



$$+ \text{House Icon} + \text{Heart Icon} = \textit{Great Choice}$$

TN REALTORS® Are You SHOCKED and AWED
that When You Have a Great Choice Mortgage
Transaction You Have More Closings and

Provide Grants!



**First
Mortgage**

**GREAT CHOICE MORTGAGE
LOAN PROGRAMS**

Great Choice
HOME LOANS

Available for all eligible
applicants

Same rate for 640-850
scores

Homeownership for the Brave

Available for eligible
veterans/military-
related applicants
May not have to be
first-time homebuyer
with DD-214 or DD-4
Rate reduction: .5%



**Just missing the down payment
or closing costs?**

Down
Payment
(2nd mortgage)

GREAT CHOICE MORTGAGE
LOAN PROGRAMS

Great Choice
PLUS  LOAN

Available across
Tennessee

Up to \$18,750
(\$7,144 avg)

HHF-DPA

Available in approved
ZIP Codes

\$15,000

How are the 2 DPAs different?

	Great Choice Plus	Hardest Hit Fund (First Come/First Served)
Amount	Up to 5%	\$15,000/Temporary Fund
Term	30 Years	10 Years (20% forgiven in years 6-10)
Location	Across Tennessee	Approved ZIP Codes Only
Construction	New and Existing	Existing Only
Homebuyer Education Required	Pre-Purchase	Pre-Purchase and Post-Purchase

Both DPAs offered at 0% and no payments.

GreatChoiceTN.com

Homebuyers

THDA created Great Choice Home Loans to make homeownership possible for more Tennesseans of middle/moderate income.



Down Payment Assistance

If you qualify for a Great Choice Home Loan, you also have the option of financial assistance with your down payment and/or closing costs.



Great Choice Home Loans

A 30-year, fixed interest rate home loan created by THDA to make homeownership more affordable to qualified Tennesseans.



Homebuyer Education

THDA encourages all homebuyers to complete a homebuyer education course and requires these courses for our down payment assistance and Homeownership for the Brave programs.

Homebuyer Education Required on All THDA mortgage programs



5% DPA

Pre-Purchase




\$15,000 DPA

Pre-Purchase & Post-Purchase



Certificate good for 12 months



+  +  = *Great Choice*

Visit **GreatChoiceTN.com**



Get prepared for homeownership with homebuyer education

Connect with a THDA approved lender and get **prequalified** for a Great Choice home loan



Find your new home with the help of a REALTOR®

- Negotiation
- Home inspection
- Appraisal
- Paperwork



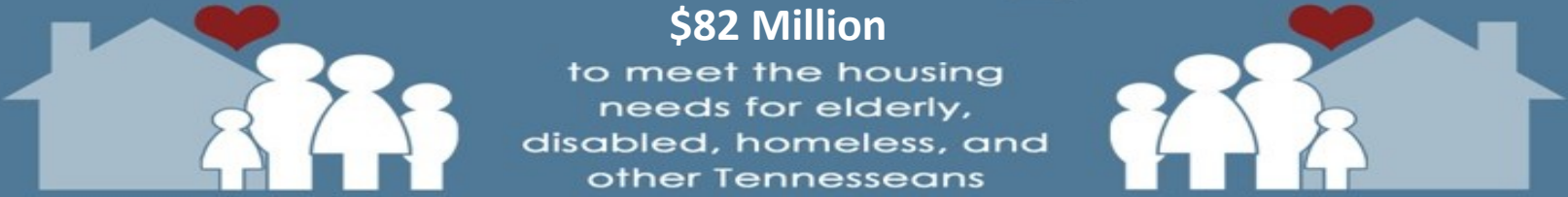
Close on your new home

Build equity by making monthly payments on your 30-year home loan

Profits from your home loan fund the...

Tennessee Housing Trust Fund

\$82 Million to meet the housing needs for elderly, disabled, homeless, and other Tennesseans



Mortgage With



- Profits from **Great Choice Loan Program** fully fund the Programs of the **Tennessee Housing Trust Fund**
- Approximately \$8.5 million from Great Choice Loan profits go into the TN Housing Trust Fund each year
- THDA awards funds to nonprofits, local governments, and other entities to help meet housing needs of some of Tennessee's most vulnerable citizens

Mortgage With



➤ **Profits from Great Choice Loans help to provide:**

- New roofs, HVAC systems, and other repairs for elderly & disabled homeowners
- Homeownership opportunities for low and very low income households
- Housing for the homeless including veterans and homeless families
- Housing for youth aging out of the state's foster care system
- Housing for other special needs populations

