



Make a Great Choice



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- 🏠 2 DPA programs available
 - 🏠 Revenue funds DPA*; No tax dollars
 - 🏠 Must qualify and close with Great Choice 1st Mtg
 - 🏠 97% of THDA loans have DPA
 - 🏠 3,154 DPA loans / \$36.5 million DPA funded in 2017

Down Payment Assistance

- 🏠 Great Choice Plus
- 🏠 Up to of 5% of sales price
- 🏠 2nd mortgage / 30-year term
- 🏠 0% interest rate & payments deferred

Great Choice
PLUS  LOAN



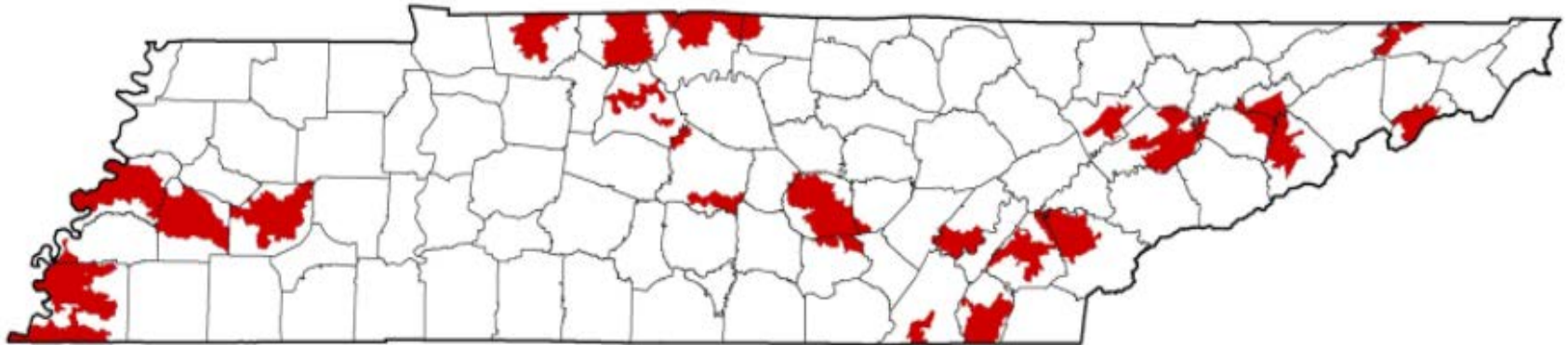
Down Payment Assistance

- 🏠 Hardest Hit Fund (HHF)-March 1, 2017
- 🏠 \$15,000
- 🏠 2nd mortgage / 10 yr
- 🏠 Forgiven in years 6-10, 20% per year
- 🏠 Existing properties only
- 🏠 Post-purchase education required
- 🏠 Available in 62 selected ZIP Codes



HHF-DPA

There are 62 designated ZIP Codes located in 33 Tennessee counties.



Education aka *Skin in the Game*





Required for:

Great Choice
PLUS  LOAN

HHF-DPA



THDA Team

-  Customer Account Managers
-  Realtor® Advisors
-  Industry and Government Affairs
-  Employer-Based Initiatives

STEP IN
TO HOMEOWNERSHIP

THDA Tools

- Co-branded materials in secure web page
- Flyers
- Lawn Sign toppers
- Email blasts
- Trainings
- GreatChoiceTN.com
- 4-hr CE Realtor® Education
- sfask@THDA.org



Telling the DPA Story.....

- 🏠 Allows the buyers to purchase today
- 🏠 Allows buyers to take advantage of today's interest rates
- 🏠 Allows for a rainy day fund
- 🏠 Deferred payments, no interest
- 🏠 Provides valuable homeownership education

Questions

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