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# **THDA MORTGAGE PROGRAM REPORT**

## **Calendar Year 2013**

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## Calendar Year Overview

During calendar year 2013, Tennessee Housing Development Agency (THDA) funded 2,071 first mortgage loans, totaling over \$241 million. THDA also funded an additional 100 second mortgage loans for borrowers using the Great Choice Plus Program. The total value of the second mortgages that were funded in 2013 was \$463,002.

THDA homeownership programs generally serve first-time homebuyers (those who have not owned their principal residence within the last three years), but serve all eligible homebuyers who are buying in federally targeted areas<sup>1</sup> and who are veterans<sup>2</sup>. THDA is embarking on an educational effort to invite eligible repeat buyers (those who are not first-time homebuyers) in Tennessee's federally targeted areas to consider THDA loan products.

Until October 1, 2013, THDA offered four homeownership programs: Great Rate (GR), Great Advantage (GA), Great Start (GS) and New Start (NS). The Great Rate Program was a low interest rate loan program for low- to moderate-income families. The Great Advantage Program offered a slightly higher interest rate loan secured by a first mortgage and offered down payment and closing cost assistance of two percent. The Great Start program offered a loan at a slightly higher interest rate than the rate on Great Advantage Program loans, secured by a first mortgage and offered down payment and closing cost assistance of four percent. The 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<sup>3</sup>.

Starting in October 2013, THDA discontinued offering Great Rate, Great Start and Great Advantage program loans and introduced the Great Choice and Great Choice Plus loan programs. The Great Choice Program loan offers a 30-year, fixed rate mortgage to first-time homebuyers. The Great

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<sup>1</sup> A Targeted Area is a qualified census tract or an area of chronic economic distress as designated by the IRS. A Targeted Area may be an entire county or a particular census tract within a county. In calendar year 2013, two THDA borrowers were not first-time homebuyer and purchased a home in targeted areas.

<sup>2</sup> Starting February 28, 2007, THDA implemented the veteran exemption. 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. 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. In 2013, one THDA borrower was not first-time homebuyer and took advantage of veteran exemption.

<sup>3</sup> Effective January 23, 2006, the New Start Program became a two-tiered program. Tier I is still a zero percent loan program for very low income (60 percent or less of the state median income) people. Tier II allows the borrower to have a slightly higher income (70 percent of the state median income) than Tier I, and in exchange the borrower pays a low fixed interest rate (half of the interest rate on the Great Rate program). In calendar year 2013, nine of the New Start loans were Tier II. In mid-2012, THDA started New Start Tier III as a pilot program to allow the New Start Partners to purchase foreclosed properties in their area, renovate and/or rehabilitate them and be eligible for purchase by THDA. The interest rate on these loans would be the same as the Tier II (one half of THDA's Great Rate) and the borrower eligibility and underwriting guidelines were the same. In 2013, there was only one Tier III loan, and in April 2013 this tier was eliminated.

Choice Plus loan is a second mortgage loan offering down payment and closing cost assistance at no interest in conjunction with a Great Choice loan. The second mortgage loan amount is equal to four percent of the sales price of the home and is paid in full over the first 10 years of the mortgage or upon sale of the home. An eight-hour long homebuyer education is required for the Great Choice Plus Program loan. This education requirement is the same as what was in place for the Great Advantage, Great Start and New Start programs.

In April 2011, THDA approved a special mortgage interest rate discount for active and retired members of the military. Service members can apply for the “Homeownership for the Brave” discount, which is a ½-percent interest rate reduction on the mortgage choices (Great Rate, Great Advantage, Great Start, Great Choice and Great Choice Plus). The first-time homeownership requirement is waived for those veterans. In calendar year 2013, there were 70 THDA borrowers who took advantage of this rate reduction. Of those 70 loans, 24 were Great Rate, eight were Great Advantage, 35 were Great Start and three were Great Choice Plus program loans. These loans are included in corresponding program totals for the analysis.

### **THDA Homeownership Program Highlights for CY 2013**

During 2013, THDA funded 2,071 first mortgage loans (see Table 1), a 2.8 percent decline from 2,130 loans funded in calendar year 2012. The total value of the first mortgages funded in calendar year 2013 was \$241,026,854. The dollar value of the loans increased by 1.9 percent compared to the previous year. THDA also funded 100 second mortgage loans. The total value of those second mortgage loans was \$463,002.

In the following sections, the property, borrower and loan characteristics are discussed in more detail. One hundred second mortgage loans are not included in the discussion of property and borrower characteristics because the borrower and the property are the same for both the first and second mortgages. All differences discussed are statistically significant at a 95 percent confidence level or better unless otherwise stated. Because THDA switched from Great Rate, Great Advantage and Great Start Programs to the Great Choice and the Great Choice Plus Programs later in the year comparing the program performances to each other and to their performance in the previous year is not meaningful. Therefore, the characteristics in the following sections are mostly provided for the overall THDA portfolio only.

### **Property Characteristics (see Table 2)**

In calendar year 2013, the average purchase price for all properties increased to \$121,195 from \$115,804, an increase of 4.7 percent. The purchase prices were higher for loans in the Great Start, Great Advantage and Great Rate Programs, but slightly lower in the New Start Program. Approximately 12 percent of all homes purchased were new in calendar year 2013. On average, new homes were 18 percent more expensive than existing homes purchased in all THDA mortgage programs.

Across all programs, an average home purchased was 1,490 square feet and built in 1987. THDA borrowers in all programs, on average, purchased somewhat smaller and older homes compared to the previous year. The homes purchased with the Great Rate program were relatively larger. An average Great Rate home was 1,555 square feet and built in 1989.

### **Homebuyer Characteristics (see Table 3)**

The borrowers' average annual income for all programs was \$49,469, approximately four percent higher than the average income of borrowers in calendar year 2012. Borrowers in all homeownership programs had average incomes higher than the previous year, though these differences did not vary significantly among programs.

Although borrowers were allowed to have higher incomes, approximately 29 percent of the borrowers' annual incomes were 50 percent or less than the income limit for the appropriate family size and county where they purchased a home. An average borrower's annual income was 63 percent of the applicable income limit. This means that, on average, THDA homeownership programs are not attracting the higher income potential borrowers who could purchase more expensive homes.

For all THDA loans, the average age of the borrower was not significantly different than last year. The majority of borrowers in all programs were male. The New Start borrowers, however, were different than the borrowers in the other programs: older (on average 39 years old) and mostly female (74 percent). The New Start borrowers were far more likely to be single women with children (55 percent) than the borrowers in other programs.

Seventy-three percent of borrowers in all programs were white, and 24 percent were African American. More New Start Program borrowers (48 percent) were African American compared to the borrowers in other programs. The number of Hispanic borrowers increased compared to last year. In all programs, 4.6 percent of all borrowers were of Hispanic origin in calendar year 2013.

Lenders were the primary source of information to borrowers regarding THDA loans. Over 53 percent of our borrowers learned about our programs from their lenders. More than 99 percent of all borrowers were first-time homebuyers, and 10 percent of loans were for homes in targeted areas. Even though the first-time homeownership requirement is waived for the borrowers who buy a home in a targeted area, only two of the borrowers who bought a home in a targeted area were not first-time homebuyers. Another borrower's first time homeowner requirement was waived because the borrower was a veteran.