THDA Community Grant Programs

- Emergency Repair Program (ERP)
- Housing Modification and Ramp Program (HMR)
- Competitive Grants Program (CG)
- Rebuild and Recover Disaster Program (R&R)
- Habitat of Tennessee
- Challenge Grant Program

Tennessee Housing Trust Fund



Emergency
Repair
Program

Emergency Repair Program (ERP)

- Annual allocation of \$2.7 million
- Administered at the local level by development districts and one human resource agency covering all 95 counties
- Maximum grant to an elderly (60yrs. +) or disabled homeowner is \$10,000
- Required match of ½ of grant amount – sweat equity and material donations count in match

ERP – Eligible Activities

- Provides funding to cover repairs to essential systems including:
 - Roofs
 - Electrical Systems
 - Plumbing Systems
 - Heating and Air Systems
 - Septic Systems
 - Structural Repairs in Floors and Walls
 - Accessibility Improvements

Pre Emergency Repair Program



Side View Prior to ERP - Columbia



Post Emergency Repair Program





Tennessee Development Districts & SW Housing Resource Agency

Memphis Area Association of Governments
 Paul Morris
 Housing Coordinator
 Ralph Moore, Executive Director
 8289 Cordova Rd, Ste. 103
 Cordova, TN 38016
 (901) 729-2871
 pmorris@maagov.org

Northwest TN Development District
 Jessica Baker
 Housing Coordinator
 John Bucy, Executive Director
 124 Weldon Drive
 Martin, TN 38237
 (731) 687-4213 ext. 228
 jessica.baker@nwtd.org

Southwest HRA
 Lisa Smith
 Community Services Director
 Mike Smith, Executive Director
 1527 White Avenue
 Henderson, TN 38340
 731- 989-5111
 lsmith@swhra.org

Greater Nashville Regional Council
 Cindy Raymond
 HOME Coordinator
 Michael Skipper, Executive Director 501
 Union Street, 6th Floor
 (615) 862-8855 x 1006
 CRaymond@gnrc.org

South Central TN Development District
 Robin Rochelle, J.D.
 Assistant Director of Aging & Disability
 Jerry Mansfield, Executive Director 101
 Sam Watkins Blvd.
 Mount Pleasant, TN 38474
 (931) 379-2931
 rrochelle@sctdd.org

Upper Cumberland Development District
 Vicki Reels
 Special Projects Director
 Mark Farley, Executive Director
 1225 South Willow Avenue
 Cookeville, TN 37402
 (931) 432-4111
 vreels@ucdd.org

Southeast TN Development District
 David Johnson
 Housing Coordinator
 Beth Jones, Executive Director
 1000 Riverfront Parkway
 Chattanooga, TN 37405
 (423) 424-4260
 djohnson@sedev.org

East TN Development District
 Lindsay Crockett
 Housing Planner/Historic Preservation
 Terry Bobrowski, Executive Director
 216 Corporate Place
 Alcoa, TN 37701
 (865) 273-6003
 lcrockett@eldd.org

First TN Development District
 Donna Lewis
 Housing Programs Assistant
 Susan Reid, Executive Director
 3211 N. Roan Street
 Johnson City, TN 37601
 (423) 722-5122
 dlewis@fdd.org

Tennessee Housing Trust Fund



Modification and
Ramp Program

Housing Modification and Ramp Program (HMR)

- Constructs ramps and provides other interior modifications to assist persons with disabilities with access to their homes.
- State –wide services are provided through United Cerebral Palsy of Middle Tennessee.
- Annual Allocation of \$150,000

Tennessee Housing Trust Fund



Competitive Grants
(CG)

Competitive Grants (CG)

- Competitive Grants provide funding for innovative and creative proposals to meet the rental housing needs of households at or below 80% of area median income - especially:
 - Elderly households
 - Individuals with disabilities
 - Youth transitioning out of foster care
 - Ex-offenders
 - Homeless Veterans
 - Low, Very Low, & Extremely Low Income households

Competitive Grants Program Funding

- THDA allocates about \$4 million each year to the Competitive Grants Program
- There are two funding rounds in each fiscal year
 - March
 - September

Competitive Grants Eligible Activities

- With a maximum grant amount to an applicant of \$500,000 Competitive Grants fund permanent or transitional rental housing activities:
 - New construction
 - Acquisition and rehabilitation
 - Conversion
 - Combinations of the above

Competitive Grants Eligible Applicants

- Local communities
- Non-profit organizations
- Human resource agencies
- Development districts
- Public housing authorities
- Departments of State government

Tennessee Housing Trust Fund



Rebuild & Recover
Disaster

Rebuild and Recover (R&R)

- Assistance to local communities impacted by weather-related incidents that do not rise to the level of a FEMA or Presidential Disaster Declaration
- Maximum grant to a community is \$500,000
- Application must be made by the local government

Rebuild and Recover Eligible Activities

- Rehabilitation or Reconstruction of owner-occupied housing not covered by insurance or other disaster relief programs
- Demolition of damaged structures

Tennessee Housing Trust Fund



Habitat for Humanity
of Tennessee

Habitat of Tennessee

- \$500,000 annual allocation to Habitat of Tennessee to assist Habitat affiliates across the State in the construction of single family units for homeownership for households with income at or below 60 % of the area median.

