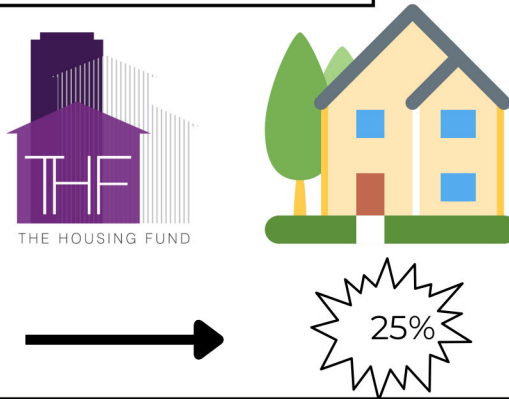


How Shared Equity Works

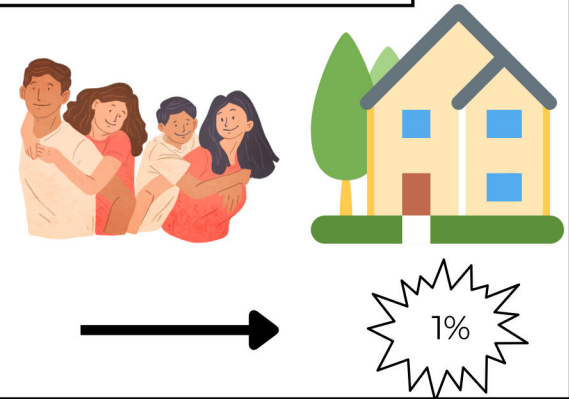
Here is a family who wants to buy a home but cannot afford to...



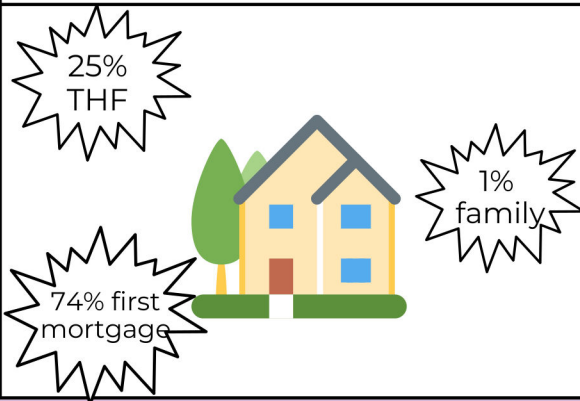
Shared Equity covers about 25% of the cost to buy the home.



The family makes a 1% contribution to the purchase price.



Now, the family only needs a mortgage loan for 74% of the home's cost!



The Family is able to purchase the home.



A decade passes & the family is ready to move.

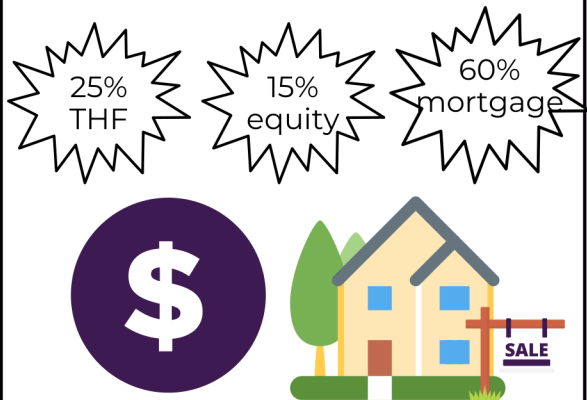


They've built equity by making their mortgage payments.

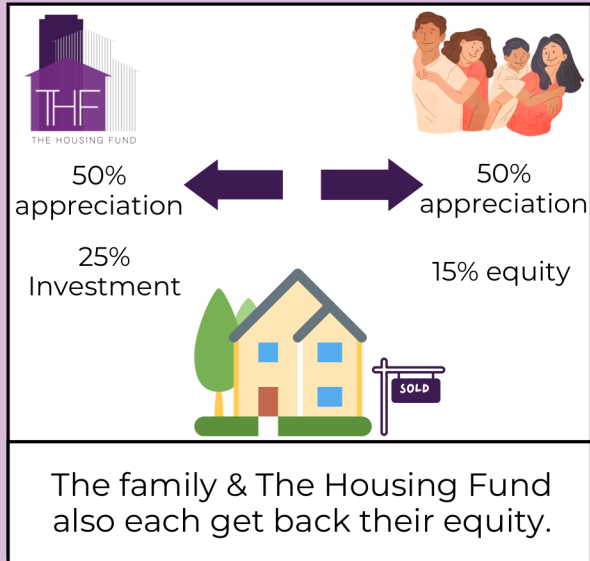
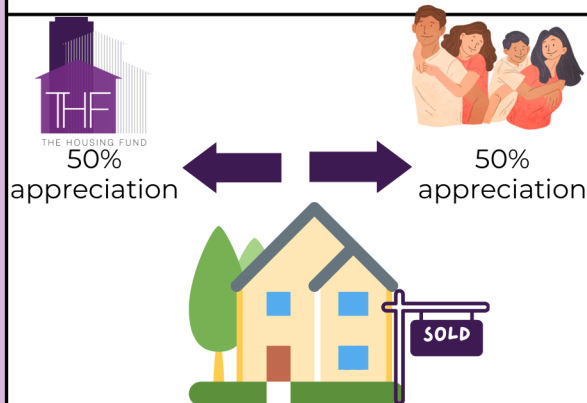