#### **Loan Characteristics (see Table 4)**

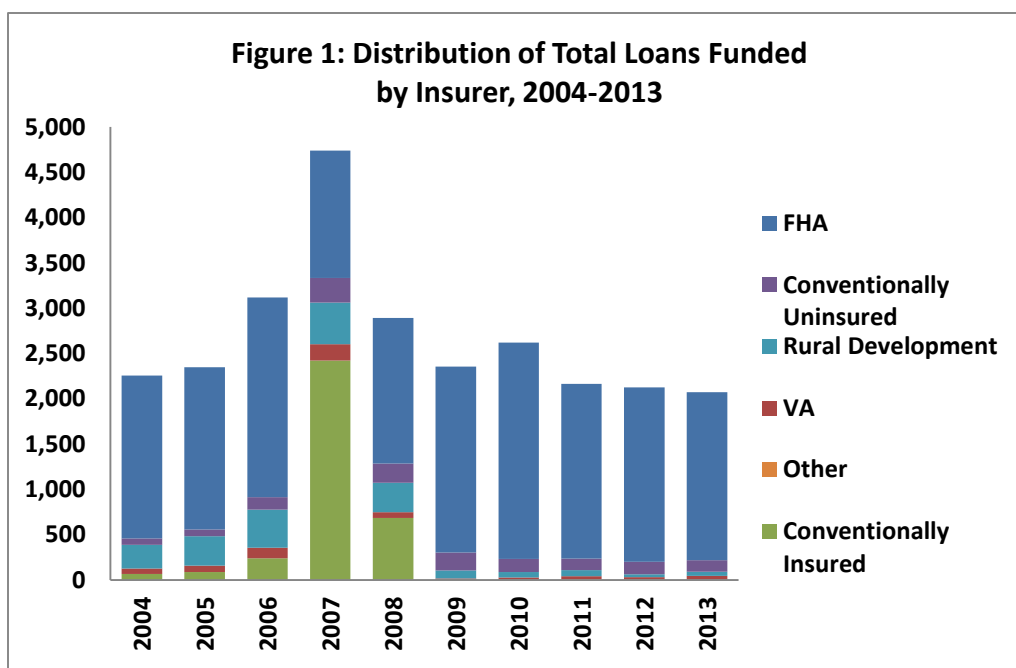
Of all the borrowers, 97 percent had a down payment, including the borrowers who used THDA's downpayment and closing cost assistance and those who brought their own down payment to the closing table. The borrowers whose loans are insured by Veterans Administration (VA) and Rural Development (RD) and borrowers who purchase HUD repo homes are not required to have downpayment. All of the Great Start and the Great Advantage borrowers received down payment and closing cost assistance as part of the loan program, and the Great Choice Plus loans offer a second mortgage with a zero interest rate for downpayment and closing costs. The average payment for principal, interest, property tax and insurance (PITI) declined to \$734 from \$754 in 2012. On average, PITI as a percent of income declined from 20.6 percent in 2012 to 18.8 percent in 2013. The number of borrowers whose payments were considered "not affordable"<sup>4</sup> was 3.6 percent of all loans. The number of borrowers paying less than 20 percent of their income for PITI declined to 58 percent in 2013 from 63 percent in 2012.

Distribution of the funded loans by the insurer closely followed changes in the housing market. In 2013, the share of FHA insured loans in THDA loan portfolio did not change significantly compared to 2012. In calendar year 2013, 90 percent of all THDA loans were FHA insured loans.

Because the Great Choice and Great Choice Plus Programs started later in the year, there is not enough data to analyze them. However, the fact that 100 borrowers chose the Great Choice Plus Program while only eight chose the Great Choice Program shows that THDA homeownership programs are still primarily for helping first-time homebuyers who do not have the funds for downpayment and closing costs.

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<sup>4</sup> Paying more than 30 percent or of their income



### **Geographic Distribution (see Table 5)**

Looking geographically at the loan distribution statewide, Middle Tennessee was dominant among the three grand divisions. In calendar year 2013, 59 percent of all THDA loans were made in Middle Tennessee. Of all loans, 64 percent were made in suburban areas and 32 percent were made in central cities.<sup>5</sup>

In terms of MSAs, the share of loans made in the Nashville-Davidson-Murfreesboro-Franklin MSA increased from 52 percent to 54 percent of all loans. The Memphis MSA followed the Nashville-Davidson-Murfreesboro-Franklin MSA with 14.5 percent of all THDA loans. Twenty-four percent of all loans were made in Davidson County. Rutherford County followed Davidson with 16 percent of all THDA loans in 2013. Even though the total number of THDA loans declined compared to the previous year, not all the counties were impacted equally. In some counties THDA made more loans compared to last year. Hamilton County had the largest increase in the number of loans year-over-year. In 2013, THDA made 28 more loans in Hamilton County than in the previous year. Rutherford County was another county with a substantial increase in the total number of THDA loans. THDA made substantially less loans in Sumner County compared to the previous year. The number of THDA loans in Sumner County declined from 126 to 100.

<sup>5</sup> In this report, urban areas are defined as the counties in MSAs. Central cities are Bristol, Chattanooga, Jackson, Johnson City, Kingsport, Knoxville, Memphis and Nashville.

The number of un-served counties increased in calendar year 2013 to 27 from 21 in calendar year 2012. THDA did not make any loans in Bledsoe, Campbell, Cannon, Carroll, Clay, Coffee, Fentress, Grundy, Hancock, Henry, Houston, Jackson, Johnson, Lake, Lewis, Lincoln, Macon, McNairy, Moore, Perry, Pickett, Smith, Trousdale, Unicoi, Van Buren, Warren and Wayne Counties.

Beyond the distribution of THDA loans geographically across the state, what may be more meaningful 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 the “service index.”

The service index is computed as a ratio derived from the distribution of all THDA loans and the distribution of eligible<sup>6</sup> 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 five percent of THDA loans, and four percent of eligible Tennessee households are located in that area, the index number is computed by dividing five percent by four percent, giving us an index (1.25) that is 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 2013.

Map 1 shows the counties by the service index. In calendar year 2013, 21 counties were moderately or well served by THDA. The county with the highest service index was Rutherford County. The service index helps identify the areas in the state where there is growth potential for THDA’s mortgage loan products. By attracting more eligible borrowers in the potential growth counties, THDA can help more Tennesseans achieve homeownership. In 2013, 47 counties were identified as potential growth areas.

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<sup>6</sup> Eligibility was determined based on two factors: 1) that the household is renting rather than owning a home, and 2) that the household’s median income fell between 30% and 100% of the state’s median income. Comprehensive Housing Affordability Strategies (CHAS) data was utilized in the analysis. We used 2006-2010 CHAS data to determine the eligible households for all the counties.



### **Economic Impact of THDA Mortgage Programs**

Borrowers who become first-time homeowners directly benefit from the stability of homeownership with the help of THDA's mortgage programs. In addition to these individual benefits, THDA's mortgage loan programs provide benefits to the local economy by creating additional jobs, personal income and business revenue.

We used the IMPLAN input-output model to calculate the ripple effects of THDA's mortgage programs on the Tennessee economy. The IMPLAN model calculates total business revenues, personal income, and total employment. The direct expenditures created by mortgage programs generate additional economic activity in the form of indirect and induced expenditures. Direct impact is the dollar amount of the initial spending because of the mortgage programs. We also report the corresponding direct personal income and employment figures.

Indirect impact is the economic impact that is generated because of the subsequent rounds of business-to-business transactions in Tennessee's economy. For example, for construction of new homes purchased by THDA borrowers, builders buy materials from suppliers who would in turn purchase additional material, labor, etc. from other businesses. This spending will create additional rounds of spending in the local and regional economies.

Induced impact is the economic impact that is generated through employee spending in the economy. A portion of the direct and indirect program spending goes to individuals as wages and salaries. Then, these individuals spend these wages and salaries in the economy depending on their consumption patterns. Each round of spending creates ripple effects in the economy.

We provide the impact of THDA's mortgage programs on business revenue, personal income, employment, and state and local taxes. Business revenue is the total economic activity generated by THDA's mortgage programs spending in the economy. Personal income is the income that people in the economy receive because of the spending associated with mortgage programs. Employment is the number of jobs generated in the economy. Estimated state and local taxes are derived from the IMPLAN model.

In 2013, THDA's mortgage programs injected into the economy a total of \$47,353,640 in demand for regionally supplied construction, real estate services, and financial and other services inputs. To provide those sales in the economy, all of the affected firms provided 183 employment opportunities making \$8,672,073 in wages and salaries. These are direct impacts of 2013 mortgage programs. Next, all of those directly stimulated firms required increased inputs of \$20,834,920 from the local economy,

which further stimulated 157 jobs and \$7,475,063 in labor income. When the workers in the direct and indirect sectors converted their paychecks into household spending, they induced \$15,229,071 in output from industries that served households, yielding 120 more jobs making \$5,166,673. Added together, THDA's mortgage programs in 2013 supported \$83.4 million in area industrial output, \$21.3 million in labor income and 461 jobs.

THDA's mortgage programs also generated sizable tax revenues for state and the local governments. The model estimated tax revenues were \$2.6 million.

Total multipliers are calculated by dividing the total impact by the direct effect. In 2013, for every \$100 in direct industrial output created through THDA's mortgage programs additional \$80 business revenues were generated. The table below has more detailed information about the THDA's mortgage loan program's impact in various impact categories.