Tennessee Housing Trust Fund



Challenge Grants

Challenge Grant

- Initial seed funding to support the fundraising efforts of nonprofit organizations to implement housing activities that represent:
 - Unique Milestones
 - Broad Community Initiative
 - Significant Expansion of Work Outside Normal Day to Day Activities of the Organization

Challenge Grant Eligible Activities

- The Challenge Grant requires a 500% match and provides for housing activities to benefit low and moderate income households that will significantly:
 - Expand or preserve housing for sale through new construction, reconstruction, or rehabilitation
 - Preserve existing owner occupied units
 - Expand or preserve rental housing through new construction or rehabilitation
 - Reduce the number of individuals who are homeless or move a significant number of a vulnerable population into housing

Other Grants



Tennessee Repair
Loan

Tennessee Repair Loan Program

PURPOSE

- Help sustain homeownership across the state
- Help provide safe and sound housing to households of low income, veterans, seniors and homeowners
- By providing loans for repairs or improvements.

Who is eligible to apply?

- A resident owner of a 1-4 unit stick-built or manufactured home (single or double-wide) that requires repairs or modifications.
- The applicant must have owned and occupied the property for a minimum of 5 years.

Ineligible Property Types:

- Commercial properties
- Multifamily properties
- Properties listed on a state or national historic register

Terms of the Loans:

- Loan Amount up to \$25,000
- 0% Interest Rate
- No Monthly Payment
- 5 – Year Loan Term (forgivable 20% per year)
- No Prepayment Penalty
- Post-Purchase Homebuyer Education required

Tennessee Housing Trust Fund



Community
Investment Tax
Credits

Purpose of Community Investment Tax Credit

- **Participating financial institutions will receive tax credits for extending the following types of monies to eligible housing entities which provide safe, affordable housing opportunities for low-income Tennesseans. Banks can possibly receive Community Re-investment Act credit**
- Qualified loans defined as a loan at least 2% below the prime rate
- Qualified low-rate loans defined as a loan at least 4% below the prime rate
- Qualified long term investments extending for a period of more than 5 years
- Grants or contributions

Roles of Entities Involved in CITC

- **Participating Financial Institution Banks:** Provides funds to eligible Housing Entities. Receives Franchise/Excise Tax Credit and possible CRA Credit.
- **Administration of Program:** THDA and TN Department of Revenue shares administration duties of the program
- **THDA's Role:** Certify the housing entity and the activity as eligible
- **TN Department of Revenue's Role:** Awards Tax Credits to Financial Institutions which provide low interest loans or grants or contributions to qualified housing entities
- **Eligible Housing Entities Role:** Maintains records as required by THDA to ensure that affordable housing opportunities are being provided
- **Entity** is also responsible for checking the viability of counting these funds and activities toward Community Investment Tax Credit.

Eligible Housing Entities

- Tennessee based non-profit organizations with an Internal Revenue Code 501 (C)(3) status
- Public Housing Authorities
- Development Districts
- Tennessee Housing Development Agency

Eligible Activities for Use of Funds

- Activities that preserve or create affordable housing for low-income Tennesseans
- Activities that help low-income Tennesseans in obtaining safe and affordable housing
- Activities that build the capacity of an eligible non-profit to provide housing opportunities to low-income Tennesseans
- Any other low-income housing activity approved by the THDA Executive Director and the Commissioner of Revenue.

How CITC Works

THDA will issue the Certificate of Contribution for Tax Credit and send to the TN Dept. of Revenue (TDOR).

TDOR will calculate the tax credits to be awarded to financial institution.

Financial Institution will retain tax credits even if eligible housing entity does NOT accomplish required activity.

THDA has established decertification criteria for agencies failing to accomplish approved activities.

“THDA At A Glance” Brochures

- Gives info on ALL THDA Programs:
- Mortgages
- Grants
- Rental Assistance and Housing Choice Voucher
- Blight Elimination
- Family Self-Sufficiency
- And, MORE

THANK YOU TN REALTORS®



TN REALTORS® help provide these and other THDA grants by using the THDA Great Choice Mortgage Programs to finance your transactions