



Leading Tennessee Home

February, 2008

THDA MORTGAGE PROGRAM REPORT

Calendar Year 2007

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Calendar Year Overview

One of the keys to building healthier and more vibrant neighborhoods and communities is improving the quality and affordability of housing. In calendar year 2007, THDA continued its commitment of providing safe, sound, and affordable housing opportunities for low to moderate income Tennesseans with the help of various homeownership choices.

Since its inception Tennessee Housing Development Agency (THDA) has helped over 96,000 families become homeowners. During calendar year 2007, THDA provided 4,647 loans, totaling over \$513 million, to first-time homebuyers with available mortgage programs.

THDA mortgage programs are generally for first-time homebuyers, those who have not owned their principle residence within the last three years, or persons who wish to purchase a home in one of the 58 federally-targeted counties. Starting February 28, 2007, THDA implemented the veteran exemption, which is extended until March 31, 2008. With that exemption, veterans and their spouses do not have to meet the three year requirement (i.e. be a first-time homebuyer) to be eligible for THDA's mortgage programs on applications received prior to March 31, 2008. The definition of "veteran" is found at 38 U.S.C. and, generally, includes anyone (a) who has served in the military and has been released under conditions other than dishonorable or (b) who has re-enlisted, but could have been discharged or released under conditions other than dishonorable. A current, active member of the military in the first tour of duty is not eligible for this exemption.

THDA offers four mortgage programs; Great Rate (GR), Great Advantage (GA), Great Start (GS) and New Start (NS). Great Rate is a below market rate mortgage program for low to moderate income families. Great Advantage offers a below market interest rate set at one half (1/2) of a percentage point above Great Rate, and borrowers receive two (2) percent of the mortgage amount to be used for downpayment and/or closing costs. Great Start program has an interest rate one half (1/2) of percentage point higher than Great Advantage, and borrowers receive funds equal to four (4) percent of the total mortgage amount to use for downpayment and/or closing costs. New Start loans delivered through non-profits for very low income families are designed to promote the construction of new houses, and they have a zero percent interest rate. The Great Advantage, Great Start and New Start programs all require homebuyer education.

PROMOTING HOMEOWNERSHIP FOR LOW- & MODERATE-INCOME HOUSEHOLDS

PROVIDING HOMEBUYING OPPORTUNITIES

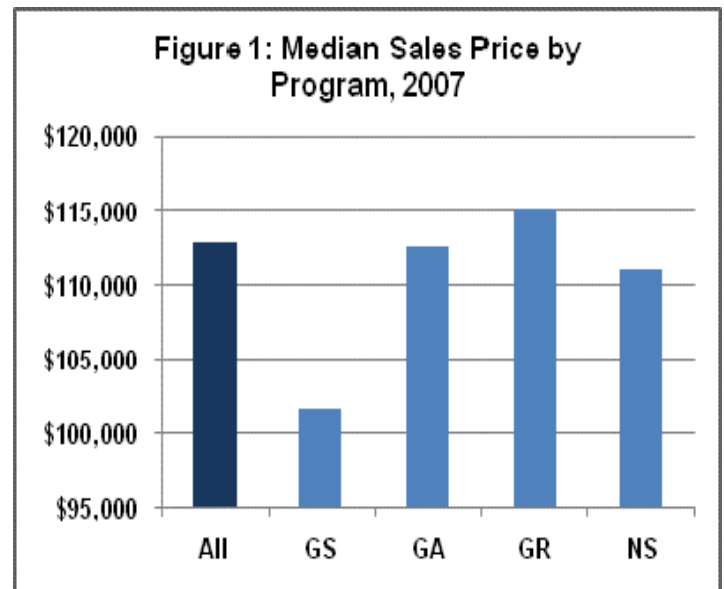
During the 2007 calendar year, as seen in Table 1, THDA's overall loan production was about 42% higher than 2006 production. All the programs, except Great Start, increased in 2007 compared to 2006. The balance of the change for that record high mortgage production of 2007 was largely the Great Rate Program with a significant increase of almost 65%. The Great Start program decreased almost by 33% and the New Start program increased 17%, compared to 2006. Another contributing factor for the increase in 2007 mortgage production is the Great Advantage program, which started in the last quarter of 2006 (October, 2006). Its growth over the previous year cannot be assessed.

Additionally, there is a shift in the weight of different programs in THDA's overall annual mortgage production. In year 2006, 29% of the total loans were Great Start and 67% were Great Rate, while in 2007, the share of Great Start loans declined and that of Great Rate increased, 14% and 78% respectively. Since the introduction of Great Advantage program, there has been a steady decline in Great Start program's contribution to the overall loan portfolio.

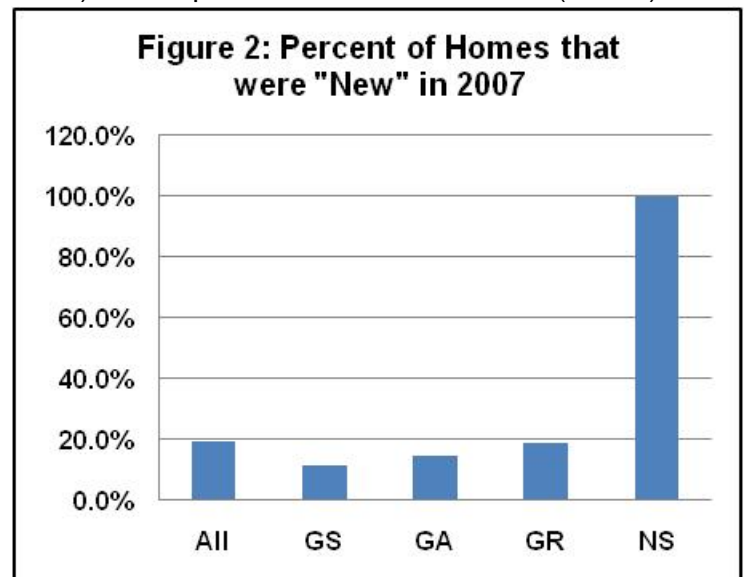
THDA Mortgage Program Highlights for 2007

Property Characteristics (see Table 2)

- The median sales price for properties in all programs was \$112,900, with Great Rate homes being purchased for, on average, 10% more than Great Start homes.
- Compared to 2006, median sales price for Great Start and Great Rate Programs did not change significantly, while median sales price of New Start loans increased by 17% (see Figure 1), from \$95,000 in 2006 \$111,000 to in 2007. Another significant change in the median sales price was in Great Advantage loans (11%).



- Great Rate homes were more likely to be new (19.1%) as compared to Great Start homes (11.5%).
- There is not a significant change from last year in terms of the share of new and existing loans in total loans generated: 19.9% of all loans are new in 2006 compared to 19.3% in 2007.
- All New Start homes were new constructions (see Figure 2) per program specifications.
- On average, GR properties were larger (1,344 square feet) than homes sold in GS, GA and NS (1,323, 1,310, and 1,088 square feet, respectively).



Homebuyer Characteristics (see Table 3)

- The average annual income for borrowers in all programs was \$40,456, which does not represent a significant change from 2006 average income value of \$40,024.
- Average age of the borrowers in all programs was 32. New Start borrowers tend to be older than borrowers in other programs.
- The average earning for GS borrowers was higher than the average for all programs (about 6% higher).
- GR borrowers did not differ significantly from the mean, in terms of both their income level and age.
- NS borrowers earned significantly less, \$21,314 per year, and their average income was 6.6% lower in 2007 than 2006.
- NS borrowers were far more likely to be single parents (36.6%), than GS (14.8%), GA (11.1%), or GR (11.1%) borrowers. Especially in New Start, single mothers dominate the borrowers compared to others (34.4% of borrowers in this program are single mothers).
- While females represent a majority of the overall borrowers in the New Start program (70% of NS borrowers), males have a higher share in Great Start (58.2% of borrowers in that category).
- In all programs, borrowers are mostly white (83.1%), except New Start program, which has higher ratio of African/American borrowers compared to other programs.