**The Economic Impact of THDA's Mortgage Loan Programs on Tennessee Economy, 2013**  
(Dollar figures in millions)

<b>Impact Types</b>	<b>Direct</b>	<b>Indirect</b>	<b>Induced</b>	<b>Total</b>	<b>Multiplier*</b>
<b>Employment</b>	183	157	120	461	2.5
<b>Labor Income</b>	\$8.7	\$7.5	\$5.2	\$21.3	2.5
<b>Business Revenue</b>	\$47.4	\$20.8	\$15.2	\$83.4	1.8
<b>State and Local Taxes**</b>	NA	NA	NA	\$2.6	NA

*\*Multipliers are calculated by dividing total impact by direct impact*

*\*\*State and Local taxes are estimated from the model.*

The majority of additional jobs generated because of THDA's mortgage loan programs were in the construction sector. The following table shows 10 sectors with the largest total (direct, indirect and induced) employment impact. The construction sector also has the largest labor income and output impact among all affected industries.

**Sectors with The Largest Employment Impact**

<b>Sectors</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Business Revenue</b>
Construction of New Residential Permanent Site Single- and Multi-Family Structures	133	\$5,524,028	\$24,178,291
Real Estate Establishments	87	\$1,139,498	\$12,013,329
Maintenance and Repair Construction of Residential Structures	28	\$1,170,656	\$3,175,485
Other State and Local Government Enterprises	27	\$1,579,596	\$7,505,752
Non-Depository Credit Intermediation and Related Activities	13	\$1,108,853	\$5,888,715
Insurance Carriers	12	\$849,911	\$3,975,161
Retail Stores - General Merchandise	12	\$350,846	\$641,445
Architectural, Engineering and Related Services	11	\$829,437	\$1,535,781
All Other Miscellaneous Professional, Scientific, and Technical Services	11	\$531,813	\$2,065,962
Insurance Agencies, Brokerages and Related Activities	11	\$709,941	\$1,396,972

**Table 1. THDA Mortgages by Program and Year, 2009-2013**

	All Programs <sup>7,8</sup>	Great Start	Great Advantage	Great Rate	Great Choice	Great Choice <sup>+</sup> <sup>9</sup>	New Start
Total # of Loans	ALL	GS	GA	GR	GC	GC+	NS
2009	2,360	1,228	247	694			187
2010	2,652	1,847	173	500			130
2011	2,161	1,806	43	199			112
2012	2,130	1,846	26	139			119
2013	2,071	1,647	30	183	8	100	103
Total Loan \$	ALL	GS	GA	GR	GC	GC+	NS
2009	\$247,461,091	\$129,229,286	\$27,130,740	\$75,593,393			\$15,441,974
2010	\$278,601,229	\$196,431,232	\$19,242,277	\$52,162,979			\$10,744,064
2011	\$226,417,799	\$192,466,951	\$4,933,762	\$19,445,504			\$9,071,582
2012	\$236,611,866	\$209,550,031	\$3,211,610	\$13,507,227			\$10,342,998
2013	\$241,026,854	\$196,077,100	\$3,801,142	\$20,203,614	\$918,118	\$11,383,130	\$8,643,750
Avg. Loan \$	ALL	GS	GA	GR	GC	GC+	NS
2009	\$104,856	\$105,236	\$109,841	\$108,924			\$82,577
2010	\$105,053	\$106,352	\$111,227	\$104,326			\$82,647
2011	\$104,775	\$106,571	\$114,739	\$97,716			\$80,996
2012	\$111,085	\$113,516	\$123,523	\$97,174			\$86,916
2013	\$116,382	\$119,051	\$126,705	\$110,402	\$114,765	\$113,831	\$83,920

<sup>7</sup> All Programs total include Disaster Loans made during calendar years 2003, 2004 and 2006, seven Great Save loans made in calendar year 2008, and seven Preserve loans in addition to loans in Great Rate, Great Advantage, Great Start, Great Choice, Great Choice Plus and New Start programs. It also includes the loans with Homeownership for the Brave discount. It does not include the stimulus second mortgage program loans.

<sup>8</sup> The second mortgage loans of borrowers who used the Great Choice Plus Program are not included in the all program totals, total loan value or the average loan value of all loans.

<sup>9</sup> In 2013, those 100 Great Choice Plus Program borrowers had second mortgages, but the loan number and total and average loan values are for only the first mortgages. Second mortgages are not included.

**Table 2. Property Characteristics<sup>10</sup> – 2013**

<b>NEW OR EXISTING</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<b>NEW</b>							
Average Price	\$139,873	\$153,664	\$180,260	\$149,886	\$132,744	\$127,957	\$118,933
Median Price	\$135,990	\$146,203	\$180,260	\$146,360	\$132,744	\$129,243	\$125,000
Number of Homes	243	120	2	23	1	8	89
<b>EXISTING</b>							
Average Price	\$118,712	\$119,367	\$123,961	\$114,468	\$123,214	\$114,887	\$108,206
Median Price	\$117,075	\$118,000	\$124,250	\$110,000	\$123,500	\$112,000	\$102,000
Number of Homes	1,828	1,527	28	160	7	92	14
Number of Homes (New and Existing)	2,071	1,647	30	183	8	100	103
% of Homes New	11.73%	7.29%	6.67%	12.57%	12.50%	8.00%	86.41%
% of Homes Existing	88.27%	92.71%	93.33%	87.43%	87.50%	92.00%	13.59%
<b>SALES PRICE</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<b>Mean</b>	\$121,195	\$121,866	\$127,714	\$118,920	\$124,406	\$115,933	\$117,475
<b>Median</b>	\$119,690	\$119,900	\$126,750	\$113,500	\$128,122	\$113,000	\$124,375
Less than \$40,000	0.14%	0.06%	0.00%	1.09%	0.00%	0.00%	0.00%
\$40,000-\$59,999	2.17%	2.31%	3.33%	3.28%	0.00%	0.00%	0.00%
\$60,000-\$79,999	8.98%	8.68%	6.67%	9.84%	0.00%	11.00%	11.65%
\$80,000-\$89,999	7.44%	7.47%	10.00%	8.74%	12.50%	9.00%	1.94%
\$90,000-\$99,999	10.09%	9.90%	6.67%	10.38%	0.00%	15.00%	9.71%
\$100,000-\$109,999	8.93%	8.62%	3.33%	9.84%	0.00%	10.00%	13.59%
\$110,000-\$119,999	13.18%	13.36%	10.00%	13.66%	12.50%	18.00%	5.83%
\$120,000-\$129,999	13.38%	13.48%	13.33%	8.74%	25.00%	11.00%	21.36%
\$130,000-\$139,999	9.80%	9.53%	0.00%	6.01%	37.50%	10.00%	21.36%
\$140,000-\$149,999	7.44%	7.53%	23.33%	7.10%	12.50%	2.00%	6.80%
\$150,000-\$159,999	5.21%	4.92%	6.67%	6.56%	0.00%	5.00%	7.77%
\$160,000-\$169,999	4.97%	5.34%	10.00%	4.37%	0.00%	4.00%	0.00%
\$170,000-\$179,999	2.56%	2.67%	0.00%	4.37%	0.00%	1.00%	0.00%
\$180,000-\$189,999	1.83%	2.06%	0.00%	1.64%	0.00%	1.00%	0.00%
\$190,000-\$199,999	1.50%	1.58%	0.00%	1.64%	0.00%	2.00%	0.00%
\$200,000 and above	2.37%	2.49%	6.67%	2.73%	0.00%	1.00%	0.00%

<sup>10</sup> The Great Choice Program in this table refers to the mortgage loans whose borrowers did not require a second mortgage for downpayment and/or closing costs. The Great Choice Plus Program refers to the first mortgages of loans whose borrowers took second mortgage for downpayment and/or closing costs. The second mortgage loans are not included in the discussion of those characteristics.

