



San Diego

**Habitat**  
for Humanity®

# Overview and Impacts 2025



# ABOUT HABITAT

## Our Philosophy

No matter who we are or where we come from, we all deserve a decent place to call home.

## Our Vision

A world where everyone has a decent place to live.

## Our Mission

Seeking to put God's love into action, San Diego Habitat for Humanity brings people together to build homes, communities, and hope.

## Our Values

inclusion  
housing equity  
dignity for all  
sustainability



# AN INDEPENDENT AFFILIATE

San Diego Habitat for Humanity is the local affiliate of Habitat for Humanity International.

- Serves San Diego County
- Autonomous 501 (c)(3) nonprofit organization
- Governed locally
- Raises money in collaboration with HFHI and locally
- Builds locally



# AFFILIATE FINANCIALS (FY25)

## REVENUE

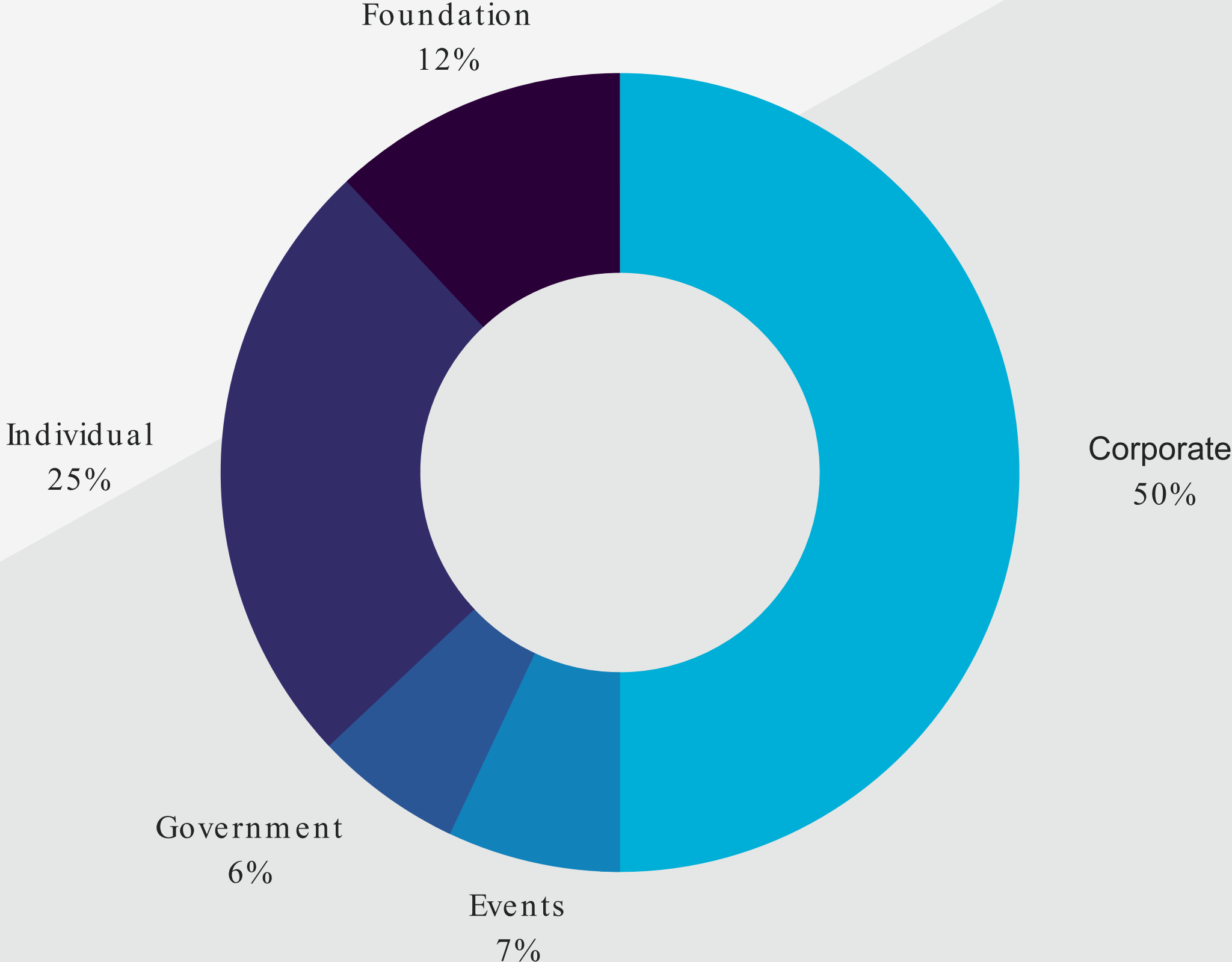
Total Support (fundraising, grants, events)	\$5,829,316
Sales of Homes	\$385,169
Other Revenue (Released Assets, etc)	\$624,687
Total	\$6,858,811