Loan Characteristics (see Table 4)

- About 35% of THDA borrowers in all programs made downpayment. Borrowers in Great Start and Great Advantage programs receive downpayment/closing cost assistance.
- In 2007, the share of conventional loans in total THDA loan portfolio increased compared to 2006; 9.4% of all THDA loans in 2006 were conventional loans, compared to 52.7 % in 2007. Especially the newly introduced Great Advantage program, which was dominated by conventional loans (61.8% of all loans in this program).
- The mean PITI payment this year was \$773, an increase of \$42 (5.8% higher) from 2006.
- Average PITI as a percent of monthly income rose significantly from 22.8% in 2006 to 26.5% in 2007.
- From 2006 to 2007, there was a significant change in the number of borrowers whose payments were considered “not affordable” (PITI payment 30% or more of monthly income). In 2006, 12.5% of loans were not affordable, whereas 17.1% of loans in 2007 were so.
- Conversely, while 35.4% of all borrowers in 2006 paid less than twenty percent of their income in mortgage payments, only 31.3% paid under twenty percent of their income in 2007.
- A majority of borrowers learned about THDA loan programs from the lenders and through their real estate agent. “Other” sources, which mostly represent the non-profits and affordable housing advocates, were the basic source of information for New Start borrowers.
- Only 19.5% of all THDA properties were in targeted areas in 2007.

Geographic Distribution (see Table 5)

- Looking geographically at loan distributions statewide, Middle Tennessee was the dominant of the three grand divisions with 51.8% of THDA loans.
- Compared with the year before, the distribution of loans to areas “central city” “suburb” and “rural” did not change significantly.

County Distribution (see Table 6)

- In 2007, only 4 counties (Benton, Grundy, Hancock, and Perry) were un-served, compared to 10 un-served counties in 2006. This is an ongoing trend in past several years. In 2006, THDA again reduced the number of un-served counties from 15 to 10, compared to 2005.
- Out of those 4 un-served counties, only Benton was served in 2006 (had only one (1) loan), but un-served in 2007. Grundy and Perry are not served in the last 4 calendar years.
- Among all counties, on average, Davidson County received a higher portion of THDA loans with 840 loans (18.1% of all loans) in 2007.
- Rutherford, Shelby, Knox, and Hamilton Counties followed Davidson County, receiving 11.3%, 10.7%, 8.2% and 4.4% of all THDA loans, respectively.

Beyond these distributions, what is far more important is to understand exactly how the distribution of new loans is related to our service-provision goals in THDA. To measure how well THDA provides loans to eligible families in different regions of the state, we calculated a performance indicator, called “service index.”

The service index is computed as a ratio derived from the distribution of all THDA loans and the distribution of eligible* households in Tennessee. An index number close to 1.00 means that the proportion of THDA loans made to the area is very similar to the proportion of eligible families residing in the area.

For example, if a given area received 5.0% of THDA (GS, GA, GR, and NS) loans, and 4.7% of eligible Tennessee households are located in that area, the index number is computed by dividing 5.0% by 4.7%, giving us an index (1.06) that is very near to what we would hope to find as a service-provision goal (1.00 or higher). What this shows us is that, all other factors being equal, the area was well-served by THDA during 2007.

In Map 1, we can see those counties underserved by THDA’s loan programs, grouped into various levels of service provision indices.

THDA is currently working to better our service provision in under- and un-served areas. Through continual process-improvement efforts, we hope to better help the low- and moderate-income households in Tennessee achieve the dream of homeownership.

*Eligibility selection was determined based on two factors: 1) that the household be renting rather than owning a home, and 2) that the household’s median income fell between 30% and 95% of the state’s median income. Comprehensive Housing Affordability Strategies (CHAS) data was utilized in the analysis.

Table 1. THDA Mortgages by Program and Year, 2001-2007

	All Programs*	Great Start	Great Advantage**	Great Rate	New Start
Total # of Loans					
2001	2,184	436	–	1,713	35
2002	2,597	735	–	1,828	34
2003	2,621	951	–	1,232	32
2004	2,201	857	–	1,222	40
2005	2,442	882	–	1,517	43
2006	3,270	961	33**	2,198	77
2007	4,647	644	288	3,625	90
Total Loan \$	ALL*	GS	GA	GR	NS
2001	\$167,070,232	\$32,525,788	–	\$133,079,676	\$1,464,768
2002	\$212,682,081	\$59,243,676	–	\$151,732,866	\$1,705,539
2003	\$235,872,318	\$81,857,438	–	\$112,705,468	\$1,491,359
2004	\$202,789,335	\$78,102,349	–	\$115,593,982	\$1,962,299
2005	\$242,928,295	\$87,243,349	–	\$153,444,740	\$2,240,206
2006	\$339,388,729	\$98,588,870	\$3,694,886	\$231,971,892	\$5,098,581
2007	\$513,372,584	\$66,725,645	\$32,253,553	\$408,058,595	\$6,334,791
Avg. Loan \$	ALL*	GS	GA	GR	NS
2001	\$76,497	\$74,600	–	\$77,688	\$41,851
2002	\$81,895	\$80,604	–	\$83,005	\$50,163
2003	\$89,993	\$86,075	–	\$91,482	\$46,605
2004	\$92,135	\$91,135	–	\$94,594	\$49,057
2005	\$99,479	\$98,915	–	\$101,150	\$52,098
2006	\$103,789	\$102,590	\$111,966	\$105,538	\$66,215
2007	\$110,474	\$103,611	\$111,992	\$112,568	\$70,387

* All programs include one (1) Disaster Loan made during Calendar Year 2006 in addition to loans in Great Rate, Great Advantage, Great Start, New Start programs.

**Great Advantage Program started in October 2006

Table 2. Property Characteristics – 2007

	All Programs (GS-GA-GR-NS)	Great Start	Great Advantage	Great Rate	New Start
NEW/EXISTING HOMES	ALL	GS	GA	GR	NS
NEW					
Average Price	\$132,848	\$131,097	\$131,315	\$137,958	\$94,651
Median Price	\$130,920	\$126,805	\$130,278	\$135,573	\$110,000
Number of Homes	898	74	42	694	90
EXISTING					
Average Price	\$108,644	\$101,130	\$108,810	\$110,104	NA
Median Price	\$107,900	\$97,000	\$109,550	\$109,115	NA
Number of Homes	3749	570	246	2931	0
% of Homes New	19.3%	11.5%	14.6%	19.1%	100.0%
% of Homes Existing	80.7%	88.5%	85.4%	80.9%	0.0%
SALES PRICE	ALL	GS	GA	GR	NS
<i>Mean</i>	\$113,321	\$104,573	\$112,092	\$115,437	\$94,651
<i>Median</i>	\$112,900	\$101,710	\$112,600	\$115,000	\$111,000
less than \$40,000	0.4%	0.6%	0.0%	0.4%	0.0%
\$40,000-\$49,999	0.9%	1.1%	0.3%	0.8%	3.3%
\$50,000-\$59,999	2.4%	3.3%	2.1%	2.1%	10.0%
\$60,000-\$69,999	4.9%	6.7%	3.1%	4.4%	18.9%
\$70,000-\$79,999	6.7%	10.4%	5.6%	6.2%	5.6%
\$80,000-\$89,999	9.8%	12.3%	12.2%	9.4%	1.1%
\$90,000-\$99,999	10.6%	13.5%	12.2%	10.1%	5.6%
\$100,000-\$109,999	10.4%	10.4%	9.7%	10.7%	1.1%
\$110,000-\$119,999	12.8%	10.4%	16.3%	12.1%	44.4%
\$120,000-\$130,000	12.4%	11.6%	13.2%	12.7%	4.4%
\$130,000-\$140,000	9.5%	7.9%	10.8%	9.8%	3.3%
Over \$140,000	19.2%	11.8%	14.6%	21.3%	2.2%
SQUARE FEET	ALL	GS	GA	GR	NS
<i>Mean</i>	1,334	1,323	1,310	1,344	1,088
<i>Median</i>	1,287	1,263	1,272	1,300	1,090
less than 1,000	10.5%	11.2%	11.1%	10.1%	18.9%
1,000-1,250	33.9%	37.1%	34.0%	32.5%	68.9%
1,251-1,500	31.8%	28.6%	34.7%	32.6%	12.2%
1,501-1,750	13.3%	13.0%	12.8%	13.8%	0.0%
more than 1,750	10.4%	10.1%	7.3%	11.0%	0.0%
YEAR BUILT	ALL	GS	GA	GR	NS
<i>Mean (year built)</i>	1983	1981	1985	1983	2007
<i>Median (year built)</i>	1991	1987	1992	1990	2007
before 1940	4.6%	5.0%	2.1%	4.9%	0.0%
1940s	5.0%	5.1%	6.3%	5.0%	0.0%
1950s	9.3%	10.2%	10.8%	9.3%	0.0%
1960s	8.4%	7.9%	6.9%	8.9%	0.0%
1970s	10.5%	11.0%	9.0%	10.7%	0.0%
1980s	11.0%	13.7%	10.8%	10.8%	0.0%
1990s	16.0%	20.7%	19.4%	15.3%	0.0%
2000-2006	17.7%	17.1%	21.2%	17.6%	0.0%
2007	17.5%	9.3%	13.5%	17.7%	100.0%