**Table 2. Property Characteristics – 2013, Continued**

<b>SQUARE FEET</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<i>Mean</i>	1,494	1,510	1,515	1,555	1,451	1,403	1,217
<i>Median</i>	1,389	1,404	1,484	1,456	1,484	1,294	1,152
less than 1,000	4.68%	4.86%	3.33%	2.73%	0.00%	5.00%	5.83%
1,000-1,250	27.47%	25.08%	26.67%	22.95%	12.50%	40.00%	63.11%
1,251-1,500	29.16%	29.69%	23.33%	28.96%	37.50%	25.00%	26.21%
1,501-1,750	15.64%	15.85%	23.33%	19.67%	37.50%	13.00%	3.88%
more than 1,750	23.03%	24.53%	23.33%	25.68%	12.50%	17.00%	0.97%
<b>YEAR BUILT</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<i>Mean (year built)</i>	1987	1985	1987	1989	1996	1988	2013
<i>Median (year built)</i>	1994	1991	1996	1997	2003	1996	2013
before 1950	8.59%	9.17%	16.67%	8.20%	0.00%	7.00%	0.00%
1950s	6.04%	6.62%	3.33%	3.83%	12.50%	7.00%	0.00%
1960s	7.87%	8.80%	3.33%	5.46%	0.00%	7.00%	0.00%
1970s	9.37%	9.65%	6.67%	12.57%	0.00%	10.00%	0.00%
1980s	12.12%	13.05%	10.00%	12.02%	12.50%	10.00%	0.00%
1990s	17.14%	18.34%	20.00%	15.30%	12.50%	18.00%	0.00%
2000s	24.77%	25.68%	33.33%	24.04%	37.50%	32.00%	0.97%
2011	0.58%	0.43%	0.00%	1.64%	0.00%	1.00%	0.97%
2012	2.75%	1.82%	0.00%	3.83%	0.00%	0.00%	19.42%
2013	10.77%	6.44%	6.67%	13.11%	25.00%	8.00%	78.64%

**Table 3. Homebuyer Characteristics – 2013**

<b>AGE</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<i>Mean</i>	35	34	34	36	39	34	39
<i>Median</i>	31	31	30	33	40	31	36
less than 25	21.58%	21.98%	13.33%	26.78%	0.00%	19.00%	12.62%
25-29	20.96%	21.80%	26.67%	14.75%	12.50%	23.00%	15.53%
30-34	19.60%	19.61%	26.67%	14.75%	12.50%	26.00%	20.39%
35-39	10.77%	10.50%	6.67%	11.48%	25.00%	13.00%	11.65%
40-44	7.92%	8.08%	3.33%	7.10%	25.00%	3.00%	11.65%
45 and over	19.17%	18.03%	23.33%	25.14%	25.00%	16.00%	28.16%
<b>FIRST-TIME BUYER</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
Yes	99.86%	99.94%	100.00%	99.45%	100.00%	100.00%	99.03%
No	0.14%	0.06%	0.00%	0.55%	0.00%	0.00%	0.97%
<b>GENDER</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
Female	47.03%	46.33%	40.00%	38.25%	37.50%	50.00%	73.79%
Male	52.97%	53.67%	60.00%	61.75%	62.50%	50.00%	26.21%
<b>HOUSEHOLD SIZE</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<i>Mean</i>	2	2	2	2	2	2	3
<i>Median</i>	2	2	2	2	2	2	3
1 Person	34.72%	36.25%	23.33%	28.96%	37.50%	38.00%	20.39%
2 Person	30.85%	30.90%	43.33%	30.05%	37.50%	30.00%	28.16%
3 Person	18.35%	17.36%	13.33%	23.50%	0.00%	19.00%	27.18%
4 Person	10.43%	10.50%	10.00%	10.38%	12.50%	8.00%	11.65%
5+ Person	5.65%	4.98%	10.00%	7.10%	12.50%	5.00%	12.62%
<b>HOUSEHOLD COMP.</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
Female (single)	21.68%	22.34%	16.67%	18.03%	25.00%	27.00%	13.59%
Female with child(ren)	14.34%	12.08%	16.67%	10.38%	12.50%	16.00%	55.34%
Male (single)	18.73%	19.37%	16.67%	20.22%	12.50%	19.00%	6.80%
Male with child(ren)	4.83%	4.98%	3.33%	6.01%	0.00%	3.00%	2.91%
Single Parent	1.40%	1.52%	0.00%	1.64%	0.00%	0.00%	0.97%
Married Couple	38.10%	38.92%	46.67%	42.62%	50.00%	35.00%	16.50%
Other	0.92%	0.79%	0.00%	1.09%	0.00%	0.00%	3.88%

**Table 3. Homebuyer Characteristics – 2013, Continued**

<b>INCOME</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<i>Mean</i>	49,468	51,079	54,336	46,693	43,171	50,693	26,514
<i>Median</i>	48,304	50,000	54,492	44,624	35,163	48,809	27,021
less than \$10,000	0.14%	0.00%	0.00%	0.00%	0.00%	0.00%	2.91%
\$10,000-\$14,999	0.48%	0.12%	0.00%	1.09%	0.00%	0.00%	5.83%
\$15,000-\$19,999	0.97%	0.61%	0.00%	1.64%	0.00%	0.00%	6.80%
\$20,000-\$24,999	2.85%	1.76%	3.33%	3.28%	0.00%	2.00%	20.39%
\$25,000-\$29,999	6.90%	5.34%	6.67%	10.38%	37.50%	4.00%	26.21%
\$30,000-\$34,999	8.55%	7.16%	6.67%	10.93%	12.50%	6.00%	29.13%
\$35,000-\$39,999	12.07%	12.20%	10.00%	13.11%	12.50%	13.00%	7.77%
\$40,000-\$44,999	11.25%	12.14%	3.33%	9.84%	0.00%	13.00%	0.97%
\$45,000-\$49,999	10.09%	10.63%	6.67%	9.29%	12.50%	14.00%	0.00%
\$50,000-\$54,999	10.09%	10.63%	16.67%	8.74%	0.00%	13.00%	0.00%
\$55,000-\$59,999	9.80%	10.63%	13.33%	9.29%	0.00%	7.00%	0.00%
\$60,000-\$64,999	8.21%	8.80%	10.00%	6.01%	12.50%	10.00%	0.00%
\$65,000-\$69,999	6.95%	7.65%	0.00%	5.46%	0.00%	8.00%	0.00%
\$70,000-\$74,999	4.49%	4.55%	10.00%	6.01%	0.00%	4.00%	0.00%
More than \$75,000	7.15%	7.77%	13.33%	4.92%	12.50%	6.00%	0.00%
<b>RACE/ETHNICITY</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
White	72.86%	74.07%	73.33%	75.41%	100.00%	73.00%	46.60%
African American	23.52%	22.28%	26.67%	21.31%	0.00%	24.00%	47.57%
Asian	1.01%	1.09%	0.00%	1.64%	0.00%	0.00%	0.00%
American Indian/Alaskan Native	0.10%	0.00%	0.00%	0.55%	0.00%	0.00%	0.97%
Nat. Hawaiian/Pacific Islander	0.19%	0.18%	0.00%	0.55%	0.00%	0.00%	0.00%
Multi-Racial	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Unknown/Other	2.32%	2.37%	0.00%	0.55%	0.00%	3.00%	4.85%
Hispanic	4.59%	4.86%	6.67%	4.92%	0.00%	2.00%	1.94%



**Table 4. Loan Characteristics – 2013**

<b>DOWN PAYMENT</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<b>Yes</b>	96.86%	99.39%	73.33%	75.41%	87.50%	99.00%	100.00%
<b>No</b>	3.14%	0.61%	26.67%	24.59%	12.50%	1.00%	0.00%
# of loans with down payment	2,006	1,637	22	138	7	99	103
% of Acquisition Cost							
Mean*	5.83%	4.08%	3.84%	11.22%	10.90%	3.56%	28.82%
Median*	3.50%	3.50%	3.50%	3.50%	10.00%	3.50%	25.00%
<b>LOAN TYPE</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
Conventional Uninsured	6.13%	0.06%	0.00%	12.57%	12.50%	0.00%	99.03%
FHA	89.67%	99.03%	70.00%	55.19%	75.00%	98.00%	0.00%
RD	2.12%	0.24%	6.67%	20.22%	12.50%	0.00%	0.00%
VA	2.03%	0.67%	23.33%	12.02%	0.00%	2.00%	0.00%
Other	0.05%	0.00%	0.00%	0.00%	0.00%	0.00%	0.97%
<b>PITI</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<b>Mean</b>	\$734	\$762	\$762	\$662	\$741	\$739	\$406
<b>Median</b>	\$723	\$744	\$755	\$644	\$728	\$723	\$429
less than \$300	0.82%	0.12%	0.00%	1.09%	0.00%	0.00%	12.62%
\$300-399	3.19%	1.82%	3.33%	4.92%	0.00%	1.00%	24.27%
\$400-499	10.09%	6.80%	6.67%	17.49%	12.50%	5.00%	55.34%
\$500-599	13.38%	12.81%	16.67%	19.67%	0.00%	17.00%	7.77%
\$600-699	17.38%	18.09%	13.33%	17.49%	37.50%	23.00%	0.00%
\$700-799	20.47%	22.04%	20.00%	16.39%	12.50%	24.00%	0.00%
\$800-899	14.29%	15.79%	20.00%	7.65%	25.00%	14.00%	0.00%
\$900 or more	20.38%	22.53%	20.00%	15.30%	12.50%	16.00%	0.00%
<b>PITI % of INCOME</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<b>Mean</b>	18.88%	18.90%	17.74%	18.35%	22.83%	18.49%	19.86%
<b>Median</b>	18.14%	18.18%	17.15%	18.23%	22.29%	17.46%	18.22%
less than 15%	21.49%	20.64%	26.67%	30.05%	25.00%	26.00%	13.59%
15-19%	36.84%	37.64%	43.33%	27.87%	12.50%	32.00%	44.66%
20-24%	26.85%	26.96%	16.67%	26.23%	25.00%	28.00%	28.16%
25-29%	10.96%	10.99%	10.00%	12.57%	12.50%	10.00%	8.74%
30% or more	3.86%	3.76%	3.33%	3.28%	25.00%	4.00%	4.85%
<b>TARGETED AREA</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
<b>Yes</b>	9.56%	8.74%	3.33%	16.94%	12.50%	9.00%	11.65%
<b>No</b>	90.44%	91.26%	96.67%	83.06%	87.50%	91.00%	88.35%