## EXPENSES

Fundraising	\$1,285,016
Cost of Homes Sold & Program Support	\$3,235,925
Management & General	\$1,054,139
Total	\$5,575,080



# WHO ARE OUR DONORS?





## Key Supporters

### Financial Institutions

- Citi Foundation
- First Bank
- Bank of America Foundation
- US Bank Foundation
- Wells Fargo Foundation
- PNC
- City National Bank
- California Credit Union
- Guild Mortgage Co
- East West Bank
- Banner Bank
- JP Morgan Chase

### Other Community Partners

- Realty Income
- Premium Cabinets USA
- ASML
- Lowes
- Home Depot
- Stone Brewing
- SunRun
- AppFolio
- CaliBamboo
- Statefarm
- Hunter
- Whirlpool



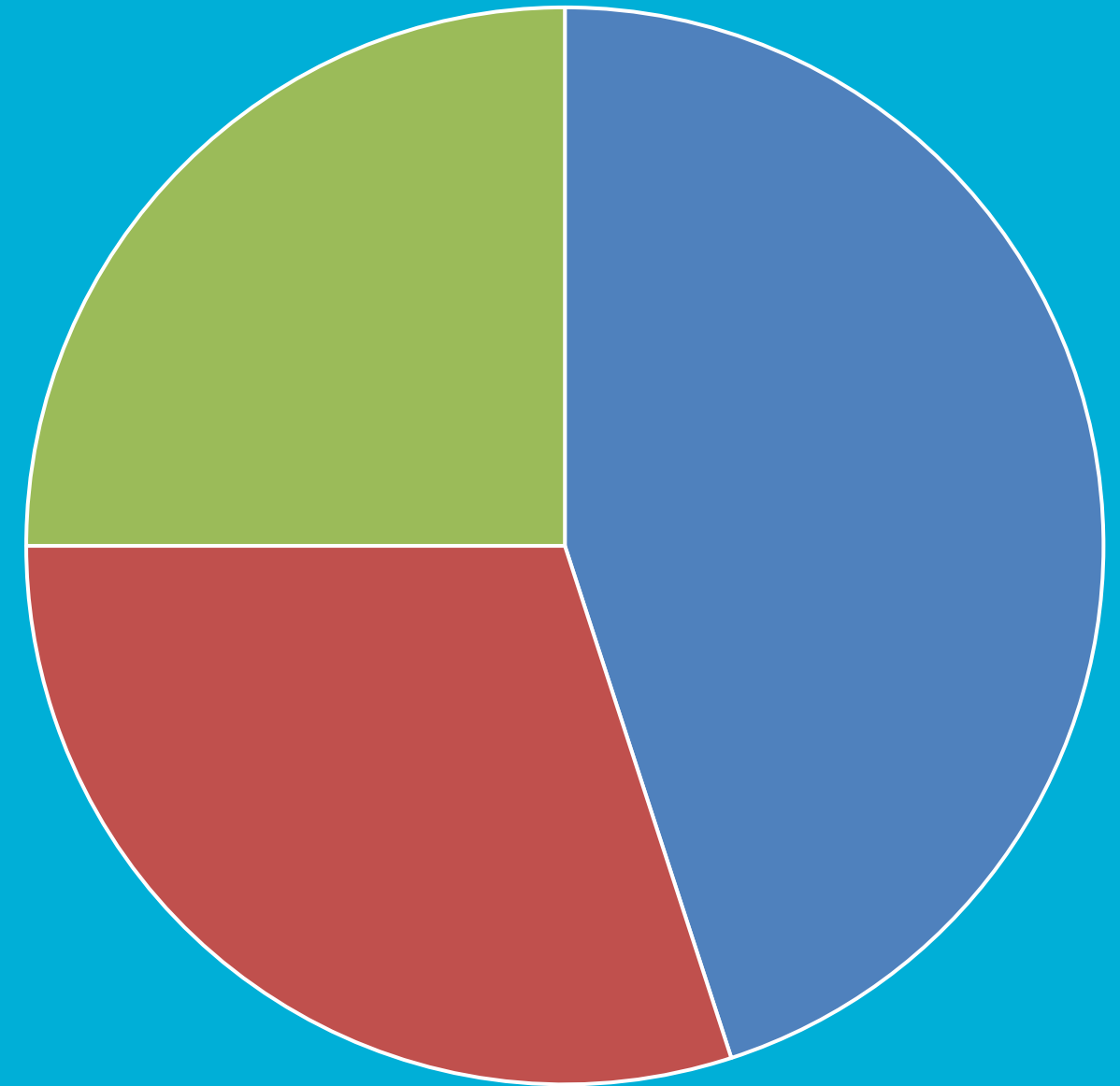
# WHAT WE DO

Partner with people and communities to build or improve a place they can call home.

- build and repair homes in partnership with families in need of improved housing
- advance our mission with the help of financial, material, and volunteer donations
- provide access to homeownership by providing access to affordable mortgages

# Development & Real Estate

- Future is townhomes & multifamily
- 6 to 12 unit development
- Most occurs in partnership with local governments
- Relies on capital mix comprised of:
  - 45% Homeowner Mortgage (blue)
  - 30% Donations & Philanthropy (red)
  - 25% Public agency (city & state) capital (green)
- Current pipeline focused on developments in El Cajon & Escondido



# Harding II National City



- 6 row townhomes
- 3 bedrooms/2.5 baths
- 1,100 – 1,300 s.f.
- attached 1-car garages

# Comm 22 Logan Heights



- 11 townhomes
- 3 and 4 bedrooms
- 2.5 baths
- 1,270 – 1,389 s.f.
- 2-car garages

# El Norte Pkwy Escondido



- 10 duplex-style townhomes
- 3 bedrooms
- 2.5 baths
- 1,300 s.f.
- attached 2-car garage

# Home Repair & Preservation

- health + safety
  - electrical panel upgrades
- energy efficiency + weatherization
  - roof repair/replacement
  - window repair/replacement
  - fence repair
  - fascia repairs
  - paint
  - window repair
  - weather stripping
  - Xeriscape

BEFORE



AFTER



# “Built Home” Strategy

- Partners with homebuilders who are taking advantage of density bonus laws