Table 3. Homebuyer Characteristics – 2007

	All Programs	Great Start	Great Advantage	Great Rate	New Start
AGE					
<i>Mean</i>	32	32	30	31	41
<i>Median</i>	28	28	27	28	38
less than 25	27.4%	27.6%	26.0%	27.9%	5.6%
25-29	31.2%	29.2%	38.9%	31.3%	15.6%
30-34	14.4%	14.6%	14.6%	14.4%	14.4%
35-39	8.9%	9.6%	8.3%	8.6%	17.8%
40-44	5.6%	6.5%	4.9%	5.2%	13.3%
45 and over	12.6%	12.4%	7.3%	12.6%	33.3%
FIRST-TIME BUYER					
	ALL	GS	GA	GR	NS
Yes	98.8%	99.7%	100.0%	98.7%	91.1%
No	1.2%	0.3%	0.0%	1.3%	8.9%
SEX					
	ALL	GS	GA	GR	NS
Female	43.2%	41.8%	44.8%	42.6%	70.0%
Male	56.8%	58.2%	55.2%	57.4%	30.0%
HOUSEHOLD SIZE					
	ALL	GS	GA	GR	NS
<i>Mean</i>	2	2	2	2	3
<i>Median</i>	2	2	2	2	3
1 Person	47.5%	35.7%	49.3%	50.0%	24.4%
2 Person	25.8%	28.9%	24.3%	25.5%	22.2%
3 Person	14.8%	18.8%	14.6%	13.7%	28.9%
4 Person	8.3%	11.5%	7.3%	7.5%	18.9%
5+ Person	3.7%	5.1%	4.5%	3.3%	5.6%
HOUSEHOLD COMP.					
	ALL	GS	GA	GR	NS
Female (single)	24.3%	17.5%	28.1%	25.4%	16.7%
Female with child(ren)	9.5%	11.8%	9.0%	8.6%	34.4%
Male (single)	22.4%	17.7%	20.5%	23.7%	7.8%
Male with child(ren)	2.5%	3.0%	2.1%	2.5%	2.2%
Married couple	13.2%	14.9%	13.2%	13.1%	4.4%
Married with child(ren)	18.7%	24.2%	19.8%	17.7%	18.9%
Other	9.3%	10.9%	7.3%	9.0%	15.6%
INCOME					
	ALL	GS	GA	GR	NS
<i>Mean</i>	\$40,456	\$42,921	\$42,384	\$40,518	\$21,314
<i>Median</i>	\$40,354	\$41,982	\$42,286	\$40,267	\$21,811
less than \$10,000	0.3%	0.0%	0.0%	0.2%	8.9%
\$10,000-\$14,999	0.5%	0.6%	0.0%	0.3%	10.0%
\$15,000-\$19,999	2.2%	1.6%	2.1%	2.0%	14.4%
\$20,000-\$24,999	6.0%	5.3%	4.2%	5.7%	33.3%
\$25,000-\$29,999	9.9%	8.7%	4.5%	10.2%	26.7%
\$30,000-\$34,999	14.4%	15.2%	12.2%	14.6%	6.7%
\$35,000-\$39,999	15.5%	12.1%	20.1%	16.1%	0.0%
\$40,000-\$44,999	15.2%	16.1%	13.5%	15.5%	0.0%
\$45,000-\$49,999	13.6%	12.9%	17.7%	13.8%	0.0%
\$50,000 and over	22.3%	27.5%	25.7%	21.7%	0.0%
RACE/ETHNICITY					
	ALL	GS	GA	GR	NS
White	83.1%	75.2%	75.0%	85.5%	65.6%
African American	15.2%	22.5%	23.6%	12.8%	33.3%
Asian	0.8%	1.2%	1.4%	0.7%	0.0%
American Indian/ Alaskan Native	0.2%	0.2%	0.0%	0.2%	0.0%
Nat. Hawaiian/Pacific Islander	0.3%	0.5%	0.0%	0.2%	1.1%
Unknown	0.5%	0.5%	0.0%	0.6%	0.0%
Hispanic	1.8%	1.9%	1.4%	1.8%	1.1%

Table 4. Loan Characteristics – 2007

DOWN PAYMENT	ALL	GS	GA	GR	NS
Yes	35.4%	69.7%	26.4%	29.7%	48.9%
No	64.6%	30.3%	73.6%	70.3%	51.1%
# of loans w/downpayment	1,644	449	76	1,075	44
% of Acquisition Cost					
Mean	6.9%	2.6%	2.4%	8.1%	29.4%
Median	3.0%	2.3%	2.3%	3.0%	27.4%
LOAN TYPE	ALL	GS	GA	GR	NS
Conventional Insured	52.7%	17.2%	61.8%	59.6%	1.1%
Conventional Uninsured	5.2%	0.0%	0.3%	4.2%	98.9%
FHA	28.8%	80.3%	24.0%	20.7%	0.0%
RD	9.5%	1.4%	3.1%	11.6%	0.0%
VA	3.8%	1.1%	10.8%	3.9%	0.0%
PITI	ALL	GS	GA	GR	NS
Mean	773	788	815	778	318
Median	767	777	815	769	327
less than \$300	1.2%	0.5%	0.0%	0.7%	30.0%
\$300-399	3.3%	1.2%	0.3%	2.3%	65.6%
\$400-499	6.1%	5.3%	3.5%	6.5%	4.4%
\$500-599	11.5%	12.1%	9.7%	11.9%	0.0%
\$600-699	16.2%	19.3%	14.2%	16.2%	0.0%
\$700-799	17.8%	15.8%	19.1%	18.5%	0.0%
\$800-899	16.7%	15.5%	22.2%	16.9%	0.0%
\$900 or more	27.2%	30.3%	30.9%	27.1%	0.0%
PITI % of INCOME	ALL	GS	GA	GR	NS
Mean	26.5%	23.6%	24.0%	24.1%	19.4%
Median	27.0%	22.6%	23.4%	23.3%	18.0%
less than 15%	6.9%	6.1%	4.5%	6.9%	18.9%
15-19%	24.4%	26.1%	21.5%	23.8%	45.6%
20-24%	29.8%	32.1%	37.2%	28.9%	26.7%
25-29%	21.8%	20.0%	22.9%	22.6%	2.2%
30% or more	17.1%	15.7%	13.9%	17.8%	6.7%
TARGETED AREA	ALL	GS	GA	GR	NS
Yes	19.5%	14.4%	11.5%	20.7%	31.1%
No	80.5%	85.6%	88.5%	79.3%	68.9%
MARKETING SOURCE	ALL	GS	GA	GR	NS
Builder	2.8%	0.9%	0.7%	3.1%	7.8%
Lender	51.2%	49.1%	57.6%	51.7%	25.6%
Newspaper	0.6%	0.5%	0.0%	0.4%	12.2%
Other	14.1%	14.0%	11.1%	13.6%	44.4%
Radio/tv.	0.1%	0.3%	0.0%	0.1%	1.1%
RE Agent	29.8%	33.1%	28.8%	29.9%	4.4%
Section 8 FSS Program	1.5%	2.2%	1.7%	1.3%	4.4%