\* Down payment as percent of acquisition cost is calculated only for the loans with a down payment.

**Table 5a. Geographic Distribution of Loans (Number and Percent) by Program, 2013**

*Percentage listed is within the program (column)*

<b>TENNESSEE</b>	<b>ALL</b>		<b>GS</b>		<b>GA</b>		<b>GR</b>		<b>GC</b>		<b>GC+</b>		<b>NS</b>	
Statewide	2,071		1,647	79.5%	30	1.4%	183	8.8%	8	0.4%	100	4.8%	103	5.0%
<b>GRAND DIVISIONS</b>	<b>ALL</b>		<b>GS</b>		<b>GA</b>		<b>GR</b>		<b>GC</b>		<b>GC+</b>		<b>NS</b>	
East	512	24.7%	351	21.3%	7	23.3%	62	33.9%	5	62.5%	35	35.0%	52	50.5%
Middle	1,224	59.1%	1,013	61.5%	20	66.7%	92	50.3%	2	25.0%	55	55.0%	42	40.8%
West	335	16.2%	283	17.2%	3	10.0%	29	15.8%	1	12.5%	10	10.0%	9	8.7%
<b>URBAN-RURAL</b>	<b>ALL</b>		<b>GS</b>		<b>GA</b>		<b>GR</b>		<b>GC</b>		<b>GC+</b>		<b>NS</b>	
Central City	657	31.7%	531	32.2%	3	10.0%	45	24.6%	3	37.5%	33	33.0%	42	40.8%
Suburb	1,327	64.1%	1,071	65.0%	26	86.7%	104	56.8%	5	62.5%	63	63.0%	58	56.3%
Rural	87	4.2%	45	2.7%	1	3.3%	34	18.6%	0	0.0%	4	4.0%	3	2.9%
<b>MSA</b>	<b>ALL</b>		<b>GS</b>		<b>GA</b>		<b>GR</b>		<b>GC</b>		<b>GC+</b>		<b>NS</b>	
Chattanooga	140	6.8%	105	6.4%	3	10.0%	17	9.3%	2	25.0%	9	9.0%	4	3.9%
Cleveland	47	2.3%	34	2.1%	0	0.0%	4	2.2%	1	12.5%	5	5.0%	3	2.9%
Johnson City	24	1.2%	14	0.9%	1	3.3%	3	1.6%	0	0.0%	2	2.0%	4	3.9%
Kingsport-Bristol	20	1.0%	11	0.7%	0	0.0%	1	0.5%	1	12.5%	1	1.0%	6	5.8%
Knoxville	226	10.9%	151	9.2%	3	10.0%	24	13.1%	2	25.0%	16	16.0%	30	29.1%
Morristown	25	1.2%	17	1.0%	0	0.0%	6	3.3%	0	0.0%	0	0.0%	2	1.9%
Clarksville	70	3.4%	54	3.3%	5	16.7%	6	3.3%	0	0.0%	5	5.0%	0	0.0%
Nashville	1,117	53.9%	945	57.4%	14	46.7%	67	36.6%	1	12.5%	48	48.0%	42	40.8%
Jackson	13	0.6%	11	0.7%	0	0.0%	1	0.5%	0	0.0%	1	1.0%	0	0.0%
Memphis	301	14.5%	259	15.7%	3	10.0%	20	10.9%	1	12.5%	9	9.0%	9	8.7%
East TN Non-MSA	35	1.7%	20	1.2%	0	0.0%	10	5.5%	0	0.0%	2	2.0%	3	2.9%
Middle TN Non-MSA	32	1.5%	13	0.8%	1	3.3%	16	8.7%	0	0.0%	2	2.0%	0	0.0%
West TN Non-MSA	21	1.0%	13	0.8%	0	0.0%	8	4.4%	0	0.0%	0	0.0%	0	0.0%

**Table 5b. Geographic Distribution of Loan Dollars by Program, 2013**

<b>TENNESSEE</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
Statewide	\$241,026,854	\$196,077,100	\$3,801,142	\$20,203,614	\$918,118	\$11,383,130	\$8,643,750
<b>GRAND DIV.</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
East	\$52,765,912	\$37,022,592	\$722,506	\$6,640,144	\$567,861	\$3,624,337	\$4,188,472
Middle	\$153,448,859	\$128,903,459	\$2,660,936	\$11,071,997	\$208,866	\$6,642,573	\$3,961,028
West	\$34,812,083	\$30,151,049	\$417,700	\$2,491,473	\$141,391	\$1,116,220	\$494,250
<b>URBAN-RURAL</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
Central City	\$71,242,526	\$59,164,406	\$296,655	\$4,619,911	\$353,041	\$3,452,226	\$3,356,287
Suburb	\$161,966,227	\$133,043,799	\$3,421,027	\$12,224,766	\$565,077	\$7,606,246	\$5,105,312
Rural	\$7,818,101	\$3,868,895	\$83,460	\$3,358,937	\$0	\$324,658	\$182,151
<b>MSA</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
Chattanooga	\$14,854,499	\$11,462,068	\$353,857	\$1,676,827	\$172,642	\$853,855	\$335,250
Cleveland	\$4,806,286	\$3,442,805	\$0	\$544,016	\$98,494	\$515,884	\$205,087
Johnson City	\$2,431,006	\$1,492,928	\$117,472	\$250,156	\$0	\$225,244	\$345,206
Kingsport-Bristol	\$1,707,035	\$917,453	\$0	\$73,260	\$116,326	\$95,243	\$504,753
Knoxville	\$23,953,086	\$16,586,848	\$251,177	\$2,631,025	\$256,711	\$1,761,300	\$2,466,025
Morristown	\$2,288,505	\$1,462,667	\$0	\$675,838	\$0	\$0	\$150,000
Clarksville	\$7,734,142	\$5,754,674	\$665,097	\$775,682	\$0	\$538,689	\$0
Nashville	\$142,174,734	\$121,867,773	\$1,912,379	\$8,348,963	\$132,554	\$5,952,037	\$3,961,028
Jackson	\$1,185,719	\$1,028,521	\$0	\$37,311	\$0	\$119,887	\$0
Memphis	\$31,922,624	\$28,041,351	\$417,700	\$1,831,599	\$141,391	\$996,333	\$494,250
East Non-MSA	\$3,267,213	\$1,724,591	\$0	\$1,187,660	\$0	\$172,811	\$182,151
Middle Non-MSA	\$2,998,265	\$1,214,244	\$83,460	\$1,548,714	\$0	\$151,847	\$0
West Non-MSA	\$1,703,740	\$1,081,177	\$0	\$622,563	\$0	\$0	\$0

