

**SANTA FE COUNTY
COMMUNITY DEVELOPMENT
DEPARTMENT**



**NOTICE OF FUNDING OPPORTUNITY (NOFO)
AND REQUEST FOR APPLICATIONS FOR
Housing Assistance Loans Issued Pursuant To The
Santa Fe County Developer Assistance Program For
New Affordable Housing Rental and Homeownership
Developments In Santa Fe County, NM**

April 1, 2026

I. ADVERTISEMENT

Santa Fe County (County) is issuing a Notice of Funding Opportunity (NOFO) for affordable housing funds issued pursuant to the County's Developer Assistance Program for affordable rental housing projects that serve households at or below 80% of Area Median Income or affordable for-sale projects that serve households serving up to 120% AMI for the Santa Fe Metropolitan Statistical Area. All applications submitted pursuant to this NOFO shall be valid for sixty (60) days subject to action by the County. The County reserves the right to reject any and all applications in part or in whole. A completed application shall be submitted indicating the application title and NOFO number along with the Applicant's name and address clearly marked on the first page. All applications must be received by **5:00PM on April 1st, 2026. All applications and applicable attachments must be submitted via email to debenavidez@santafecountynm.gov.**

By submitting an application for this NOFO each Applicant is certifying that it is a qualified applicant and its application complies with the requirements stated within the NOFO request.

EQUAL OPPORTUNITY: All qualified Applicants will receive consideration of funding award without regard to race, color, religion, sex or national origin, ancestry, age, physical and mental handicap, serious medical condition, disability, spousal affiliation, sexual orientation or gender identity.

Request related to this NOFO can be made by contacting Denise Benavidez, Community Development Deputy Director, by email at debenavidez@santafecountynm.gov. Program materials can be found on our website at <https://www.santafecountynm.gov/housing-services/affordable-housing/developer-assistance-program>.

II. PURPOSE AND BACKGROUND

Santa Fe County (“County”) is seeking applications from development groups requesting financial support for the development of new affordable rental and homeownership housing projects in Santa Fe County.

According to the County’s 2023 Affordable Housing Plan (“Plan”), approximately one out of three households in Santa Fe County are currently cost burdened as it relates to their housing costs. The Plan further estimates that an additional 6,232 subsidized rental units are needed within the Santa Fe County area. The price of for-sale housing has been increasing rapidly in Santa Fe County. Between 2016 and 2021, the median annual income rose by only 16 percent yet average rental rates increased by an unprecedented 58 percent and average single-family home purchase prices increased by 61 percent. In addition, the Plan showed a significant need for groups with special housing needs, including approximately 600 households experiencing homelessness or who were otherwise unstably housed, and 2,290 senior households living in poverty in the County. This NOFO, including its various goals and objectives, are aimed at addressing these community housing needs by providing financial resources for affordable rental housing projects for this sector of the housing market.

Santa Fe County Funds

In Fiscal Year 2025 the Board of County Commissioners (“BCC”) budgeted one million dollars (\$1,000,000) to provide gap financing to affordable rental and homeownership projects in Santa Fe County through the Developer Assistance Program. These are flexible funds that will be used to subsidize affordable housing projects by providing a low interest loan to these projects to fill a funding gap which is identified through the application process.

Capital Outlay Funds

In addition to these funds, Santa Fe County received Capital Outlay funds of two million dollars (\$2,000,000) from the New Mexico Department of Finance and Administration. This state funding award will also be disbursed using the DAP process. These state funds require prevailing wages and will be used to fund infrastructure for affordable homeownership projects.

This is the second funding round for the Developer Assistance Program, which was approved by the BCC on October 10, 2023 (*SFC Resolution No. 2023-083*). The Developer Assistance Program was adopted by the BCC pursuant to the New Mexico Affordable Housing Act (*NMSA 1978, 6-27-14 et seq*), the New Mexico Affordable Housing Act Rules, the County’s 2023 Affordable Housing Plan (*SFC Resolution No. 2023-083*) and the County’s Housing Assistance Grant and Loan Ordinance (*SFC Ordinance No. 2023-05*). Note, many of the items requested of the applicant within this application are required for the New Mexico Affordable Housing Act and if not submitted may disqualify the project for funding.