Table 5a. Geographic Distribution of Loans (# and %) by Program, 2007

Percentage listed is within the program (column)

	All Programs (ALL)		Great Start (GS)		Great Advantage (GA)		Great Rate (GS)		New Start (NS)	
TENNESSEE										
Statewide	4,647		644	13.9%	288	6.2%	3,625	78.0%	90	1.9%
GRAND DIVISIONS	ALL		GS		GA		GR		NS	
East	1,296	27.9%	168	26.1%	70	24.3%	1,018	28.1%	40	44.4%
Middle	2,407	51.8%	351	54.5%	152	52.8%	1,862	51.4%	42	46.7%
West	944	20.3%	125	19.4%	66	22.9%	745	20.6%	8	8.9%
URBAN-RURAL	ALL		GS		GA		GR		NS	
Central City	1,497	32.2%	208	32.3%	116	40.3%	1,124	31.0%	49	54.4%
Suburb	2,342	50.4%	378	58.7%	138	47.9%	1,805	49.8%	21	23.3%
Rural	808	17.4%	58	9.0%	34	11.8%	696	19.2%	20	22.2%
MSA	ALL		GS		GA		GR		NS	
Chattanooga	228	4.9%	22	3.4%	6	2.1%	189	5.2%	11	12.2%
Cleveland	99	2.1%	16	2.5%	3	1.0%	79	2.2%	1	1.1%
Johnson City	97	2.1%	18	2.8%	5	1.7%	69	1.9%	5	5.6%
Kingsport-Bristol	72	1.5%	14	2.2%	5	1.7%	50	1.4%	3	3.3%
Knoxville	569	12.2%	68	10.6%	44	15.3%	445	12.3%	12	13.3%
Morristown	66	1.4%	9	1.4%	2	0.7%	55	1.5%	0	0.0%
Clarksville	147	3.2%	46	7.1%	35	12.2%	66	1.8%	0	0.0%
Nashville	1,847	39.7%	271	42.1%	89	30.9%	1,457	40.2%	30	33.3%
Jackson	100	2.2%	9	1.4%	3	1.0%	87	2.4%	1	1.1%
Memphis	573	12.3%	111	17.2%	62	21.5%	393	10.8%	7	7.8%
East TN Non-MSA	181	3.9%	22	3.4%	5	1.7%	139	3.8%	15	16.7%
Middle TN Non-MSA	397	8.5%	33	5.1%	28	9.7%	331	9.1%	5	5.6%
West TN Non-MSA	271	5.8%	5	0.8%	1	0.3%	265	7.3%	0	0.0%

Table 5b. Geographic Distribution of Loan Dollars by Program, 2007

	All Programs	Great Start	Great Advantage	Great Rate	New Start
TENNESSEE					
Statewide	\$513,372,584	\$66,725,645	\$32,253,553	\$408,058,595	\$6,334,791
GRAND DIVISIONS	ALL	GS	GA	GR	NS
East	\$132,222,896	\$15,991,868	\$7,296,022	\$105,906,875	\$3,028,131
Middle	\$286,196,766	\$39,202,612	\$18,040,380	\$226,052,864	\$2,900,910
West	\$94,952,922	\$11,531,165	\$6,917,151	\$76,098,856	\$405,750
URBAN-RURAL	ALL	GS	GA	GR	NS
Central City	\$160,333,902	\$19,760,074	\$11,992,249	\$124,933,496	\$3,648,083
Suburb	\$275,249,723	\$41,574,288	\$16,298,906	\$215,976,310	\$1,400,219
Rural	\$77,788,959	\$5,391,283	\$3,962,398	\$67,148,789	\$1,286,489
MSA	ALL	GS	GA	GR	NS
Chattanooga	\$22,760,504	\$2,001,203	\$623,550	\$19,660,169	\$475,582
Cleveland	\$9,501,449	\$1,466,887	\$310,266	\$7,674,628	\$49,668
Johnson City	\$9,462,460	\$1,583,915	\$509,862	\$6,925,183	\$443,500
Kingsport-Bristol	\$6,227,655	\$1,095,965	\$506,250	\$4,305,940	\$319,500
Knoxville	\$60,884,095	\$7,057,014	\$4,678,305	\$48,196,307	\$952,469
Morristown	\$6,881,628	\$888,718	\$143,465	\$5,849,445	\$0
Clarksville	\$15,677,436	\$4,221,235	\$3,964,968	\$7,491,233	\$0
Nashville	\$228,380,619	\$31,778,994	\$10,727,238	\$183,472,554	\$2,401,833
Jackson	\$9,298,352	\$806,499	\$210,345	\$8,231,258	\$50,250
Memphis	\$63,225,535	\$10,269,690	\$6,616,906	\$45,983,439	\$355,500
East TN Non-MSA	\$17,666,485	\$2,000,559	\$524,324	\$14,111,608	\$1,029,994
Middle TN Non-MSA	\$40,977,331	\$3,099,990	\$3,348,174	\$34,272,672	\$256,495
West TN Non-MSA	\$22,429,035	\$454,976	\$89,900	\$21,884,159	\$0

Table 6. Mortgages (# and %) by Program and County – 2007

County	ALL		Great Start		Great Advantage		Great Rate		New Start	
	#	%	#	%	#	%	#	%	#	%
ANDERSON	58	1.2%	5	0.8%	1	0.3%	52	1.4%	0	0.0%
BEDFORD	56	1.2%	3	0.5%	1	0.3%	48	1.3%	4	4.4%
BLEDSON	1	0.0%	0	0.0%	0	0.0%	1	0.0%	0	0.0%
BLOUNT	89	1.9%	7	1.1%	6	2.1%	70	1.9%	6	6.7%
BRADLEY	94	2.0%	14	2.2%	3	1.0%	76	2.1%	1	1.1%
CAMPBELL	8	0.2%	0	0.0%	2	0.7%	4	0.1%	2	2.2%
CANNON	14	0.3%	2	0.3%	0	0.0%	12	0.3%	0	0.0%
CARROLL	5	0.1%	0	0.0%	0	0.0%	5	0.1%	0	0.0%
CARTER	24	0.5%	6	0.9%	1	0.3%	15	0.4%	2	2.2%
CHEATHAM	26	0.6%	4	0.6%	1	0.3%	21	0.6%	0	0.0%
CHESTER	2	0.0%	0	0.0%	0	0.0%	2	0.1%	0	0.0%
CLAIBORNE	4	0.1%	0	0.0%	0	0.0%	4	0.1%	0	0.0%
CLAY	2	0.0%	0	0.0%	0	0.0%	2	0.1%	0	0.0%
COCKE	10	0.2%	1	0.2%	0	0.0%	9	0.2%	0	0.0%
COFFEE	21	0.5%	1	0.2%	2	0.7%	18	0.5%	0	0.0%
CROCKETT	19	0.4%	0	0.0%	0	0.0%	19	0.5%	0	0.0%
CUMBERLAND	33	0.7%	4	0.6%	0	0.0%	29	0.8%	0	0.0%
DAVIDSON	840	18.1%	100	15.5%	44	15.3%	666	18.4%	30	33.3%
DECATUR	2	0.0%	0	0.0%	0	0.0%	2	0.1%	0	0.0%
DEKALB	12	0.3%	2	0.3%	0	0.0%	10	0.3%	0	0.0%
DICKSON	60	1.3%	3	0.5%	2	0.7%	55	1.5%	0	0.0%
DYER	60	1.3%	2	0.3%	0	0.0%	58	1.6%	0	0.0%
FAYETTE	26	0.6%	6	0.9%	2	0.7%	18	0.5%	0	0.0%
FENTRESS	5	0.1%	0	0.0%	0	0.0%	5	0.1%	0	0.0%
FRANKLIN	14	0.3%	1	0.2%	2	0.7%	11	0.3%	0	0.0%
GIBSON	65	1.4%	0	0.0%	0	0.0%	65	1.8%	0	0.0%
GILES	12	0.3%	3	0.5%	2	0.7%	7	0.2%	0	0.0%
GRAINGER	7	0.2%	0	0.0%	0	0.0%	7	0.2%	0	0.0%
GREENE	6	0.1%	0	0.0%	0	0.0%	5	0.1%	1	1.1%
HAMBLEN	41	0.9%	3	0.5%	2	0.7%	36	1.0%	0	0.0%
HAMILTON	204	4.4%	17	2.6%	6	2.1%	177	4.9%	4	4.4%
HARDEMAN	6	0.1%	0	0.0%	0	0.0%	6	0.2%	0	0.0%
HARDIN	1	0.0%	0	0.0%	0	0.0%	1	0.0%	0	0.0%
HAWKINS	16	0.3%	2	0.3%	0	0.0%	13	0.4%	1	1.1%