**Table 6. Number of Mortgages by Program and County – 2013**

COUNTY	ALL		GS		GA		GR		GC		GC+		NS	
ANDERSON	20	1.0%	12	0.7%	2	6.7%	3	1.6%	0	0.0%	0	0.0%	3	2.9%
BEDFORD	2	0.1%	2	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
BENTON	1	0.0%	0	0.0%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
BBLEDSON	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
BLOUNT	45	2.2%	28	1.7%	1	3.3%	5	2.7%	0	0.0%	2	2.0%	9	8.7%
BRADLEY	46	2.2%	34	2.1%	0	0.0%	4	2.2%	1	12.5%	4	4.0%	3	2.9%
CAMPBELL	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
CANNON	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
CARROLL	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
CARTER	4	0.2%	2	0.1%	0	0.0%	2	1.1%	0	0.0%	0	0.0%	0	0.0%
CHEATHAM	13	0.6%	9	0.5%	1	3.3%	2	1.1%	0	0.0%	0	0.0%	1	1.0%
CHESTER	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
CLAIBORNE	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
CLAY	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
COCKE	4	0.2%	3	0.2%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
COFFEE	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
CROCKETT	3	0.1%	2	0.1%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
CUMBERLAND	3	0.1%	0	0.0%	0	0.0%	3	1.6%	0	0.0%	0	0.0%	0	0.0%
DAVIDSON	490	23.7%	410	24.9%	7	23.3%	27	14.8%	0	0.0%	19	19.0%	27	26.2%
DECATUR	2	0.1%	1	0.1%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
DEKALB	2	0.1%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	0	0.0%
DICKSON	8	0.4%	5	0.3%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	2	1.9%
DYER	1	0.0%	0	0.0%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
FAYETTE	3	0.1%	3	0.2%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
FENTRESS	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
FRANKLIN	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
GIBSON	5	0.2%	3	0.2%	0	0.0%	2	1.1%	0	0.0%	0	0.0%	0	0.0%
GILES	1	0.0%	0	0.0%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
GRAINGER	4	0.2%	3	0.2%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.0%
GREENE	6	0.3%	4	0.2%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	1	1.0%
GRUNDY	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
HAMBLETON	20	1.0%	14	0.9%	0	0.0%	4	2.2%	0	0.0%	0	0.0%	2	1.9%
HAMILTON	134	6.5%	103	6.3%	3	10.0%	14	7.7%	1	12.5%	9	9.0%	4	3.9%
HANCOCK	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
HARDEMAN	1	0.0%	0	0.0%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
HARDIN	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
HAWKINS	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
HAYWOOD	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
HENDERSON	4	0.2%	3	0.2%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
HENRY	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%

**Table 6. Number of Mortgages by Program and County – 2013, Continued**

COUNTY	ALL		GS		GA		GR		GC		GC+		NS	
HICKMAN	3	0.1%	2	0.1%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
HOUSTON	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
HUMPHREYS	1	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	0	0.0%
JACKSON	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
JEFFERSON	5	0.2%	3	0.2%	0	0.0%	2	1.1%	0	0.0%	0	0.0%	0	0.0%
JOHNSON	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
KNOX	132	6.4%	94	5.7%	0	0.0%	13	7.1%	2	25.0%	12	12.0%	11	10.7%
LAKE	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
LAUDERDALE	3	0.1%	3	0.2%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
LAWRENCE	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
LEWIS	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
LINCOLN	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
LOUDON	13	0.6%	8	0.5%	0	0.0%	2	1.1%	0	0.0%	1	1.0%	2	1.9%
MACON	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
MADISON	9	0.4%	8	0.5%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	0	0.0%
MARION	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
MARSHALL	2	0.1%	1	0.1%	1	3.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
MAURY	44	2.1%	39	2.4%	0	0.0%	1	0.5%	0	0.0%	2	2.0%	2	1.9%
MCMINN	2	0.1%	1	0.1%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
MCNAIRY	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
MEIGS	2	0.1%	2	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
MONROE	5	0.2%	4	0.2%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
MONTGOMERY	70	3.4%	54	3.3%	5	16.7%	6	3.3%	0	0.0%	5	5.0%	0	0.0%
MOORE	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
MORGAN	5	0.2%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	4	3.9%
OBION	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
OVERTON	4	0.2%	0	0.0%	0	0.0%	4	2.2%	0	0.0%	0	0.0%	0	0.0%
PERRY	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
PICKETT	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
POLK	1	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	0	0.0%
PUTNAM	15	0.7%	6	0.4%	0	0.0%	9	4.9%	0	0.0%	0	0.0%	0	0.0%
RHEA	4	0.2%	1	0.1%	0	0.0%	3	1.6%	0	0.0%	0	0.0%	0	0.0%
ROANE	4	0.2%	3	0.2%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	0	0.0%
ROBERTSON	22	1.1%	18	1.1%	0	0.0%	2	1.1%	1	12.5%	1	1.0%	0	0.0%
RUTHERFORD	330	15.9%	280	17.0%	3	10.0%	23	12.6%	0	0.0%	22	22.0%	2	1.9%
SCOTT	3	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	2	1.9%
SEQUATCHIE	5	0.2%	1	0.1%	0	0.0%	3	1.6%	1	12.5%	0	0.0%	0	0.0%
SEVIER	5	0.2%	4	0.2%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
SHELBY	292	14.1%	253	15.4%	3	10.0%	17	9.3%	1	12.5%	9	9.0%	9	8.7%
SMITH	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%

**Table 6. Mortgages (Number and Percent) by Program and County – 2013, Continued**

COUNTY	ALL		GS		GA		GR		GC		GC+		NS	
STEWART	1	0.0%	1	0.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
SULLIVAN	19	0.9%	10	0.6%	0	0.0%	1	0.5%	1	12.5%	1	1.0%	6	5.8%
SUMNER	100	4.8%	91	5.5%	2	6.7%	4	2.2%	0	0.0%	1	1.0%	2	1.9%
TIPTON	6	0.3%	3	0.2%	0	0.0%	3	1.6%	0	0.0%	0	0.0%	0	0.0%
TROUSDALE	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
UNICOI	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
UNION	3	0.1%	2	0.1%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
VAN BUREN	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
WARREN	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
WASHINGTON	20	1.0%	12	0.7%	1	3.3%	1	0.5%	0	0.0%	2	2.0%	4	3.9%
WAYNE	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
WEAKLEY	1	0.0%	0	0.0%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%
WHITE	2	0.1%	0	0.0%	0	0.0%	2	1.1%	0	0.0%	0	0.0%	0	0.0%
WILLIAMSON	56	2.7%	48	2.9%	0	0.0%	4	2.2%	0	0.0%	1	1.0%	3	2.9%
WILSON	51	2.5%	43	2.6%	1	3.3%	2	1.1%	0	0.0%	2	2.0%	3	2.9%

