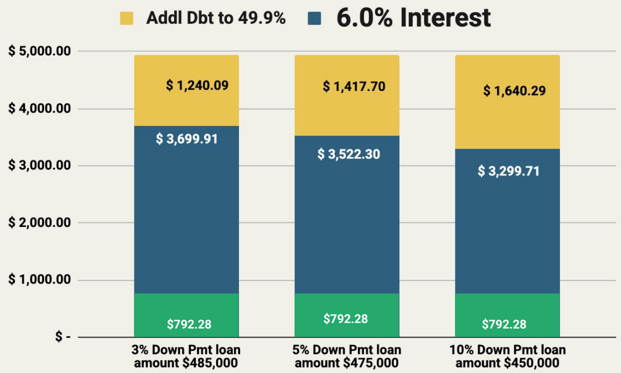


Figure 2.3

Santa Fe County Affordable Housing Matrix July '26
Santa Fe County AMI (Avg Median Income) : $118,600
100% SFCo AMI: $118,600.49.99% Debt-To-Income Ratio(max Fannie/Freddie Allowed)=**$4960/monthly debt payment**

$600,000 HOUSE PURCHASE, HH INCOME BELOW 100% AMI

$944.25 MI, Prop Tax & Home Ins AS A PART OF Total Monthly Payment

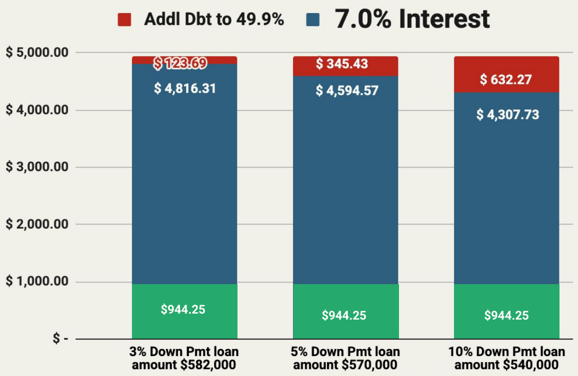


Figure 3.1

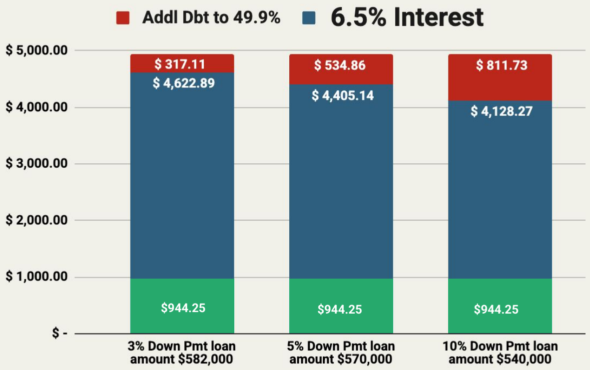


Figure 3.2

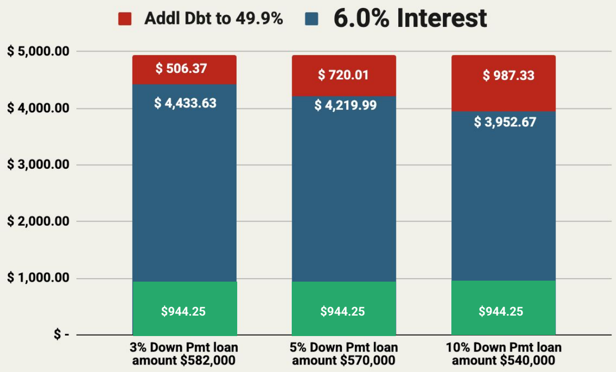


Figure 3.3

Points to Remember

POINT 1

Sales of homes at $400,000 and below in metro Santa Fe, NM have **declined by 70%** from July ’20-June ’21 compared to July ’25-June ’26; over the same period, sales of homes priced $500,000 or less **declined by 55%.**

POINT 2

Since July ’22 in Santa Fe, more homes priced over $1,000,000 have sold each year than homes priced below $400,000. From July 1, 2025 to June 30, 2026, there were **more than 200** additional home sales priced $1,000,000+ than $400,000 and below.

POINT 3

AMI (Average Median Income) for Santa Fe County grew 16% from 2025 to 2026. Because AMI is used by FannieMae &; FreddieMac to determine first-time homebuyer benefits in loan pricing, the pool of home buyers in entry-level priced homes in Santa Fe County should be increasing, instead, **home sales in those price ranges are in decline.**

Recommended Action

Photo taken August 10th, 2026

POINT 1

The City of Santa Fe should re-evaluate its approach to workforce/affordable housing. When, after years of investment in staff, city resources and developer incentives fail to meaningfully increase the availability of affordable housing, the time has come for a different approach to what the citizens of Santa Fe call their #1 concern: affordable housing.

POINT 2

Fully fund the City of Santa Fe Land Use office through proportionately increasing the cost of building permits. The office should be open and available, with sufficient numbers of knowledgeable staff, all hours that City Hall is open for the discussion of all aspects of planning and construction. Appointments should be beneficially optional, not mandatory.

POINT 3

The City and County of Santa Fe should make available free, fully approved blueprints that allow immediate construction permit approval on property/building lots zoned for housing consistent with the blueprints available.