Table 6. Mortgages (# and %) by Program and County – 2007 (continued)

County	ALL		Great Start		Great Advantage		Great Rate		New Start	
	#	%	#	%	#	%	#	%	#	%
HAYWOOD	2	0.0%	1	0.2%	0	0.0%	1	0.0%	0	0.0%
HENDERSON	14	0.3%	1	0.2%	1	0.3%	12	0.3%	0	0.0%
HENRY	1	0.0%	0	0.0%	0	0.0%	1	0.0%	0	0.0%
HICKMAN	16	0.3%	3	0.5%	0	0.0%	13	0.4%	0	0.0%
HOUSTON	2	0.0%	0	0.0%	0	0.0%	2	0.1%	0	0.0%
HUMPHREYS	4	0.1%	1	0.2%	0	0.0%	3	0.1%	0	0.0%
JACKSON	2	0.0%	1	0.2%	0	0.0%	1	0.0%	0	0.0%
JEFFERSON	18	0.4%	6	0.9%	0	0.0%	12	0.3%	0	0.0%
JOHNSON	7	0.2%	0	0.0%	0	0.0%	0	0.0%	7	7.8%
KNOX	381	8.2%	49	7.6%	34	11.8%	293	8.1%	5	5.6%
LAKE	4	0.1%	0	0.0%	0	0.0%	4	0.1%	0	0.0%
LAUDERDALE	13	0.3%	0	0.0%	0	0.0%	13	0.4%	0	0.0%
LAWRENCE	4	0.1%	1	0.2%	0	0.0%	3	0.1%	0	0.0%
LEWIS	1	0.0%	0	0.0%	0	0.0%	1	0.0%	0	0.0%
LINCOLN	9	0.2%	1	0.2%	0	0.0%	8	0.2%	0	0.0%
LOUDON	27	0.6%	5	0.8%	1	0.3%	20	0.6%	1	1.1%
MACON	7	0.2%	1	0.2%	0	0.0%	6	0.2%	0	0.0%
MADISON	98	2.1%	9	1.4%	3	1.0%	85	2.3%	1	1.1%
MARION	8	0.2%	4	0.6%	0	0.0%	4	0.1%	0	0.0%
MARSHALL	31	0.7%	4	0.6%	3	1.0%	24	0.7%	0	0.0%
MAURY	102	2.2%	6	0.9%	12	4.2%	84	2.3%	0	0.0%
MCMINN	9	0.2%	3	0.5%	0	0.0%	6	0.2%	0	0.0%
MCNAIRY	5	0.1%	0	0.0%	0	0.0%	5	0.1%	0	0.0%
MEIGS	2	0.0%	0	0.0%	0	0.0%	2	0.1%	0	0.0%
MONROE	14	0.3%	5	0.8%	0	0.0%	9	0.2%	0	0.0%
MONTGOMERY	143	3.1%	42	6.5%	35	12.2%	66	1.8%	0	0.0%
MOORE	1	0.0%	0	0.0%	0	0.0%	1	0.0%	0	0.0%
MORGAN	9	0.2%	4	0.6%	0	0.0%	4	0.1%	1	1.1%
OBION	46	1.0%	1	0.2%	0	0.0%	45	1.2%	0	0.0%
OVERTON	15	0.3%	1	0.2%	0	0.0%	14	0.4%	0	0.0%
PICKETT	1	0.0%	0	0.0%	0	0.0%	1	0.0%	0	0.0%
POLK	5	0.1%	2	0.3%	0	0.0%	3	0.1%	0	0.0%
PUTNAM	72	1.5%	3	0.5%	4	1.4%	64	1.8%	1	1.1%
RHEA	37	0.8%	0	0.0%	0	0.0%	36	1.0%	1	1.1%

Table 6. Mortgages (# and %) by Program and County – 2007 (continued)

County	ALL		Great Start		Great Advantage		Great Rate		New Start	
	#	%	#	%	#	%	#	%	#	%
ROANE	14	0.3%	0	0.0%	1	0.3%	13	0.4%	0	0.0%
ROBERTSON	67	1.4%	16	2.5%	4	1.4%	47	1.3%	0	0.0%
RUTHERFORD	524	11.3%	69	10.7%	19	6.6%	436	12.0%	0	0.0%
SCOTT	5	0.1%	1	0.2%	0	0.0%	1	0.0%	3	3.3%
SEQUATCHIE	16	0.3%	1	0.2%	0	0.0%	8	0.2%	7	7.8%
SEVIER	22	0.5%	4	0.6%	2	0.7%	16	0.4%	0	0.0%
SHELBY	496	10.7%	97	15.1%	56	19.4%	336	9.3%	7	7.8%
SMITH	17	0.4%	4	0.6%	3	1.0%	10	0.3%	0	0.0%
STEWART	4	0.1%	4	0.6%	0	0.0%	0	0.0%	0	0.0%
SULLIVAN	56	1.2%	12	1.9%	5	1.7%	37	1.0%	2	2.2%
SUMNER	148	3.2%	39	6.1%	11	3.8%	98	2.7%	0	0.0%
TIPTON	51	1.1%	8	1.2%	4	1.4%	39	1.1%	0	0.0%
TROUSDALE	4	0.1%	1	0.2%	0	0.0%	3	0.1%	0	0.0%
UNICOI	2	0.0%	1	0.2%	0	0.0%	1	0.0%	0	0.0%
UNION	14	0.3%	2	0.3%	2	0.7%	10	0.3%	0	0.0%
VAN BUREN	3	0.1%	0	0.0%	0	0.0%	3	0.1%	0	0.0%
WARREN	14	0.3%	4	0.6%	0	0.0%	10	0.3%	0	0.0%
WASHINGTON	71	1.5%	11	1.7%	4	1.4%	53	1.5%	3	3.3%
WAYNE	1	0.0%	0	0.0%	1	0.3%	0	0.0%	0	0.0%
WEAKLEY	28	0.6%	0	0.0%	0	0.0%	28	0.8%	0	0.0%
WHITE	13	0.3%	1	0.2%	1	0.3%	11	0.3%	0	0.0%
WILLIAMSON	38	0.8%	2	0.3%	2	0.7%	34	0.9%	0	0.0%
WILSON	86	1.9%	27	4.2%	3	1.0%	56	1.5%	0	0.0%