**Table 7. Dollar Amount of Mortgages by Program and County – 2013**

COUNTY	ALL	GS	GA	GR	GC	GC+	NS
ANDERSON	\$1,805,526	\$1,066,508	\$134,333	\$356,435	\$0	\$0	\$248,250
BEDFORD	\$191,467	\$191,467	\$0	\$0	\$0	\$0	\$0
BENTON	\$56,000	\$0	\$0	\$56,000	\$0	\$0	\$0
BBLEDSOE	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BLOUNT	\$5,105,339	\$3,384,892	\$116,844	\$427,165	\$0	\$233,688	\$942,750
BRADLEY	\$4,731,859	\$3,442,805	\$0	\$544,016	\$98,494	\$441,457	\$205,087
CAMPBELL	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CANNON	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CARROLL	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CARTER	\$358,498	\$185,575	\$0	\$172,923	\$0	\$0	\$0
CHEATHAM	\$1,260,415	\$929,270	\$85,806	\$181,339	\$0	\$0	\$64,000
CHESTER	\$147,283	\$147,283	\$0	\$0	\$0	\$0	\$0
CLAIBORNE	\$163,386	\$163,386	\$0	\$0	\$0	\$0	\$0
CLAY	\$0	\$0	\$0	\$0	\$0	\$0	\$0
COCKE	\$355,697	\$177,228	\$0	\$178,469	\$0	\$0	\$0
COFFEE	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CROCKETT	\$161,028	\$123,717	\$0	\$37,311	\$0	\$0	\$0
CUMBERLAND	\$355,869	\$0	\$0	\$355,869	\$0	\$0	\$0
DAVIDSON	\$60,775,957	\$51,530,090	\$997,954	\$3,302,939	\$0	\$2,334,098	\$2,610,876
DECATUR	\$149,541	\$92,297	\$0	\$57,244	\$0	\$0	\$0
DEKALB	\$174,136	\$88,271	\$0	\$0	\$0	\$85,865	\$0
DICKSON	\$916,542	\$623,387	\$0	\$83,460	\$0	\$0	\$209,695
DYER	\$150,228	\$0	\$0	\$150,228	\$0	\$0	\$0
FAYETTE	\$365,261	\$365,261	\$0	\$0	\$0	\$0	\$0
FENTRESS	\$0	\$0	\$0	\$0	\$0	\$0	\$0
FRANKLIN	\$57,931	\$57,931	\$0	\$0	\$0	\$0	\$0
GIBSON	\$494,492	\$326,087	\$0	\$168,405	\$0	\$0	\$0
GILES	\$116,745	\$0	\$0	\$116,745	\$0	\$0	\$0
GRAINGER	\$409,322	\$299,072	\$0	\$0	\$0	\$0	\$110,250
GREENE	\$401,704	\$241,364	\$0	\$0	\$0	\$62,840	\$97,500
GRUNDY	\$0	\$0	\$0	\$0	\$0	\$0	\$0
HAMBLEN	\$1,750,937	\$1,176,449	\$0	\$424,488	\$0	\$0	\$150,000
HAMILTON	\$14,196,232	\$11,278,751	\$353,857	\$1,278,189	\$96,330	\$853,855	\$335,250
HANCOCK	\$0	\$0	\$0	\$0	\$0	\$0	\$0
HARDEMAN	\$73,265	\$0	\$0	\$73,265	\$0	\$0	\$0
HARDIN	\$50,076	\$50,076	\$0	\$0	\$0	\$0	\$0
HAWKINS	\$38,293	\$38,293	\$0	\$0	\$0	\$0	\$0
HAYWOOD	\$109,479	\$109,479	\$0	\$0	\$0	\$0	\$0
HENDERSON	\$290,311	\$226,893	\$0	\$63,418	\$0	\$0	\$0
HENRY	\$0	\$0	\$0	\$0	\$0	\$0	\$0
HICKMAN	\$269,931	\$182,642	\$0	\$87,289	\$0	\$0	\$0
HOUSTON	\$0	\$0	\$0	\$0	\$0	\$0	\$0

**Table 7. Dollar Amount of Mortgages by Program and County – 2013, Continued**

COUNTY	ALL	GS	GA	GR	GC	GC+	NS
HUMPHREYS	\$65,982	\$0	\$0	\$0	\$0	\$65,982	\$0
JACKSON	\$0	\$0	\$0	\$0	\$0	\$0	\$0
JEFFERSON	\$537,568	\$286,218	\$0	\$251,350	\$0	\$0	\$0
JOHNSON	\$0	\$0	\$0	\$0	\$0	\$0	\$0
KNOX	\$14,498,407	\$10,533,744	\$0	\$1,536,118	\$256,711	\$1,331,334	\$840,500
LAKE	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LAUDERDALE	\$211,104	\$211,104	\$0	\$0	\$0	\$0	\$0
LAWRENCE	\$82,478	\$82,478	\$0	\$0	\$0	\$0	\$0
LEWIS	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LINCOLN	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LOUDON	\$1,355,245	\$865,205	\$0	\$229,675	\$0	\$98,090	\$162,275
MACON	\$0	\$0	\$0	\$0	\$0	\$0	\$0
MADISON	\$877,408	\$757,521	\$0	\$0	\$0	\$119,887	\$0
MARION	\$116,549	\$116,549	\$0	\$0	\$0	\$0	\$0
MARSHALL	\$157,101	\$73,641	\$83,460	\$0	\$0	\$0	\$0
MAURY	\$5,134,614	\$4,628,057	\$0	\$101,750	\$0	\$210,907	\$193,900
MCMINN	\$266,651	\$67,651	\$0	\$199,000	\$0	\$0	\$0
MCNAIRY	\$0	\$0	\$0	\$0	\$0	\$0	\$0
MEIGS	\$149,736	\$149,736	\$0	\$0	\$0	\$0	\$0
MONROE	\$389,064	\$324,413	\$0	\$64,651	\$0	\$0	\$0
MONTGOMERY	\$7,734,142	\$5,754,674	\$665,097	\$775,682	\$0	\$538,689	\$0
MOORE	\$0	\$0	\$0	\$0	\$0	\$0	\$0
MORGAN	\$262,197	\$100,197	\$0	\$0	\$0	\$0	\$162,000
OBION	\$65,241	\$65,241	\$0	\$0	\$0	\$0	\$0
OVERTON	\$382,725	\$0	\$0	\$382,725	\$0	\$0	\$0
PERRY	\$0	\$0	\$0	\$0	\$0	\$0	\$0
PICKETT	\$0	\$0	\$0	\$0	\$0	\$0	\$0
POLK	\$74,427	\$0	\$0	\$0	\$0	\$74,427	\$0
PUTNAM	\$1,474,608	\$627,864	\$0	\$846,744	\$0	\$0	\$0
RHEA	\$449,763	\$146,301	\$0	\$303,462	\$0	\$0	\$0
ROANE	\$331,437	\$233,249	\$0	\$0	\$0	\$98,188	\$0
ROBERTSON	\$2,743,779	\$2,264,299	\$0	\$258,655	\$132,554	\$88,271	\$0
RUTHERFORD	\$41,851,447	\$35,660,560	\$440,686	\$2,855,147	\$0	\$2,763,612	\$131,442
SCOTT	\$194,622	\$0	\$0	\$0	\$0	\$109,971	\$84,651
SEQUATCHIE	\$541,718	\$66,768	\$0	\$398,638	\$76,312	\$0	\$0
SEVIER	\$540,721	\$454,512	\$0	\$86,209	\$0	\$0	\$0
SHELBY	\$30,901,674	\$27,304,448	\$417,700	\$1,547,552	\$141,391	\$996,333	\$494,250
SMITH	\$0	\$0	\$0	\$0	\$0	\$0	\$0
STEWART	\$92,592	\$92,592	\$0	\$0	\$0	\$0	\$0
SULLIVAN	\$1,668,742	\$879,160	\$0	\$73,260	\$116,326	\$95,243	\$504,753
SUMNER	\$13,628,785	\$12,584,467	\$265,353	\$527,030	\$0	\$111,935	\$140,000
TIPTON	\$655,689	\$371,642	\$0	\$284,047	\$0	\$0	\$0



**Table 7. Dollar Amount of Mortgages by Program and County – 2013, Continued**

<b>COUNTY</b>	<b>ALL</b>	<b>GS</b>	<b>GA</b>	<b>GR</b>	<b>GC</b>	<b>GC+</b>	<b>NS</b>
TROUSDALE	\$0	\$0	\$0	\$0	\$0	\$0	\$0
UNICOI	\$0	\$0	\$0	\$0	\$0	\$0	\$0
UNION	\$185,613	\$103,981	\$0	\$81,632	\$0	\$0	\$0
VAN BUREN	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WARREN	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WASHINGTON	\$2,072,508	\$1,307,353	\$117,472	\$77,233	\$0	\$225,244	\$345,206
WAYNE	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WEAKLEY	\$54,003	\$0	\$0	\$54,003	\$0	\$0	\$0
WHITE	\$202,500	\$0	\$0	\$202,500	\$0	\$0	\$0
WILLIAMSON	\$8,956,440	\$7,913,944	\$0	\$614,360	\$0	\$122,236	\$305,900
WILSON	\$6,636,824	\$5,551,057	\$122,580	\$336,994	\$0	\$320,978	\$305,215