The County's goals and objectives for this request include:

- a) Increasing and preserving affordable housing by providing critical gap funding, as well as assisting development projects be more competitive for state and federal housing resources;
- b) Providing subsidies to projects to enable projects to serve lower income households;
- c) Funding the construction of new affordable rental units which will prioritize and accept tenants who receive federal, state or local rental subsidy;
- d) Funding infrastructure for new affordable homeownership units.
- e) Funding existing rental housing that is being rehabilitated or refinanced with a new affordability period, or converting commercial spaces into new affordable rental housing;
- f) Encouraging high quality affordable housing development that complements the aesthetics and character of the surrounding community and integrates with the surrounding community uses;
- g) Increasing capacity for nonprofit and public entities engaging in affordable housing development;
- h) Encouraging the set-aside of units for households that need services to remain housed, often referred to as special needs housing, in the New Mexico Qualified Allocation Plan;
- i) Supporting the development of Trauma Informed Permanent Supportive Housing in Santa Fe County.

The County is issuing this NOFO to support an affordable housing development pipeline in its jurisdictional area, and to address the community shortfall of affordable housing as identified in the County's 2023 Affordable Housing Plan.

III. ELIGIBLE USES OF FUNDING

Eligible uses of Developer Assistance funding issued pursuant to this NOFO include:

Affordable Rental Housing

- 1. acquisition of an affordable rental housing project site,
- 2. construction costs for an affordable rental housing project,
- 3. the rehabilitation of an affordable rental housing project,
- 4. the conversion of an existing structure into an affordable rental housing project,
- 5. or as low-interest capital financing for an affordable rental housing project.

Affordable For-Sale Housing

- 1. Infrastructure necessary to support new affordable homeownership housing units.

IV. FUNDING PARAMETERS

The last funding round the County funded approximately \$10,000 per unit and only funded affordable rental units. This funding round projects can ask for higher per unit costs, given escalating construction costs; however, projects requesting less funding per unit will be scored higher. As a general guideline, requests should not exceed \$75,000 per unit for homeownership projects and \$20,000 per unit for rental projects, and the scoring criteria is structured to encourage applicants to request lower per-unit amounts to be competitive.

Applicants need to demonstrate that the project is ready to proceed; has received other funding commitments; and has a completed application to be considered for funding, as well as document the project's need for financial assistance to ensure project feasibility.

Rental Applications

Applicants applying for assistance for rental developments are likely also using state funds for their project. The rental application is similar to Housing New Mexico's LIHTC application and information from that application will satisfy most requirements in this application. If the applicant is not doing a LIHTC funding rental project many of the application sections can be noted not applicable.

For-Sale Applications

Applicants applying for for-sale infrastructure funding must confirm that they will use the county or an approved agent to qualify their prospective home buyers for their homes and will capture the infrastructure subsidy used to lower the cost of the home in the form of a silent second mortgage with a 30 year term that will be held by Santa Fe County. Further, applicants must submit a pricing and delivery schedule (see Section 2 of the NOFO For-Sale Application) confirming home prices that align with the NOFO pricing charts in Appendix A. This pricing chart will be valid for one year after receiving notice of an award.

V. DESIGNATED APPLICATION CONTACT

The County has designated a NOFO Contact who is responsible for the conduct of this NOFO whose name and email are listed below.

Denise Benavidez, Deputy Director
Community Development Department
Email: debenavidez@santafecountynm.gov

Any inquiries or requests regarding this procurement should be submitted to the NOFO Contact in writing. **Applicants may ONLY contact the NOFO Contact listed above regarding this notice and application.**

VI. DEFINITIONS

Affordable Rental Housing

Residential rental housing primarily for persons or households of low or moderate income as defined in Santa Fe County's Affordable Housing Plan which is affordable to households earning 0-80% of Area Median Income (AMI).