Counties without any THDA loans include:
Benton, Grundy, Hancock, Perry

Table 7. Dollar Amount of Mortgages by Program and County – 2007

County	ALL		Great Start		Great Advantage		Great Rate		New Start	
	\$	%	\$	%	\$	%	\$	%	\$	%
ANDERSON	\$5,785,292	1.1%	\$479,510	0.7%	\$58,586	0.2%	\$5,247,196	1.3%	\$0	0.0%
BEDFORD	\$5,428,630	1.1%	\$301,542	0.5%	\$119,238	0.4%	\$4,811,355	1.2%	\$196,495	3.1%
BLEDSON	\$61,224	0.0%	\$0	0.0%	\$0	0.0%	\$61,224	0.0%	\$0	0.0%
BLOUNT	\$9,824,082	1.9%	\$717,890	1.1%	\$720,009	2.2%	\$7,889,964	1.9%	\$496,219	7.8%
BRADLEY	\$9,062,299	1.8%	\$1,298,397	1.9%	\$310,266	1.0%	\$7,403,968	1.8%	\$49,668	0.8%
CAMPBELL	\$541,639	0.1%	\$0	0.0%	\$150,918	0.5%	\$298,201	0.1%	\$92,520	1.5%
CANNON	\$1,371,186	0.3%	\$132,140	0.2%	\$0	0.0%	\$1,239,046	0.3%	\$0	0.0%
CARROLL	\$330,011	0.1%	\$0	0.0%	\$0	0.0%	\$330,011	0.1%	\$0	0.0%
CARTER	\$2,145,990	0.4%	\$451,190	0.7%	\$109,650	0.3%	\$1,407,150	0.3%	\$178,000	2.8%
CHEATHAM	\$3,381,729	0.7%	\$519,923	0.8%	\$137,500	0.4%	\$2,724,306	0.7%	\$0	0.0%
CHESTER	\$192,000	0.0%	\$0	0.0%	\$0	0.0%	\$192,000	0.0%	\$0	0.0%
CLAIBORNE	\$318,500	0.1%	\$0	0.0%	\$0	0.0%	\$318,500	0.1%	\$0	0.0%
CLAY	\$149,550	0.0%	\$0	0.0%	\$0	0.0%	\$149,550	0.0%	\$0	0.0%
COCKE	\$1,013,010	0.2%	\$92,164	0.1%	\$0	0.0%	\$920,846	0.2%	\$0	0.0%
COFFEE	\$1,857,865	0.4%	\$74,411	0.1%	\$189,829	0.6%	\$1,593,625	0.4%	\$0	0.0%
CROCKETT	\$1,695,222	0.3%	\$0	0.0%	\$0	0.0%	\$1,695,222	0.4%	\$0	0.0%
CUMBERLAND	\$3,439,892	0.7%	\$385,501	0.6%	\$0	0.0%	\$3,054,391	0.7%	\$0	0.0%
DAVIDSON	\$105,390,140	20.5%	\$11,953,585	17.9%	\$5,487,470	17.0%	\$85,547,252	21.0%	\$2,401,833	37.9%
DECATUR	\$168,646	0.0%	\$0	0.0%	\$0	0.0%	\$168,646	0.0%	\$0	0.0%
DEKALB	\$1,065,344	0.2%	\$200,415	0.3%	\$0	0.0%	\$864,929	0.2%	\$0	0.0%
DICKSON	\$6,692,311	1.3%	\$277,503	0.4%	\$198,565	0.6%	\$6,216,243	1.5%	\$0	0.0%
DYER	\$4,827,068	0.9%	\$164,242	0.2%	\$0	0.0%	\$4,662,826	1.1%	\$0	0.0%
FAYETTE	\$3,736,731	0.7%	\$816,480	1.2%	\$325,152	1.0%	\$2,595,099	0.6%	\$0	0.0%
FENTRESS	\$460,450	0.1%	\$0	0.0%	\$0	0.0%	\$460,450	0.1%	\$0	0.0%
FRANKLIN	\$1,226,253	0.2%	\$98,838	0.1%	\$179,372	0.6%	\$948,043	0.2%	\$0	0.0%
GIBSON	\$5,846,448	1.1%	\$0	0.0%	\$0	0.0%	\$5,846,448	1.4%	\$0	0.0%
GILES	\$1,065,816	0.2%	\$213,937	0.3%	\$198,798	0.6%	\$653,081	0.2%	\$0	0.0%
GRAINGER	\$695,006	0.1%	\$0	0.0%	\$0	0.0%	\$695,006	0.2%	\$0	0.0%
GREENE	\$661,650	0.1%	\$0	0.0%	\$0	0.0%	\$568,650	0.1%	\$93,000	1.5%
HAMBLEN	\$4,234,565	0.8%	\$250,916	0.4%	\$143,465	0.4%	\$3,840,184	0.9%	\$0	0.0%
HAMILTON	\$20,857,131	4.1%	\$1,525,349	2.3%	\$623,550	1.9%	\$18,475,232	4.5%	\$233,000	3.7%
HARDEMAN	\$442,900	0.1%	\$0	0.0%	\$0	0.0%	\$442,900	0.1%	\$0	0.0%
HARDIN	\$117,740	0.0%	\$0	0.0%	\$0	0.0%	\$117,740	0.0%	\$0	0.0%
HAWKINS	\$1,404,673	0.3%	\$128,509	0.2%	\$0	0.0%	\$1,172,664	0.3%	\$103,500	1.6%

Table 7. Dollar Amount of Mortgages by Program and County – 2007 (continued)