How Shared Equity Works

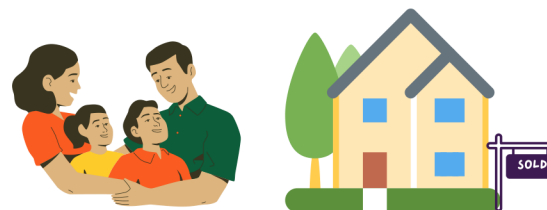
The house also appreciated in value.



When the home sells, the family and The Housing Fund share the appreciation.



Since the property is now worth more, shared equity claims some of the appreciation to increase its investment.



Now another family can afford to purchase the home by sharing equity with THF!



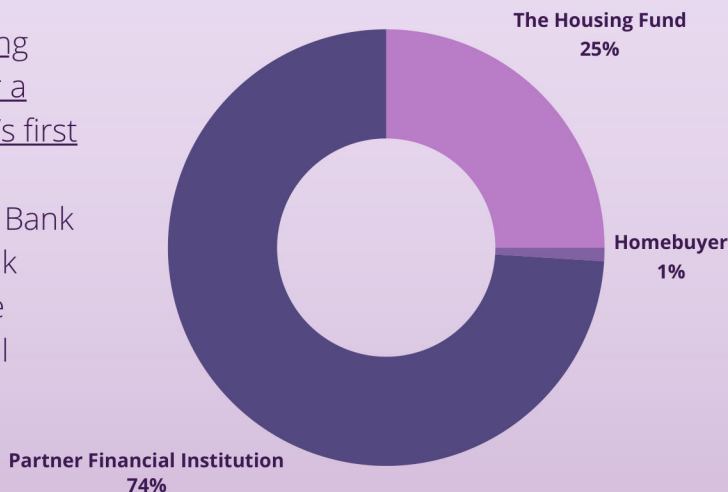
Shared Equity Homeownership

Shared Equity is a powerful lending tool to help limited-income Tennesseans access the dream of homeownership.

In return for receiving substantial assistance toward a home purchase, the property's appreciation in value gets shared between the first-time homebuyer, future homeowners, and the larger community.

THF's Lending Partners for a homebuyer's first mortgage:

- Citizens Bank
- FirstBank
- Pinnacle Financial



Once the homeowner is ready to move, they must sell to another qualified low- to moderate-income buyer. In order for THF to preserve the property's *long-term* affordability:

- THF gets back its 25% contribution at 0% interest
- THF then *reinvests* those funds back into the home by helping the next buyer with another 25% contribution toward their total purchase price.

Contact:

Candice Winburn
Senior Mortgage Advisor
615-515-2211
candice@thehousingfund.org



Homebuyer Initiated



Through their first-mortgage lender, a client comes to THF for a Shared Equity loan and finds a qualifying property on their own.

The Housing Fund Initiated



A client applies for a Shared Equity home loan to buy an available property in THF's portfolio.

Income Criteria: Buyer must make under 120% of Area Median Income.

Max % AMI	Households With:							
	1 person	2 people	3 people	4 people	5 people	6 people	7 people	8 people
80%	\$59,850	\$68,400	\$76,950	\$85,500	\$92,350	\$99,200	\$106,050	\$112,900
100%	\$74,813	\$85,500	\$96,188	\$106,875	\$115,438	\$124,000	\$132,563	\$141,125
120%	\$89,775	\$102,600	\$115,425	\$128,250	\$138,525	\$148,800	\$159,075	\$169,350

Above Guidelines are for Nashville-Davidson County MSA. Additional TN county Guidelines can be found online at: [TheHousingFund.org/income-guidelines/](https://www.thehousingfund.org/income-guidelines/)