April 2013

Windows to Home Ownership

Tennessee Housing Development Agency
Leading Tennessee Home

404 James Robertson Pkwy, Suite 1200
Nashville, TN 37243-

Phone: 615-815-2200
Fax: 615-564-2700
Toll-Free 1-800-228-8432

SINGLE FAMILY HELP LINE
615-815-2100

Stay connected to THDA!

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THDA Celebrates 40th Anniversary

Lindsay Hall, Sr. Director of Single Family Programs

On May 14, 1973, the **Tennessee Housing Development Agency** was signed into law by Governor Winfield Dunn. May 14, 2013 marked the 40th anniversary and a celebration was held in the Old Supreme Court Chambers at the Tennessee State Capitol. THDA was honored to have Governor Dunn present to speak to the audience about his memories in founding THDA and the work the agency has accomplished over the past 40 years. You may watch the speech by clicking here. Initially a school project for a Vanderbilt Law student, Tennessee legislators discovered the value in having a Housing Finance Agency and THDA was born. Since its inception, THDA has had 11 different Executive Directors, 2 of which served multiple terms (Thomas E. Ledford and Ralph Massey). Many programs have been implemented, helping a multitude of Tennesseans with various housing needs. In the Single Family division, we are proud to have funded over 107,567 loans, totaling over $6.5 billion. The agency has naturally seen many changes during the past 40 years; however, one thing that remains the same is our passion and dedication to provide Tennesseans with affordable housing resources.

Tennessee Housing Development Agency
Leading Tennessee Home...
since 1973

We will continue the celebration throughout the year with several events. Be on the look-out for upcoming events and plan to join us. You may click here to take a look back through THDA's first 40 years.

From left: Ralph Massey, Ralph Perrey, Governor Winfield Dunn, Joe Torrence, E.V. King, Ted Fellman

Monthly OA Rankings—April 30, 2013

Rank	Lender	# of Loans	Volume
1	MORTGAGE INVESTORS GROUP, INC	29	$ 2,846,184
2	COMMUNITY MORTGAGE CO	15	$ 1,576,027
3	FIRST COMMUNITY MORTGAGE	14	$ 1,701,995
4	PEOPLE'S HOME EQUITY, INC	10	$ 1,221,951
5	SWBC	9	$ 1,080,758
6	GUARANTY TRUST	6	$ 670,131
7	IBERIA BANK MORTGAGE	6	$ 454,742
8	F & M BANK	5	$ 622,299
9	FIRSTBANK	5	$ 609,160
10	WELLS FARGO	5	$ 552,160

Our total application production for April was $18,553,129.

Year-to-Date OA Rankings through April 30, 2013

Rank	Lender	# of Loans	Volume
1	MORTGAGE INVESTORS GROUP, INC	95	$ 9,679,070
2	FIRST COMMUNITY MORTGAGE	49	$ 6,000,997
3	PEOPLE'S HOME EQUITY, INC	42	$ 5,133,808
4	COMMUNITY MORTGAGE	28	$ 2,809,752
5	GUARANTY TRUST COMPANY	25	$ 2,467,466
6	F & M BANK	22	$ 2,908,505
7	SWBC MORTGAGE	20	$ 2,490,136
8	FIRSTBANK	20	$ 2,372,395
9	MAGNA BANK	18	$ 1,897,959
10	WELLS FARGO	18	$ 1,875,022

Our year-to-date total application production as of April 30, 2013 was $62,332,851.

Have You Heard?

Single Family Update

Recently, there have been several changes within the Single Family Division that we would like to share:

- **Rhonda Ronnow**, formerly the Underwriting Coordinator, is now our **Underwriting Manager**.
- **Debbie Reeves - Director of Business Development**, will soon be transferring to the Research & Planning Division as she will be leading a new team to extend our outreach and help build more THDA awareness. Although she will work closely with the Single Family Division, she will be missed!
- **Jayna Johnson**, formerly Business Development Specialist, is now our **Homebuyer Education Initiative Specialist**.
- **Larisa Stout**, formerly the Mortgage Loan Specialist, is now our **Keep My Tennessee Home Recertification Manager.**
- **John Hubard,** SF Business Systems Analyst, has announced his retirement. John's last day will be **June 30th**!
- **Ed Lozier,** Production Specialist, has announced his retirement. Ed's last day will be **July 31st**!

Thank You Veterans

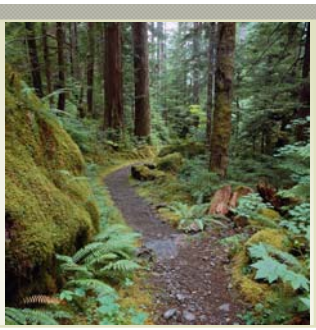
Please join THDA in celebrating the great opportunity to help more veterans across the state!