County	ALL		Great Start		Great Advantage		Great Rate		New Start	
	#	%	#	%	#	%	#	%	#	%
HAYWOOD	\$242,281	0.0%	\$154,281	0.2%	\$0	0.0%	\$88,000	0.0%	\$0	0.0%
HENDERSON	\$1,087,973	0.2%	\$57,148	0.1%	\$89,900	0.3%	\$940,925	0.2%	\$0	0.0%
HENRY	\$133,000	0.0%	\$0	0.0%	\$0	0.0%	\$133,000	0.0%	\$0	0.0%
HICKMAN	\$1,484,928	0.3%	\$215,605	0.3%	\$0	0.0%	\$1,269,323	0.3%	\$0	0.0%
HOUSTON	\$232,980	0.0%	\$0	0.0%	\$0	0.0%	\$232,980	0.1%	\$0	0.0%
HUMPHREYS	\$304,253	0.1%	\$71,405	0.1%	\$0	0.0%	\$232,848	0.1%	\$0	0.0%
JACKSON	\$120,750	0.0%	\$65,000	0.1%	\$0	0.0%	\$55,750	0.0%	\$0	0.0%
JEFFERSON	\$1,952,057	0.4%	\$637,802	1.0%	\$0	0.0%	\$1,314,255	0.3%	\$0	0.0%
JOHNSON	\$606,350	0.1%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$606,350	9.6%
KNOX	\$41,025,900	8.0%	\$5,220,556	7.8%	\$3,576,360	11.1%	\$31,842,734	7.8%	\$386,250	6.1%
LAKE	\$241,537	0.0%	\$0	0.0%	\$0	0.0%	\$241,537	0.1%	\$0	0.0%
LAUDERDALE	\$1,296,320	0.3%	\$0	0.0%	\$0	0.0%	\$1,296,320	0.3%	\$0	0.0%
LAWRENCE	\$402,659	0.1%	\$85,325	0.1%	\$0	0.0%	\$317,334	0.1%	\$0	0.0%
LEWIS	\$83,900	0.0%	\$0	0.0%	\$0	0.0%	\$83,900	0.0%	\$0	0.0%
LINCOLN	\$899,987	0.2%	\$158,100	0.2%	\$0	0.0%	\$741,887	0.2%	\$0	0.0%
LOUDON	\$2,771,132	0.5%	\$482,441	0.7%	\$120,250	0.4%	\$2,098,441	0.5%	\$70,000	1.1%
MACON	\$504,776	0.1%	\$104,077	0.2%	\$0	0.0%	\$400,699	0.1%	\$0	0.0%
MADISON	\$9,106,352	1.8%	\$806,499	1.2%	\$210,345	0.7%	\$8,039,258	2.0%	\$50,250	0.8%
MARION	\$741,993	0.1%	\$373,461	0.6%	\$0	0.0%	\$368,532	0.1%	\$0	0.0%
MARSHALL	\$3,077,688	0.6%	\$399,998	0.6%	\$340,640	1.1%	\$2,337,050	0.6%	\$0	0.0%
MAURY	\$13,364,513	2.6%	\$688,548	1.0%	\$1,620,730	5.0%	\$11,055,235	2.7%	\$0	0.0%
MCMINN	\$874,226	0.2%	\$305,419	0.5%	\$0	0.0%	\$568,807	0.1%	\$0	0.0%
MCNAIRY	\$390,064	0.1%	\$0	0.0%	\$0	0.0%	\$390,064	0.1%	\$0	0.0%
MEIGS	\$171,841	0.0%	\$0	0.0%	\$0	0.0%	\$171,841	0.0%	\$0	0.0%
MONROE	\$1,266,946	0.2%	\$386,020	0.6%	\$0	0.0%	\$880,926	0.2%	\$0	0.0%
MONTGOMERY	\$15,358,050	3.0%	\$3,901,849	5.8%	\$3,964,968	12.3%	\$7,491,233	1.8%	\$0	0.0%
MOORE	\$108,176	0.0%	\$0	0.0%	\$0	0.0%	\$108,176	0.0%	\$0	0.0%
MORGAN	\$725,160	0.1%	\$294,266	0.4%	\$0	0.0%	\$384,400	0.1%	\$46,494	0.7%
OBION	\$3,512,833	0.7%	\$79,305	0.1%	\$0	0.0%	\$3,433,528	0.8%	\$0	0.0%
OVERTON	\$1,241,442	0.2%	\$74,411	0.1%	\$0	0.0%	\$1,167,031	0.3%	\$0	0.0%
PICKETT	\$89,000	0.0%	\$0	0.0%	\$0	0.0%	\$89,000	0.0%	\$0	0.0%
POLK	\$439,150	0.1%	\$168,490	0.3%	\$0	0.0%	\$270,660	0.1%	\$0	0.0%
PUTNAM	\$7,316,600	1.4%	\$284,749	0.4%	\$486,217	1.5%	\$6,485,634	1.6%	\$60,000	0.9%
RHEA	\$3,458,572	0.7%	\$0	0.0%	\$0	0.0%	\$3,402,572	0.8%	\$56,000	0.9%

Table 7. Dollar Amount of Mortgages by Program and County – 2007 (continued)

County	ALL		Great Start		Great Advantage		Great Rate		New Start	
	#	%	#	%	#	%	#	%	#	%
ROANE	\$1,301,488	0.3%	\$0	0.0%	\$90,559	0.3%	\$1,210,929	0.3%	\$0	0.0%
ROBERTSON	\$7,933,800	1.5%	\$1,968,415	3.0%	\$497,444	1.5%	\$5,467,941	1.3%	\$0	0.0%
RUTHERFORD	\$66,174,273	12.9%	\$8,372,429	12.5%	\$2,293,855	7.1%	\$55,507,989	13.6%	\$0	0.0%
SCOTT	\$350,611	0.1%	\$82,249	0.1%	\$0	0.0%	\$132,732	0.0%	\$135,630	2.1%
SEQUATCHIE	\$1,161,380	0.2%	\$102,393	0.2%	\$0	0.0%	\$816,405	0.2%	\$242,582	3.8%
SEVIER	\$2,875,376	0.6%	\$454,940	0.7%	\$282,847	0.9%	\$2,137,589	0.5%	\$0	0.0%
SHELBY	\$53,702,703	10.5%	\$8,694,263	13.0%	\$5,768,186	17.9%	\$38,884,754	9.5%	\$355,500	5.6%
SMITH	\$1,493,282	0.3%	\$348,583	0.5%	\$239,090	0.7%	\$905,609	0.2%	\$0	0.0%
STEWART	\$319,386	0.1%	\$319,386	0.5%	\$0	0.0%	\$0	0.0%	\$0	0.0%
SULLIVAN	\$4,822,982	0.9%	\$967,456	1.4%	\$506,250	1.6%	\$3,133,276	0.8%	\$216,000	3.4%
SUMNER	\$16,824,390	3.3%	\$4,264,307	6.4%	\$1,231,450	3.8%	\$11,328,633	2.8%	\$0	0.0%
TIPTON	\$5,786,101	1.1%	\$758,947	1.1%	\$523,568	1.6%	\$4,503,586	1.1%	\$0	0.0%
TROUSDALE	\$395,204	0.1%	\$125,904	0.2%	\$0	0.0%	\$269,300	0.1%	\$0	0.0%
UNICOI	\$210,207	0.0%	\$100,207	0.2%	\$0	0.0%	\$110,000	0.0%	\$0	0.0%
UNION	\$1,477,689	0.3%	\$156,617	0.2%	\$203,100	0.6%	\$1,117,972	0.3%	\$0	0.0%
VAN BUREN	\$194,885	0.0%	\$0	0.0%	\$0	0.0%	\$194,885	0.0%	\$0	0.0%
WARREN	\$1,119,696	0.2%	\$315,944	0.5%	\$0	0.0%	\$803,752	0.2%	\$0	0.0%
WASHINGTON	\$7,106,263	1.4%	\$1,032,518	1.5%	\$400,212	1.2%	\$5,408,033	1.3%	\$265,500	4.2%
WAYNE	\$115,500	0.0%	\$0	0.0%	\$115,500	0.4%	\$0	0.0%	\$0	0.0%
WEAKLEY	\$2,096,992	0.4%	\$0	0.0%	\$0	0.0%	\$2,096,992	0.5%	\$0	0.0%
WHITE	\$1,051,394	0.2%	\$67,367	0.1%	\$97,850	0.3%	\$886,177	0.2%	\$0	0.0%
WILLIAMSON	\$5,752,106	1.1%	\$276,094	0.4%	\$232,500	0.7%	\$5,243,512	1.3%	\$0	0.0%
WILSON	\$10,982,494	2.1%	\$3,220,429	4.8%	\$409,364	1.3%	\$7,352,701	1.8%	\$0	0.0%