Contact

Company	Santa Fe Mortgage Company NMLS #210927
Website	https://santafemortgage.com/
Phone	(505) 988-2501
Email	lance@santafemortgage.com
Address	459 Cerrillos Rd, Santa Fe, NM 87501

SLIDE 3 WHY

On January 8, 2026, the City of Santa Fe convened a Community Engagement Budget Workshop Session as part of its annual budget development process. The workshop was designed to gather resident input on funding priorities, trade-offs, and values to inform development of the proposed City budget... Across discussion groups, participants frequently emphasized the need for affordable Housing...

Thematic Findings: Exercise One: “Affordable housing remained the clear top priority...”

Thematic Findings: Exercise Two: “Affordable housing emerged as the most consistently raised priority across all facilitator groups.”

Results are viewable here https://santafenm.gov/Budget_Session_Report_FINAL_EDIT.pdf

SLIDE 4 HOUSE UNITS BY SALE PRICE AS PORTION OF TOTAL HOUSE SALES IN SANTA FE METRO AREA

Data pulled from MLS database included Santa Fe NM MLS areas 1-7, 10, 11, 13, 14, 15, 23, 24, 25N, 25S, 26SE, 27S & 27 RV; essentially metro Santa Fe Zip Codes 87501, 87505, 87506, 87507 &; 87508 including Eldorado, Rancho Viejo and Las Campanas but not including Pojoaque, Glorietta or Pecos.

SLIDE 6 $500k W/ DUAL INCOME

Salary for Teacher https://www.sfps.info/documents/departments/human-resources/salary-schedules/24152551

Salary for Firefighter https://santafenm.gov/human-resources/employee-salaries-positions?params=/department/desc/P1100

***For Calculation of Property Taxes, Homeowner’s Insurance and Mortgage Insurance**

Property taxes calculated at 2025 Tax Year Santa Fe County published mill rate by district. The mill rate of CI-R (City of Santa Fe, residential) .0022772/$1000 TaxableAssessed Value was used because it was deemed to represent the mill rate for the greatest number of homes sold. The annual property taxes at this mill rate for a home assessed at $500,000 would be $316.28 per month ($500k assessed value x 33% = Taxable Value x .022772 = $3,795.33/year or $316.28/month. Homeowner’s Insurance is the most subjective expense because it depends greatly on the coverage an individual requests, the geographic location of the home and requirements of the lender. Santa Fe Mortgage Company reached out to ten local insurance companies for estimates of insurance coverage cost for homes valued at $400,000, $500,000 and $600,000. The agents, collectively, expressed great reluctance to even estimate, however a general agreement was found for estimates of $1200/year for a $400,000 home, $1400/year for a $500,000 home and $1600/year for a $600,000 home. Mortgage Insurance was priced on United Wholesale Mortgage’s (UWM) pricing engine. UWM is the largest, by volume, wholesale lender in the United States. The pricing reflects a first-time homeowner with a middle credit score of 685.

**Blue Bar includes Payment with Principal, Interest & Mtg Ins. For addl debt allowed the PMI, Home Ins. & Mtg Ins of $674.44 ($316.28 Tax & $358.16 Ins) was added and the sum subtracted from $4,445. Yellow bar shows additional debt allowed for Fannie/Freddie loan approval. 3% down payment not allowed when income exceeds 80% AMI.

Notes & Numbers

SLIDE 7 $400k W/ SINGLE INCOME

Salary for Police https://santafenm.gov/human-resources/employee-salaries-positions?params=/department/desc/P700

***See "For Calculation of Property Taxes, Homeowner's Insurance and Mortgage Insurance" Above**

**Blue Bar includes Payment with Principal, Interest & Mtg Ins. For addl debt allowed PMI, Home Ins. & Mtg Ins of $546.17($253 Tax & $293.17 Ins) was added and the sum subtracted from $4,940. Yellow bar shows additional debt allowed for Fannie/Freddie loan approval. 3% down payment not allowed when income exceeds 80% AMI.

SLIDE 8 SFCO AMI CHART, 2010-2026. Data provided by Community Scale https://communityscale.com/

SLIDE 9 $400k @ 100% AMI

*Blue Bar includes Payment with Principal, Interest, PMI, Home Ins. & Mtg Ins. For addl debt allowed the PMI, Home Ins. & Mtg Ins $640.77 ($253 Tax & $387.77 Ins) was added and the sum subtracted from $4,940. Yellow bar shows additional debt allowed for Fannie/Freddie loan approval.

SLIDE 10 $500k @ 100% AMI

*Blue Bar includes Payment with Principal, Interest & Mtg Ins. $792.69 ($316.28 Tax & $476.41 Ins) was added and the sum subtracted from $4,940 Yellow bar shows additional debt allowed for Fannie/Freddie loan approval. Red Bar is amount over Fannie/Freddie allowable debt for mortgage payment.

SLIDE 11 $600k @ 100% AMI

*Blue Bar includes Payment includes Principal, Interest & Mtg Ins. For addl debt allowed the PMI, Home Ins. & Mtg Ins of $944.25 ($379.60 Tax & $564.65 Ins) was added and the sum subtracted from $4,940. Yellow bar shows additional debt allowed for Fannie/Freddie loan approval. Red Bar is amount exceeds Fannie/Freddie allowable debt for mortgage payment alone.

SLIDE 13 RECOMMENDED ACTION

Cities that provide official catalogs of pre-approved or "shelf ready" residential blueprints through their land-use or planning offices to fast-track construction include Albuquerque, NM, Tulsa, OK, Sacramento, CA, Los Angeles, CA, Kansas City, MO, Kalamazoo, MI and Seattle, WA.

Notes & Numbers