The **Homeownership for the Brave Mortgage Loan Program** has been approved as a permanent program. The program reduces the 30-year fixed mortgage rates on THDA home loans by 1/2 percent and includes down payment assistance of up to 4 percent for veterans and active military personnel in Tennessee. Under this program, eligible veterans can utilize VA, FHA, USDA Rural Development, or Conventional loan products. Click here for more details on this program.

Thinking Spot

Do not go where the path may lead; go instead where there is no path and leave a trail.

Ralph Waldo Emerson



Working in a "Techy" World: Part II

Jayna Johnson, Business Development Specialist

I am happy to know that so many of you found value in last month's edition. I hope, by now, you have had a chance to check out the apps I shared: ***Animoto, Color Picker, Harvest***, and ***Paper Karma***. I received good reviews for each of them. So that inspired me to share a few more:

- **HootSuite:** When it comes to social media, this is by far the best tool. Often we choose not to utilize free social media sites because "it takes up too much time". That is certainly not the case with ***HootSuite***, a social media management tool that allows you to post to multiple social media sites at the same time or schedule specific times for messages to post.

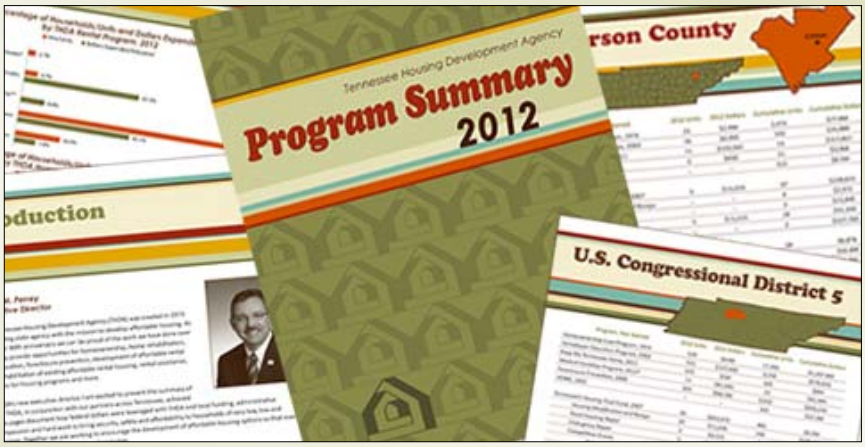
- **MagicPlan:** Attention all Homebuilders and Realtors!! Have you ever forgotten your measuring tape and really needed some dimensions? ***MagicPlan*** (iPhone specific) and ***My Measures & Dimensions*** (Android specific) are phone apps that allow you to scan rooms/ areas to determine the exact measurements — no tape measures required! (Please note that ***MagicPlan*** is free and ***My Measures & Dimensions*** is $4.99.)

- **Card Munch:** In a professional arena, what is the one thing you always find yourself collecting then losing? If you are like me, it is business cards! ***Card Munch*** is a free iPhone app that allows you to scan the card, creating and saving the contact information for you. This app is connected to *LinkedIn*; therefore, it will also show you the person's *LinkedIn* profile information. An alternative that works with both iPhone and Android and is very similar to ***Card Munch***, is ***Evernote Hello.***

I would love to hear back from you! Please let me know your favorite app! I can be reached at jjohnson@thda.org or 615-815-2019.

2012 Program Summary

The Program Summary is a quick look at THDA's work in 2012 Statewide, by Congressional District and by County and is available for you to read on-line.



Tips to Assess Your Clients' Needs

Many economists and professionals in the housing industry feel the market is coming back strong. Lenders are steadily busy with new purchase loans; Realtors® are finding themselves in the middle of bidding wars; and homeowners are on the hunt. In the midst of all the excitement, there are several topics of discussion that should be considered.

- As a lender, how educated about mortgages (loan options, terminology, down-payment options, etc.), do you feel homebuyers should be?
- As a Realtor®, do you find out exactly what your homebuyers' wants and needs are before showing a house?

According to a CNN Money article, many homebuyers are clueless about mortgages, and were unaware of what APR (Annual Percentage Rate) means, or that their personal banking institute was not their only option to get a mortgage loan. Unfortunately, most first time homebuyers are so excited about purchasing the home that they do not take the time to educate themselves to ensure long term success. Read full article here.

As we all know, technology can sometimes be a Realtor's worst nightmare. Many homebuyers search the internet and are addicted to HGTV, which can often cloud their minds with unrealistic "needs". However, working with a Realtor® helps homebuyers discover what type of house can be purchased with their specific budget and put things into perspective. A survey of the National Association of Home Builders was recently conducted to find out what homebuyers really want. Many of the wants and needs are standard; however, you may be surprised by others. See full survey results here.

At THDA we want the best for you and your client. We recognize there are many mortgage options available; however, we do offer great mortgage programs, some with down-payment assistance; and the 8 hour Pre-Purchase Homebuyer Education Course will help your client understand the home buying process. Most importantly, this education contributes to sustainable homeowners across the state. For more information about THDA's Homebuyer Education, please visit the HBE section of our website at www.thda.org.