- Leverages San Diego Habitat’s proven ability to prepare, support and finance first time low -income homebuyers for successful homeownership -
- Connects San Diego Habitat 15k+/ - person interest list with high quality income restricted homes
- Supports local governments and builders by ensuring compliance with long term affordability covenants



## Liberty Way, Oceanside

Density bonus partnership with  
KB homes & City of Oceanside

11 townhomes w/in 54 home  
community

3 & 4 bedrooms / 2 & 3 baths  
1750 s.f.

Family selection completed fall  
2025

AMI to be served: 80% & below





## Cypress Point, Oceanside

Density bonus partnership with  
KB homes & City of Oceanside

8 single family homes  
w/in 54 home community

3 bedrooms/2.5 baths  
1700 - 1900 s.f.  
attached 2-car garages

Family selection early 2026  
AMI to be served: 80% & below





# Housing & Community Services

- Perform outreach about homeownership programs
- Conduct homeownership orientations
- Coordinates homebuyer education
- Review and evaluate homebuyer applicants for recommendation to the Board of Directors
- Loan closing
- Loan servicing

# HOW HOMEOWNERS QUALIFY

1

demonstrated  
need for  
improved  
housing

2

willingness to  
partner with  
Habitat

3

ability to pay an  
affordable  
monthly  
mortgage

# BUYING A HABITAT HOME



Attend an  
orientation

Application +  
Initial Review

Home Visit

Homeowner  
Selection  
Committee  
Meeting

Board of  
Directors  
Approval

# 2025 VOLUNTEER ENGAGEMENT



by the numbers

**11,298**

volunteer hours contributed

**1,427**

total volunteers

**2,568**

volunteer shifts





# LOCAL IMPACT

San Diego Habitat was founded in 1988 as the only bi-national affiliate in Habitat history. In the early 1990's Habitat for Humanity International took over efforts in Mexico.

**We've been busy since then.**

22 1K volunteer hours



219 homes sold



1,523 people served



251 homes repaired





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# THANK YOU!

We look forward to building  
together

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## CONTACT INFO



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[sandiegohabitat.org](http://sandiegohabitat.org)

