



Tennessee Housing Development Agency

Today's Market



DECREASED SUPPLY



**INCREASED PRICES
& INTEREST RATES**



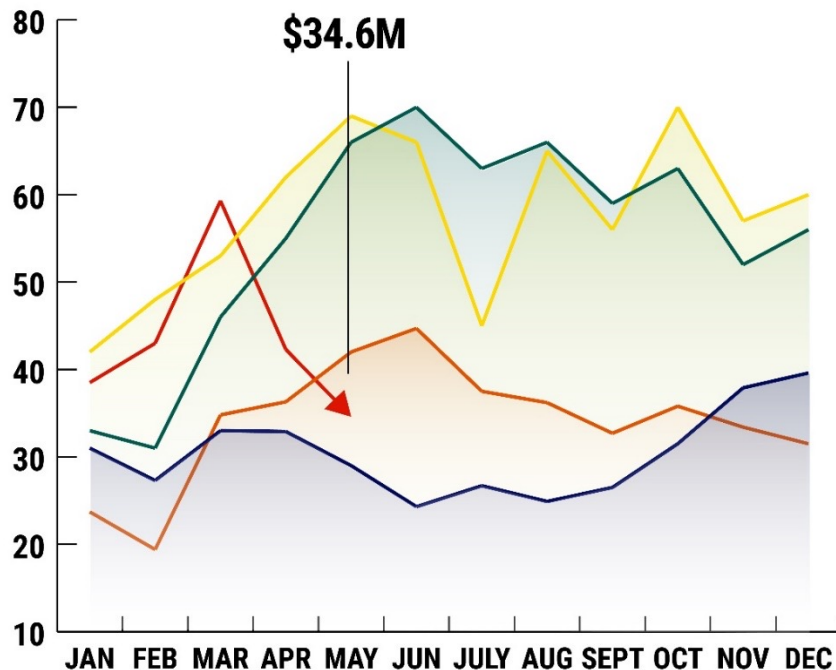
**ENTRY LEVEL
HOME SALES
DOWN**



THDA Loans

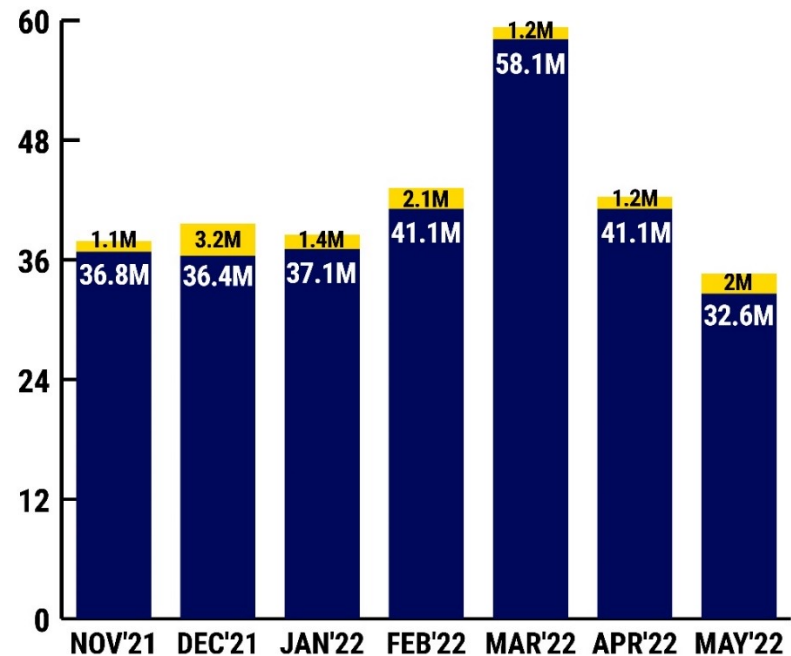
LOAN APPLICATIONS

Month to Month — 2018 — 2019 — 2020 — 2021 — 2022



Loan App Totals by Month

GC97 (CONVENTIONAL) GREAT CHOICE



THDA Mortgage Amounts



Average THDA Mortgage: \$184K

Promising Trends



Down Payment Assistance



98%
of THDA
borrowers use
the DPA
program

Mortgage Products



- First-time homebuyer
- 30-year fixed rate loan
- Discounts for Military and Veterans
- FHA, VA, or USDA-RD insured

Freddie Mac HFA Advantage®

- NO First-time homebuyer requirement
- Lowest MI rate offered for a Freddie Mac conventional product with high LTV.

