

Hard-working couple is first family to buy home with ONE Mortgage

Successor to MHP's SoftSecond Loan Program provides Joao and Fernanda DeMondaca with 'the deal of a lifetime'

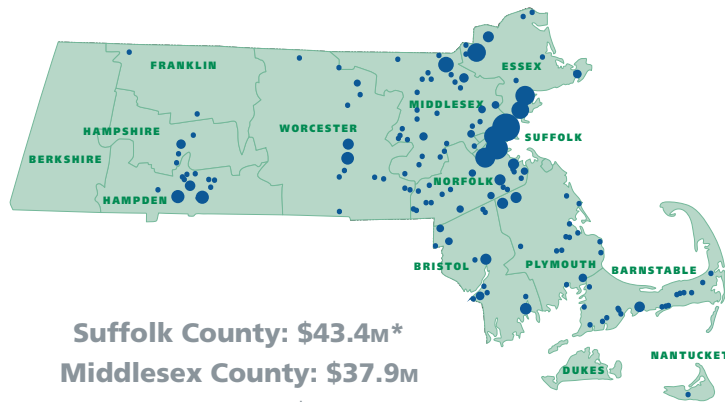
Right: Coley Carden and Mary Gray of Winchester Co-operative helped the DeMondaca's become the first family to use ONE.

Far right: Fernanda, Joao and Amy DeMondaca.

Below: The DeMondaca's condo community.



Financing & loan volume— 2013



- Suffolk County: \$43.4M*
- Middlesex County: \$37.9M
- Essex County: \$31.1M
- Norfolk County: \$19M
- Plymouth County: \$7.4M
- Worcester County: \$6.9M
- Bristol County: \$6.5M
- Barnstable County: \$5.7M
- Hampden County: \$4.7M
- Hampshire County: \$1.6M
- Nantucket County: \$208,550
- Franklin County: \$126,100

Total Loans:
731

Total Financing Amount:
\$165 million

Average Loan Amount:
\$225,715

Average household income:
\$55,978

Minority Borrowers:
39%

*Millions

Tewksbury— When the SoftSecond Loan Program for first-time homebuyers transitioned to ONE Mortgage in the summer of 2013, the first family to use it was Joao and Fernanda DeMondaca. Working with Winchester Co-operative Bank, they used ONE Mortgage to buy a three-bedroom condo.

The DeMondacas are a great example of the type of low- and middle-income family that ONE Mortgage serves. Joao came here in 2002. His plan was to learn English and return to Brazil but he soon realized he loved it here. He

now works in security at Logan Airport. He became a citizen in 2009, joined the National Guard and is scheduled to deploy to Afghanistan in 2014.

Fernanda came here in 2004 and started a home cleaning business. Along the way, she met Joao, they married, and had a daughter. By 2013, they were making \$55,000 and were ready to buy. They looked in the Woburn area where they were renting but every home in their price range needed work. At \$187,000, a new, low-maintenance townhouse in a small neighborhood condo community made sense, especially with Joao about to deploy.

Through homebuyer classes, they determined that ONE Mortgage's terms—fixed-interest rate, low down payment, no private mortgage insurance—was the best deal for them. They went from paying \$1,500 for a small two-bedroom to paying \$1250 a month, including condo fees.

So what's the bottom line? "It's the deal of a lifetime," said Fernanda.

Tewksbury



From SoftSecond to ONE



To continue SoftSecond's success of over 17,000 loans to low- and

moderate-income homebuyers, the program transitioned from a two-loan structure to ONE Mortgage, making it simpler for borrowers and lenders. Since June 2013, 25 lenders have signed up:

- Bay State Savings
- Berkshire Bank
- Blue Hills Bank
- Boston Private Bank
- Cambridge Savings Bank
- Cambridge Trust
- Chelsea Bank
- Citizens Bank
- Clinton Savings Bank
- Dedham Institute for Savings
- Eastern Bank
- Enterprise Bank
- First Citizens Federal Credit Union

- Freedom Credit Union
- Liberty Credit Union
- Mechanics Cooperative Bank
- Middlesex Savings Bank
- MountainOne Bank
- Pilgrim Bank
- Rockland Trust
- Santander (formerly Sovereign Bank)
- Southern Mass Credit Union
- St. Mary's Credit Union
- The Savings Bank
- Winchester Co-operative Bank