Affordable Homeownership

For-sale residential housing that is restricted to income-qualified households and priced in accordance with the 2025-2026 Maximum Target Pricing chart for Santa Fe's Developer Assistance Program NOFO. Affordable Homeownership units must be sold at these prices and subsidies must be recaptured in the form of a silent second mortgage held by Santa Fe County.

Area Median Income (AMI)

The median household income for the Santa Fe Metropolitan Statistical Area, as published annually by the U.S. Department of Housing and Urban Development (HUD), and used to determine income eligibility for affordable housing programs.

Board of County Commissioners (BCC)

The governing body of Santa Fe County responsible for final approval of funding awards under this NOFO.

Capital Outlay Funds

State-appropriated funds provided through the New Mexico Department of Finance and Administration designated for infrastructure funding for for-sale projects providing affordable homes in Santa Fe County.

Gap Financing

Financial assistance provided to cover the difference between total development costs and secured funding sources, necessary to make a project financially feasible. Gap funding is often provided by governments (state and local); and will require a resale control like a second mortgage or a land use regulatory agreement to ensure public funds do not benefit the developer or prospective buyer directly.

Infrastructure

Improvements tied to or enabling the development of housing, including: (i) sanitary sewage systems, including collection, transport, storage, treatment, dispersal, effluent use and discharge; (ii) drainage and flood control systems, including collection, transport, diversion, storage, detention, retention, dispersal, use and discharge; (iii) water systems for domestic purposes, including production, collection, storage, treatment, transport, delivery, connection and dispersal; (iv) areas for motor vehicle use for road access, ingress, egress and parking; (v) trails and areas for pedestrian, equestrian, bicycle or other nonmotor vehicle use for access, ingress, egress and parking; (vi) parks, recreational facilities and open space areas to be used by residents for entertainment, assembly and recreation; (vii) landscaping, including earthworks, structures, plants, trees and related water delivery systems; (viii) electrical transmission and distribution facilities, including renewable energy infrastructure; (ix) natural gas distribution facilities; (x) lighting systems; (xi) cable or other telecommunications lines and related equipment; and (xii) traffic control systems and devices, including signals, controls, markings and signs.

Permanent Supportive Housing (PSH)

Affordable housing that combines long-term rental assistance with supportive services for individuals or households with special needs, including those experiencing homelessness.

Pricing and Delivery Schedule

The For-Sale NOFO Application has a chart (Section 2) where applicants need to identify how many homes, at what prices and sizes that will be delivered as part of this funding application.

Resale Control

A resale control is a legal restriction that controls the future sale price and buyer eligibility of an affordable home to ensure it remains affordable over time or a second mortgage that captures the subsidy provided and is repaid to the local government if the home is sold.

Silent Second Mortgage

A silent second mortgage in an affordable housing program is a secondary loan provided to the homebuyer that requires no monthly payments and typically carries no interest. The loan is “silent” because repayment is deferred until a triggering event—usually when the home is sold, refinanced, or no longer used as the buyer’s primary residence.

Special Needs Housing

Housing that includes units set aside for households requiring supportive services to maintain stable housing, including but not limited to individuals experiencing homelessness, seniors, or persons with disabilities.

Santa Fe County Third-Party Agent

Santa Fe County uses third-party agents to income qualify and prepare homebuyers for purchasing a home.

VII. SERIES OF EVENTS

The NOFO Contact will make every effort to adhere to the following schedule:

Action	Responsibility	Date
1. Issuance of NOFO	Community Development Department	April 1, 2026
2. Deadline to Submit Questions	Applicants	April 6, 2026

3. Written Response to Questions Posted Online	Community Development Department	April 10, 2026
4. Submission of APPLICATION (5:00 PM)	Applicants	May 1, 2026
5. Application Evaluation Review	Developer Assistance Review Committee	May 4-15, 2026
6. Selection of Recommended Awardees	Developer Assistance Review Committee	May 15-May 20th, 2026
7. Recommendation of Award to BCC	Community Development Department	June 9th
8. Letter of Commitment	Community Development Department	Week after approval of Award by BCC
9. Execution of Award Agreements	Community Development Department	Post Selection

VIII. EXPLANATION OF EVENTS

The following paragraphs describe the activities listed in the series of events shown in Section VI.