Meet the Single Family Staff

Meet Barbara Holland! Barbara will be celebrating her 3 year anniversary at THDA in October, serving in the Single Family Division as the Hardest Hit Fund (Keep My TN Home) **Underwriting Coordinator**. Born and raised in Memphis, Barbara is a proud Tennessean. When she is not at THDA, Barbara enjoys photography and spending time with her four grandchildren. She and her husband are both avid Predator fans, so you know where to find her during hockey season! When asked what she likes best about working at THDA, Barbara said, "The people here and making a difference in the lives of our customers." Please join me in thanking Barbara for everything she has contributed to THDA!

Business Development Team Calendar

Debbie Reeves – Business Development Director

MAY

20 THDA Lender Training – Wolfe Financial – 9:00am – 11:00am

20 Homebuyer Assoc. of Middle TN Dickson Chapter Meeting — 12:00noon-1:00pm

22 THDA Realtor CE Class – Southern Middle TN Association of Realtors – 1:00pm – 5:00pm

22 Home Builders Association of Greater Chattanooga and Greater Chattanooga Association of Realtors Joint Meeting (Chattanooga Choo Choo: 1400 Market Street, Chattanooga, TN 37402) 11:30am – 1:00pm

23 THDA Home Builders Advisory Board Meeting (THDA Parkway Towers – 404 James Robertson Pkwy Nashville 37243) 10:30am – 1:30pm in the Lower Level Conference Room

27 Memorial Day: All THDA Offices Closed

JUNE

2 Advance Financial Employee, Family & Friends Fair (19th & Church Street, Nashville) 2:00pm – 5:00pm

5 THDA Realtor CE Class – Eastern Middle TN Association of Realtors, Mt. Juliet, TN 9:00am – 1:00pm

6 THDA Realtor Advisory Board Meeting (THDA Parkway Towers – 404 James Robertson Pkwy Nashville 37243) 12:00 noon – 3:00pm in the Lower Level Conference Room

10 THDA Training – People's Home Equity, Knoxville, TN 9:30am – 11:30am

10 THDA Celebrates Top Ten Lenders!! Knoxville, TN 5:30pm

11 THDA Celebrates #1 Lender!! Knoxville, TN 5:30pm

12 THDA Realtor CE Class – Lakeway Association of Realtors, Morristown, TN 9:00am – 1:00pm

13 Homebuilders Association of Greater Knoxville Golf Tournament

14 THDA Lender Webinar; email dreeves@thda.org for registration info 9:00am – 12:00 noon

17 Greater Nashville Association of Realtors Annual Golf Tournament

19 THDA Realtor CE Class - Memphis Area Association of Realtors, Memphis, TN 1:00pm – 5:00pm

21 Housing Education Advisory Board Meeting (THDA Parkway Towers – 404 James Robertson Pkwy Nashville 37243) 10:30am – 1:30pm in the Lower Level Conference Room

24 Tennessee Municipal League Conference – Cook Convention Center, Memphis

28 Memphis Area Association of Realtors' "Grill Out – Chill Out" - Memphis

Feel free to contact Debbie Reeves at 615-815-2152 or dreeves@thda.org with any questions and/or to her know about an event, meeting, or training in your area that you would like her to attend.

Star Rewards Update

15 Perfect Loan Submissions
Frederica Maxwell, *People's Home Equity, Inc.*

12 Perfect Loan Submissions
Mercedes Perez, *People's Home Equity, Inc.*

9 Perfect Loan Submissions
Derek Ryder, *Magna Bank*

9 Perfect Loan Submissions
Taylor Gobble, *Southern Heritage Bank*

8 Perfect Loan Submissions
Jeff McGinnis, *Nashville Habitat for Humanity*

6 Perfect Loan Submissions
Candace Johnson, *First Community Mortgage*

TOP HONORS UPDATE

THDA Top Loan Originators

27 Closed Loans:	**Michael Hampton,** *People's Home Equity, Inc.*
18 Closed Loans:	**Jeff McGinnis,** *Nashville HFH*
14 Closed Loans:	**Juan Hansford,** *Mortgage Investors Group*
13 Closed Loans:	**Heather Anderson**, *Pinnacle National Bank*
12 Closed Loans:	**Tannia Bond,** *SWBC Mortgage Corp*
	Belinda Arender, *F & M Bank*
	Linda Denham, *Mortgage Investors Group*

THDA Top Selling Agents

7 Closed Loans:	**Wesley Willoughby**
4 Closed Loans:	**Rose Fetter**
4 Closed Loans:	**Joe Petno**

THDA Top Listing Agents

5 Closed Loans:	**Nazarene Frazier**
5 Closed Loans:	**Lynn Johnson**
5 Closed Loans:	**Megan Manley**
4 Closed Loans:	**Terry Deselms**
4 Closed Loans:	**Jim Lea**

THDA Top Builders

15 Closed Loans:	**Old South Properties**
6 Closed Loans:	**J2K Builders**