Acquisition Cost & Income Limits

Acquisition-Income-Limits-Web

Adobe Acrobat: PDF edit, convert, sign tools | chrome-extension://efaidnbmnnnibpcagglejffnjmkaj/https://thda.org/pdf/Acquisition-Income-Limits-Web.pdf

Tennessee Housing
Development Agency

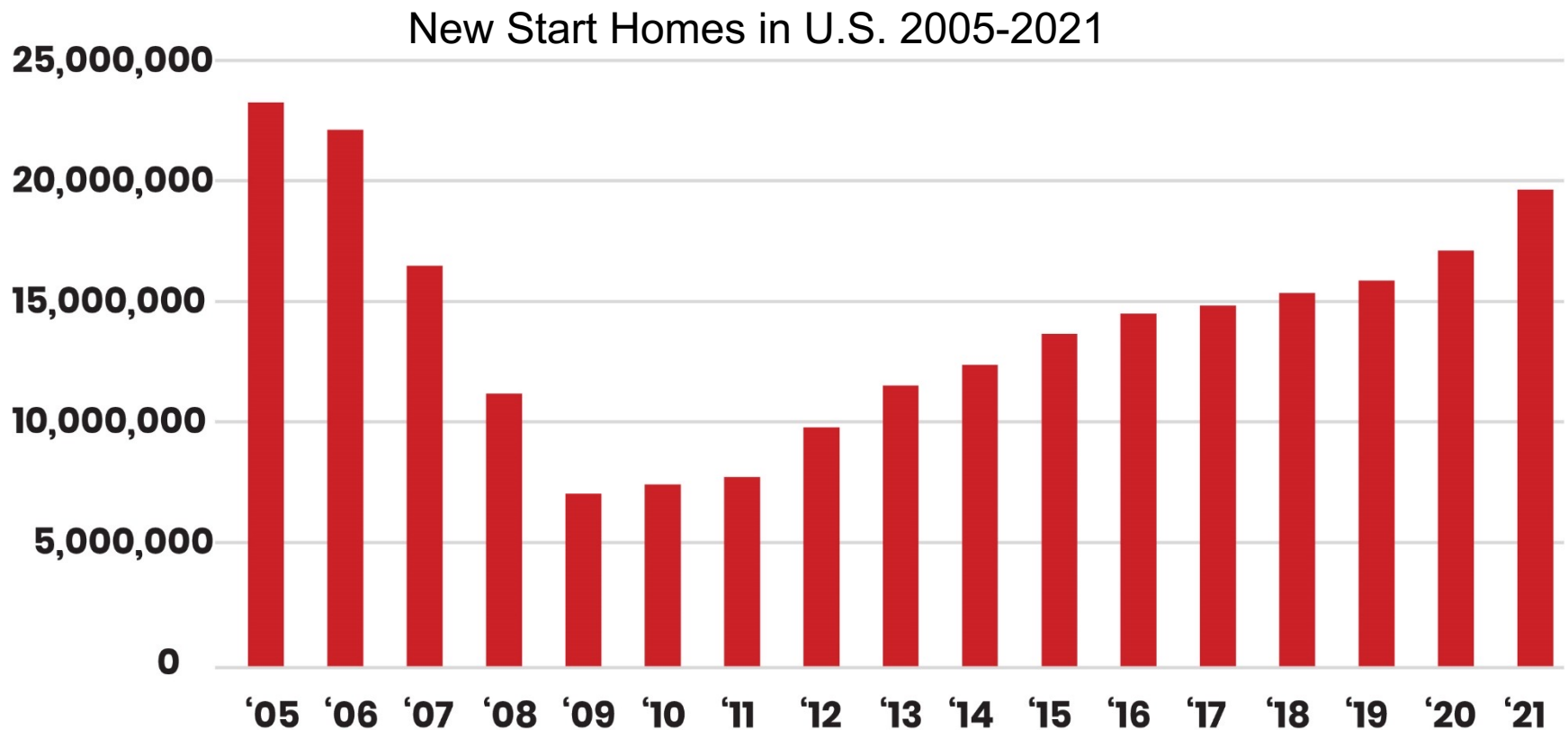
GREAT CHOICE MORTGAGE LOAN PROGRAM

Current Acquisition Cost & Income Limits by County

Counties	Acquisition Cost Limits	Income Limits		Counties	Acquisition Cost Limits	Income Limits	
		1-2 Persons	3+ Persons			1-2 Persons	3+ Persons
Anderson	\$300,000	\$81,600	\$93,840	Lewis	\$300,000	\$77,800	\$89,470
Bedford	\$300,000	\$77,800	\$89,470	Lincoln	T	\$350,000	\$93,360
Benton	\$300,000	\$77,800	\$89,470	Loudon		\$300,000	\$81,600
Bledsoe	\$300,000	\$77,800	\$89,470	Macon	T	\$375,000	\$93,360
Blount	\$300,000	\$81,600	\$93,840	Madison	*	\$300,000	\$77,800
Bradley	*	\$300,000	\$78,360	Marion		\$300,000	\$79,810
Campbell	T	\$350,000	\$93,360	Marshall		\$300,000	\$79,320
Cannon	T	\$375,000	\$113,160	Maury		\$375,000	\$89,040
Carroll	T	\$350,000	\$93,360	McMinn		\$300,000	\$77,800
Carters		\$300,000	\$80,880	McNairy		\$300,000	\$77,800
Cheatham		\$375,000	\$113,160	Meigs	T	\$350,000	\$93,360
Chester		\$300,000	\$77,800	Monroe	T	\$350,000	\$93,360
Claiborne	T	\$350,000	\$93,360	Montgomery	*	\$300,000	\$80,750
Clay		\$300,000	\$77,800	Moore		\$300,000	\$79,750
Cooke	T	\$350,000	\$93,360	Morgan	T	\$350,000	\$93,360
Coffee	*	\$300,000	\$81,110	Obion		\$300,000	\$77,800
Crockett	T	\$350,000	\$93,360	Overton	T	\$350,000	\$93,360
Cumberland		\$300,000	\$77,800	Perry		\$300,000	\$77,800
Davidson	*	\$375,000	\$113,160	Pickett	T	\$350,000	\$93,360
Decatur		\$300,000	\$77,800	Polk	T	\$350,000	\$93,360
DeKalb	T	\$350,000	\$93,360	Putnam		\$300,000	\$79,560