1. Issuance of NOFO

This NOFO is being issued by the Santa Fe County Community Development Department.

2. Deadline to Submit Questions

Any Applicant wishing to submit questions related to the NOFO, can submit questions via email to debenavidez@santafecountynm.gov by 5pm, April 6th, 2026.

3. Written Response to Questions Posted Online

All questions received related to the NOFO will be collected and responded to in writing by the Community Development Department. The responses will be posted on the County's Developer Assistance Webpage:

<https://www.santafecountynm.gov/housing-services/affordable-housing/developer-assistance-program> by 5pm on April 10th, 2026.

4. Submission of Application

ALL Applicant APPLICATIONS MUST BE RECEIVED FOR REVIEW AND EVALUATION BY THE NOFO CONTACT NO LATER THAN 5:00 PM on May 1st, 2026. Applications received after this deadline will not be accepted.

Applications must be submitted electronically via email to dbenavidez@santafecountynm.gov. Applicants should reference “Santa Fe County NOFO: Developer Assistance Program” in the email subject line.

A public log will be kept of the names of all Applicants who submitted applications. The contents of any application shall not be disclosed so that it is not available to competing Applicants during the negotiation process.

5. Application Evaluation Review

The evaluation of applications will be performed by the Developer Assistance Review Committee in accordance with SFC Resolution No. 2023-106. This process will take place during the timeframe indicated in Section VI. During this time, the NOFO Contact may initiate discussions with Applicants who submit responsive or potentially responsive applications for the purpose of clarifying aspects of the applications, but applications may be accepted and evaluated without such discussion.

6. Selection of Finalists (If Applicable)

The Developer Assistance Review Committee may select and the NOFO Contact may notify the finalist Applicants on the date indicated in the Series of Events, Section VI.

7. Recommendation of Award to BCC

All Developer Assistance Program awards must be approved by the BCC. The Community Development Department will present to the BCC the formal award recommendations made by the Developer Assistance Review Committee in early June 2026.

8. Letter of Commitment

Following approval of Developer Assistance Awards by the BCC, the County will issue an executed letter of commitment to the awardee(s).

9. Execution of Award Agreements

Following an award approval by the BCC, all agreements related to the award, which are required pursuant to the New Mexico Affordable Housing Act, Affordable Housing Act Rules, and the County’s Housing Assistance Grant and Loan Ordinance, shall be executed by the awardee and, as applicable, the County prior to the release of funding.

IX. APPLICATION AND EVALUATION SCORING

1. Application

The NOFO For-Sale Application and the NOFO Rental Application are provided as separate documents. These NOFO Applications list all the information that is required of the Applicant.

The NOFO Applications (both rental and for-sale) contain 3 main sections which comprise all the information that is required within the Applicants final Project Application Packet:

1. **Project Checklist** - lists all the supporting documentation that are required.
2. **NOFO Application Form** - must be filled out.
3. **Appendices** - must be filled out.

Incomplete applications will be notified and provided a specific cure period. If Applicants do not provide needed information within the cure period, the application will not be considered.

Many of the items requested for the Application are required for the New Mexico Affordable Housing Act and if not submitted may disqualify the project for funding.

2. Evaluation Scoring

The County will evaluate completed applications and assign a numerical score in each category, not to exceed the maximum allowed score for that category, as determined through the Applicant's attention to the factor detailed in the following sections. The amount of discussion to be applied to each listed topic is an individual choice of the Applicant; however, discussion should be detailed enough to inform and educate the Developer Assistance Review Committee.