**Table 9. Selected Characteristics by County – 2013**

COUNTY	# Loans	Service Index	Borrower Characteristics			Property Characteristics			
			Age*	HH Size	Income*	Price	Sq. Ft	Year Built	PITI: % Income*
			----- AVERAGE VALUES -----						
ANDERSON	20	0.80	34	2	\$35,259	\$95,887	1,281	1968	20.3%
BEDFORD	2	0.14	NA	2	NA	NA	1,518	1983	NA
BENTON	1	0.33	NA	2	NA	NA	1,217	1995	NA
BBLEDSOE	0	0.00	NA	NA	NA	NA	NA	NA	NA
BLOUNT	45	1.38	37	2	\$46,451	\$122,524	1,406	1982	18.2%
BRADLEY	46	1.40	32	2	\$41,757	\$106,903	1,281	1987	18.9%
CAMPBELL	0	0.00	NA	NA	NA	NA	NA	NA	NA
CANNON	0	0.00	NA	NA	NA	NA	NA	NA	NA
CARROLL	0	0.00	NA	NA	NA	NA	NA	NA	NA
CARTER	4	0.21	NA	3	NA	NA	1,463	1978	NA
CHEATHAM	13	1.61	45	1	\$44,480	\$101,556	1,189	1986	18.4%
CHESTER	1	0.22	NA	1	NA	NA	2,038	2005	NA
CLAIBORNE	1	0.12	NA	2	NA	NA	1,336	2007	NA
CLAY	0	0.00	NA	NA	NA	NA	NA	NA	NA
COCKE	4	0.33	NA	3	NA	NA	1,452	1975	NA
COFFEE	0	0.00	NA	NA	NA	NA	NA	NA	NA
CROCKETT	3	0.67	NA	2	NA	NA	1,422	1996	NA
CUMBERLAND	3	0.22	NA	2	NA	NA	1,763	1990	NA
DAVIDSON	490	1.66	35	2	\$51,017	\$128,880	1,435	1986	19.5%
DECATUR	2	0.55	NA	4	NA	NA	1,912	1969	NA
DEKALB	2	0.37	NA	4	NA	NA	1,575	1970	NA
DICKSON	8	0.53	34	3	\$46,351	\$124,937	1,532	2002	16.8%
DYER	1	0.07	NA	4	NA	NA	3,086	1986	NA
FAYETTE	3	0.48	NA	2	NA	NA	1,731	1998	NA
FENTRESS	0	0.00	NA	NA	NA	NA	NA	NA	NA
FRANKLIN	1	0.10	NA	1	NA	NA	1,485	1908	NA
GIBSON	5	0.31	NA	3	NA	NA	1,510	1992	NA
GILES	1	0.11	NA	3	NA	NA	1,534	2000	NA
GRAINGER	4	0.87	NA	2	NA	NA	1,597	2003	NA
GREENE	6	0.31	40	2	\$36,760	\$72,933	1,349	2005	13.3%
GRUNDY	0	0.00	NA	NA	NA	NA	NA	NA	NA
HAMBLEN	20	1.11	39	2	\$34,789	\$90,946	1,242	1984	18.1%
HAMILTON	134	1.05	34	2	\$48,046	\$110,543	1,437	1969	18.0%
HANCOCK	0	0.00	NA	NA	NA	NA	NA	NA	NA
HARDEMAN	1	0.14	NA	2	NA	NA	2,047	1958	NA
HARDIN	1	0.13	NA	1	NA	NA	1,089	1969	NA
HAWKINS	1	0.06	NA	2	NA	NA	1,296	2004	NA
HAYWOOD	1	0.13	NA	3	NA	NA	1,522	1979	NA
HENDERSON	4	0.62	NA	2	NA	NA	1,304	1991	NA
HENRY	0	0.00	NA	NA	NA	NA	NA	NA	NA

**Table 9. Selected Characteristics by County – 2013, Continued**

COUNTY	Borrower Characteristics					Property Characteristics			
	# Loans	Service Index	Age*	HH Size	Income*	Price*	Sq. Ft	Year Built	PITI: % Income*
			----- AVERAGE VALUES -----						
HICKMAN	3	0.50	NA	5	NA	NA	1,471	2000	NA
HOUSTON	0	0.00	NA	NA	NA	NA	NA	NA	NA
HUMPHREYS	1	0.19	NA	1	NA	NA	1,383	1941	NA
JACKSON	0	0.00	NA	NA	NA	NA	NA	NA	NA
JEFFERSON	5	0.36	NA	3	NA	NA	1,445	1992	NA
JOHNSON	0	0.00	NA	NA	NA	NA	NA	NA	NA
KNOX	132	0.78	34	2	\$45,358	\$113,975	1,342	1983	19.0%
LAKE	0	0.00	NA	NA	NA	NA	NA	NA	NA
LAUDERDALE	3	0.33	NA	2	NA	NA	1,379	1978	NA
LAWRENCE	1	0.10	NA	4	NA	NA	1,574	1992	NA
LEWIS	0	0.00	NA	NA	NA	NA	NA	NA	NA
LINCOLN	0	0.00	NA	NA	NA	NA	NA	NA	NA
LOUDON	13	1.00	30	3	\$52,788	\$110,840	1,481	2002	14.0%
MACON	0	0.00	NA	NA	NA	NA	NA	NA	NA
MADISON	9	0.26	36	2	\$43,507	\$99,289	1,730	1987	NA
MARION	1	0.13	NA	1	NA	NA	1,212	1973	NA
MARSHALL	2	0.22	NA	4	NA	NA	1,548	1989	NA
MAURY	44	1.76	38	2	\$49,689	\$121,210	1,435	1993	NA
MCMINN	2	0.14	NA	1	NA	NA	2,084	1979	NA
MCNAIRY	0	0.00	NA	NA	NA	NA	NA	NA	NA
MEIGS	2	0.71	NA	3	NA	NA	1,632	2003	NA
MONROE	5	0.40	NA	3	NA	NA	1,366	1996	NA
MONTGOMERY	70	1.39	34	2	\$45,802	\$112,624	1,308	1989	NA
MOORE	0	0.00	NA	NA	NA	NA	NA	NA	NA
MORGAN	5	1.46	NA	3	NA	NA	1,472	2013	NA
OBION	1	0.10	NA	4	NA	NA	2,044	2006	NA
OVERTON	4	0.86	NA	3	NA	NA	1,501	1980	NA
PERRY	0	0.00	NA	NA	NA	NA	NA	NA	NA
PICKETT	0	0.00	NA	NA	NA	NA	NA	NA	NA
POLK	1	0.28	NA	3	NA	NA	1,440	2001	NA
PUTNAM	15	0.53	32	2	\$40,638	\$99,770	1,407	1978	18.2%
RHEA	4	0.50	NA	3	NA	NA	1,777	1990	NA
ROANE	4	0.26	NA	2	NA	NA	1,525	1992	NA
ROBERTSON	22	1.36	36	3	\$57,213	\$126,718	1,556	1983	19.7%
RUTHERFORD	330	4.19	33	2	\$52,675	\$129,687	1,536	1998	19.0%
SCOTT	3	0.42	NA	2	NA	NA	1,244	2013	NA
SEQUATCHIE	5	1.29	NA	3	NA	NA	1,711	2004	NA
SEVIER	5	0.16	NA	2	NA	NA	1,448	1989	NA
SHELBY	292	0.81	35	2	\$47,995	\$112,417	1,718	1969	19.6%
SMITH	0	0.00	NA	NA	NA	NA	NA	NA	NA

**Table 9. Selected Characteristics by County – 2013, Continued**

Borrower Characteristics						Property Characteristics			
COUNTY	# Loans	Service Index	Age*	HH Size	Income*	Price*	Sq. Ft	Year Built	PITI % Income*
			----- AVERAGE VALUES -----						
STEWART	1	0.31	NA	5	NA	NA	1,944	2000	NA
SULLIVAN	19	0.44	40	2	\$35,009	\$103,511	1,393	1983	22.9%
SUMNER	100	2.40	34	3	\$56,528	\$139,973	1,606	1986	18.7%
TIPTON	6	0.37	43	3	\$61,404	\$111,583	1,397	1995	13.3%
TROUSDALE	0	0.00	NA	NA	NA	NA	NA	NA	NA
UNICOI	0	0.00	NA	NA	NA	NA	NA	NA	NA
UNION	3	0.64	NA	3	NA	NA	1,656	1993	NA
VAN BUREN	0	0.00	NA	NA	NA	NA	NA	NA	NA
WARREN	0	0.00	NA	NA	NA	NA	NA	NA	NA
WASHINGTON	20	0.49	35	2	\$41,340	\$111,864	1,307	1989	18.2%
WAYNE	0	0.00	NA	NA	NA	NA	NA	NA	NA
WEAKLEY	1	0.07	NA	1	NA	NA	1,792	1993	NA
WHITE	2	0.30	NA	3	NA	NA	1,431	1950	NA
WILLIAMSON	56	2.53	34	3	\$61,612	\$166,320	1,652	2000	19.2%
WILSON	51	2.39	33	2	\$56,124	\$134,998	1,485	1987	17.6%

\*In the counties with 5 or less loans, the information about the borrower's age, the income of the borrower and the acquisition cost are suppressed to protect the anonymity of the borrowers.

**Map 1: Service Index by County, 2013**