Counties without any THDA loans include:
Benton, Grundy, Hancock, Perry

Table 8. Selected Characteristics by County – 2007

COUNTY	# Loans	Buyer Characteristics			Property Characteristics			
		Age	HH Size	Income	Acquisition Price	Sq. Ft	Year Built	PITI: % Income
----- AVERAGE VALUES -----								
ANDERSON	58	32	2	\$40,338	\$101,663	1,217	1963	21.7%
BEDFORD	56	28	2	\$36,784	\$97,915	1,341	1995	22.1%
BLED SOE	1	26	4	\$24,985	\$60,000	1,014	1960	20.1%
BLOUNT	89	30	2	\$40,434	\$115,554	1,189	1973	22.5%
BRADLEY	94	31	2	\$38,414	\$99,855	1,234	1975	21.8%
CAMPBELL	8	39	2	\$28,359	\$72,665	1,333	1985	20.4%
CANNON	14	27	2	\$38,836	\$97,318	1,204	1980	20.4%
CARROLL	5	38	1	\$28,897	\$67,000	1,296	1962	23.2%
CARTER	24	31	2	\$36,682	\$92,708	1,238	1964	20.2%
CHEATHAM	26	29	2	\$47,611	\$132,207	1,463	1984	23.6%
CHESTER	2	35	1	\$42,032	\$96,000	1,331	1994	18.4%
CLAIBORNE	4	33	2	\$34,803	\$82,125	1,225	1988	21.7%
CLAY	2	35	3	\$41,186	\$72,500	1,311	1965	16.2%
COCKE	10	32	2	\$37,334	\$104,541	1,263	1974	22.5%
COFFEE	21	33	3	\$36,968	\$88,276	1,391	1974	20.6%
CROCKETT	19	28	2	\$37,483	\$90,138	1,345	1991	20.8%
CUMBERLAND	33	31	2	\$37,309	\$103,477	1,374	1985	22.8%
DAVIDSON	840	32	2	\$41,786	\$129,627	1,317	1987	26.5%
DECATUR	2	39	3	\$37,042	\$80,750	1,468	1997	19.4%
DEKALB	12	30	2	\$36,600	\$88,150	1,152	1978	19.8%
DICKSON	60	28	2	\$44,366	\$112,002	1,328	1989	21.6%
DYER	60	31	2	\$37,907	\$81,374	1,392	1980	19.1%
FAYETTE	26	30	2	\$44,939	\$144,330	1,527	1998	26.9%
FENTRESS	5	38	3	\$33,436	\$89,220	1,326	1975	23.4%
FRANKLIN	14	27	2	\$39,209	\$89,104	1,352	1983	19.0%
GIBSON	65	33	2	\$35,557	\$91,096	1,446	1979	21.5%
GILES	12	30	2	\$37,267	\$88,017	1,486	1976	21.1%
GRAINGER	7	28	2	\$32,493	\$98,774	1,256	1973	25.7%
GREENE	6	35	2	\$36,256	\$125,667	1,236	1993	22.9%
HAMBLEN	41	30	2	\$36,182	\$103,769	1,311	1972	24.0%
HAMILTON	204	33	2	\$37,120	\$106,041	1,330	1970	24.2%
HARDEMAN	6	30	1	\$30,583	\$76,483	1,319	1969	20.7%
HARDIN	1	53	1	\$49,992	\$129,000	1,727	1997	20.0%
HAWKINS	16	31	2	\$34,374	\$90,413	1,268	1971	20.6%
HAYWOOD	2	32	4	\$50,329	\$121,750	1,513	1955	20.2%
HENDERSON	14	31	2	\$31,049	\$78,000	1,261	1990	24.7%
HENRY	1	25	1	\$36,483	\$133,000	1,556	1966	29.7%
HICKMAN	16	33	2	\$34,733	\$95,299	1,337	1983	24.2%
HOUSTON	2	24	3	\$49,606	\$111,500	1,330	2006	18.5%

Table 8. Selected Characteristics by County – 2007 (Continued)

COUNTY	Buyer Characteristics				Property Characteristics			
	# Loans	Age	HH Size	Income	Acquisition Price	Sq. Ft	Year Built	PITI: % Income
		----- AVERAGE VALUES -----						
HUMPHREYS	4	28	3	\$37,292	\$76,000	1,185	1975	18.1%
JACKSON	2	57	2	\$27,577	\$60,375	1,154	1979	19.4%
JEFFERSON	18	28	2	\$42,679	\$108,258	1,264	1982	21.3%
JOHNSON	7	47	1	\$17,808	\$113,714	1,096	2006	24.2%
KNOX	381	31	2	\$39,106	\$111,481	1,224	1976	23.9%
LAKE	4	28	3	\$40,950	\$60,050	1,140	1982	13.4%
LAUDERDALE	13	32	2	\$44,278	\$99,998	1,534	1991	19.3%
LAWRENCE	4	29	2	\$31,364	\$102,500	1,650	1997	26.2%
LEWIS	1	42	2	\$33,956	\$77,500	1,341	1958	21.7%
LINCOLN	9	30	3	\$38,691	\$102,273	1,519	1988	21.0%
LOUDON	27	37	2	\$41,358	\$111,523	1,303	1965	20.5%
MACON	7	41	1	\$33,535	\$76,700	1,350	1962	18.8%
MADISON	98	34	2	\$37,267	\$95,247	1,487	1983	21.9%
MARION	8	34	3	\$45,743	\$92,830	1,428	1986	17.8%
MARSHALL	31	29	2	\$39,657	\$99,543	1,225	1994	21.5%
MAURY	102	32	2	\$43,892	\$134,879	1,400	1995	25.2%
MCMINN	9	33	3	\$40,548	\$97,544	1,303	1978	20.3%
MCNAIRY	5	29	2	\$33,750	\$78,468	1,369	2001	19.2%
MEIGS	2	27	4	\$47,843	\$100,500	1,210	1983	14.5%
MONROE	14	33	2	\$34,856	\$91,370	1,275	1994	23.5%
MONTGOMERY	143	29	2	\$39,608	\$107,380	1,288	1990	24.2%
MOORE	1	42	3	\$39,960	\$105,900	1,188	1994	20.8%
MORGAN	9	31	2	\$33,677	\$82,110	1,256	1991	22.2%
OBION	46	32	2	\$36,459	\$76,659	1,399	1962	18.4%
OVERTON	15	34	3	\$39,843	\$82,933	1,415	1986	18.1%
PICKETT	1	51	1	\$12,451	\$89,000	1,448	1962	55.6%
POLK	5	33	2	\$34,642	\$88,560	1,388	1991	22.4%
PUTNAM	72	32	2	\$37,560	\$103,819	1,332	1985	22.9%
RHEA	37	40	2	\$35,685	\$96,240	1,381	1990	22.6%
ROANE	14	30	2	\$38,444	\$97,577	1,315	1967	20.7%
ROBERTSON	67	33	2	\$45,446	\$122,327	1,360	1987	23.3%
RUTHERFORD	524	30	2	\$43,845	\$128,141	1,355	1997	25.1%
SCOTT	5	46	1	\$24,927	\$82,150	1,220	1995	22.8%
SEQUATCHIE	16	43	2	\$28,969	\$85,509	1,149	1999	18.7%
SEVIER	22	32	2	\$43,604	\$133,381	1,362	1991	24.6%
SHELBY	496	33	2	\$41,313	\$110,919	1,435	1975	25.1%
SMITH	17	29	2	\$35,915	\$88,700	1,473	1971	22.0%
STEWART	4	31	4	\$41,580	\$80,125	1,413	1980	18.5%
SULLIVAN	56	33	2	\$34,341	\$89,637	1,270	1965	20.8%

Table 8. Selected Characteristics by County – 2007 (Continued)

COUNTY	Buyer Characteristics			Property Characteristics				
	# Loans	Age	HH Size	Income	Acquisition Price	Sq. Ft	Year Built	PITI: % Income
		----- AVERAGE VALUES -----						
SUMNER	148	30	2	\$42,163	\$116,951	1,322	1987	24.3%
TIPTON	51	32	2	\$42,730	\$115,640	1,472	1989	23.1%
TROUSDALE	4	35	3	\$46,266	\$99,050	1,234	1987	19.4%
UNICOI	2	35	2	\$41,275	\$105,500	1,115	1951	20.6%
UNION	14	33	3	\$41,858	\$105,836	1,131	1996	21.2%
VAN BUREN	3	37	2	\$25,804	\$64,800	1,269	1983	23.0%
WARREN	14	27	3	\$43,157	\$79,488	1,276	1975	15.8%
WASHINGTON	71	32	2	\$37,529	\$104,957	1,240	1981	22.2%
WAYNE	1	26	3	\$38,061	\$115,500	1,422	2006	24.8%
WEAKLEY	28	32	2	\$36,926	\$75,141	1,490	1963	17.9%
WHITE	13	32	2	\$37,282	\$80,837	1,282	1981	18.2%
WILLIAMSON	38	28	2	\$45,126	\$154,344	1,298	1992	29.4%
WILSON	86	31	2	\$47,825	\$131,659	1,332	1990	22.8%