www.thda.org

Homebuilding Since 2005



Source: Census; HUD

Economic Development

EASTMAN

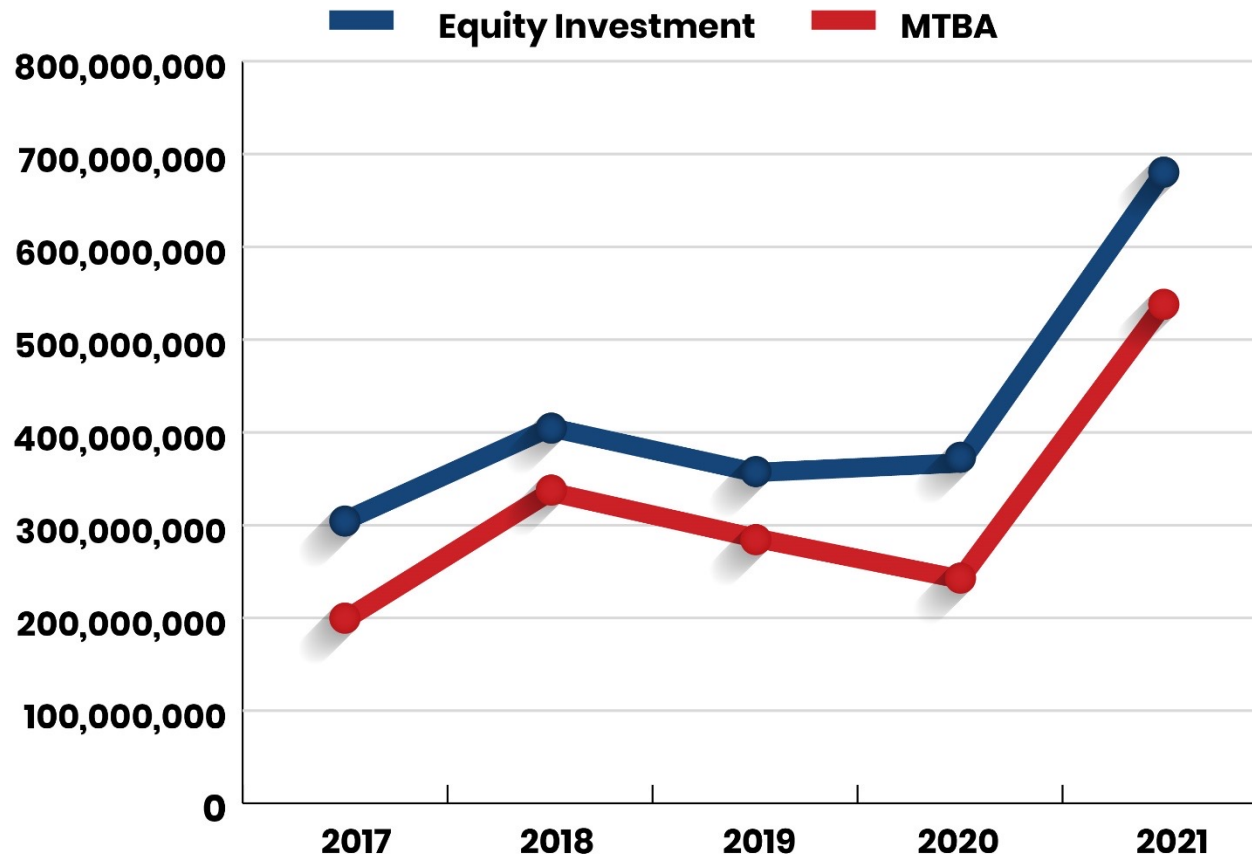
amazon



FedEx®

ORACLE®

Tax Credits & Tax Exempt Bonds



Perception of “Affordable Housing”



Reality of Affordable Housing



Chestnut Flats Apartment Homes - Chattanooga



Park Preserve - Nashville



Foote Park at South City - Memphis



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