Evaluation Criteria

Applications will be scored based upon a comparison of the information submitted by each Applicant against the evaluation factors outlined below. Each Evaluation Element is assigned the following points:

Evaluation Scoring Elements	Maximum Points
Mandatory Criteria:	
Project Feasibility (development timeline, funding needs, existing funding committed, market demand, location factor)	75
Project Team Experience (NM housing experience gets higher score)	50

Nonprofit or Government developer or co-developer	20
Amount of funds requested (lower amount per unit means greater score)	50
Environmental Design and Sustainability	10
Extra Points:	
Documented Commitment to Working with Local Trades, etc.	5
Extra Points for Rental Projects Only:	
Special Needs/PSH Project	20
Right of First Refusal	20
Total Allowed Points:	250

The maximum points available for a rental project is 250. The maximum points available for a for-sale project is 210.

The County anticipates awarding the agreement(s) on the date in the "Series of Events" at Section VI. These dates are subject to change at the discretion of the County. The agreement(s) shall be awarded to the Applicant(s) whose proposal is most advantageous to the County, taking into consideration the evaluation factors set forth in the NOFO. The most advantageous proposal may or may not have received the most points.

2025-2026 Santa Fe County Maximum Target Pricing for Developer Assistance Program NOFO

Effective until Dec 31, 2026 - version 2.1

Home Size: Studio							
Assumed Household Size	AMI Range for Eligibility	AMI for Pricing	Monthly Income	33% of Monthly Income	Affordable Mortgage	Home Price (Mortgage +3% DP)	Home Price Adjusted to closest \$250 mark
1	66-80%	75%	\$4,356	\$1,438	\$213,510	\$220,114	\$220,000
1	81-100%	90%	\$5,228	\$1,725	\$257,612	\$265,580	\$265,500
1	101-120%	110%	\$6,389	\$2,108	\$316,415	\$326,201	\$326,250

Home Size: 1 Bedroom							
Assumed Household Size	AMI Range for Eligibility	AMI for Pricing	Monthly Income	33% of Monthly Income	Affordable Mortgage	Home Price (Mortgage +3% DP)	Home Price Adjusted to closest \$250 mark
1	66-80%	75%	\$4,356	\$1,438	\$220,510	\$227,330	\$227,250
1	81-100%	90%	\$5,228	\$1,725	\$264,612	\$272,796	\$272,750
1	101-120%	110%	\$6,389	\$2,108	\$323,415	\$333,418	\$333,500

Home Size: 2 Bedroom							
Assumed Household Size	AMI Range for Eligibility	AMI for Pricing	Monthly Income	33% of Monthly Income	Affordable Mortgage	Home Price (Mortgage +3% DP)	Home Price Adjusted to closest \$250 mark
2	66-80%	75%	\$4,975	\$1,642	\$251,831	\$259,620	\$259,500
2	81-100%	90%	\$5,970	\$1,970	\$302,197	\$311,544	\$311,500
2	101-120%	110%	\$7,297	\$2,408	\$369,352	\$380,775	\$380,750

Home Size: 3 Bedroom							
Assumed Household Size	AMI Range for Eligibility	AMI for Pricing	Monthly Income	33% of Monthly Income	Affordable Mortgage	Home Price (Mortgage +3% DP)	Home Price Adjusted to closest \$250 mark
3	66-80%	75%	\$5,600	\$1,848	\$283,468	\$292,235	\$292,250
3	81-100%	90%	\$6,720	\$2,218	\$340,162	\$350,682	\$350,750
3	101-120%	110%	\$8,213	\$2,710	\$415,753	\$428,612	\$428,500

Home Size: 4 Bedroom							
Assumed Household Size	AMI Range for Eligibility	AMI for Pricing	Monthly Income	33% of Monthly Income	Affordable Mortgage	Home Price (Mortgage +3% DP)	Home Price Adjusted to closest \$250 mark
4	66-80%	75%	\$6,219	\$2,052	\$314,789	\$324,525	\$324,500
4	81-100%	90%	\$7,463	\$2,463	\$377,747	\$389,429	\$389,500
4	101-120%	110%	\$9,121	\$3,010	\$461,690	\$475,969	\$476,000