



IMPACT REPORT 2019



THE HOUSING FUND

305 11th Ave South Nashville, TN 37203



www.thehousingfund.org

Tel: 615-780-7000

YEAR IN REVIEW

Mission Statement

“The Housing Fund (THF) provides resources and creative leadership to help individuals and communities create and maintain affordable and healthy places in which low- and moderate-income people live.”



New Capitalization Opportunities

Providing Leadership in Affordable Housing

Stronger Strategic Partnerships

Building Relevant Lending Products



TO OUR INVESTORS AND PARTNERS

Strategic Highlights

In 2019, we had tremendous success with achieving our strategic goals; the partnership with the City of Nashville and Moody Nolan to build the community land trust was impactful. Our ability to leverage private resources was appreciated and highly recognized during the creation of the “*Under One Roof*” Affordable Housing agenda established by the Mayor’s Office.



Financial Highlights

Interest income is still the primary source of income which is a direct reflection of our ability to move capital. The greatest impact on our financials in 2019 were an increase in donations, both in terms of monetary support and undeveloped scattered site land as part of the community land trust.

Operating Highlights

Improved internal processes and strategic outreach by staff increased lending opportunities and expanded our reach to support low- and moderate-income people beyond Middle Tennessee. We made several changes to our internal policies to enhance our capacity to provide access to capital to more communities throughout Tennessee.

“We continue a comprehensive approach to provide resources and creative leadership to better serve communities.”

Looking Ahead

Our success in 2019 means an aggressive approach to move even more capital in 2020. We are encouraged by your willingness to invest in The Housing Fund and your commitment to partner which furthers our ability to advance our mission geographically in order to improve more communities and help more families.

Marshall E. Crawford, Jr, MPA
President & Chief Executive Officer

PROGRAMMATIC SUMMARY



FY 2019 - Development Lending

No. of Units - 70

Total Funded - \$3.1 million

Total Project Cost - \$8.9 million

FY 2019- Consumer Lending

No. of Units - 134

Total Funded - \$1.4 million

Total Leveraged - \$24.3 million

FY 2019 - Loan Servicing

Units in Portfolio - 1,115

Total \$ Loans - \$12.1 million

Total \$ Folio - \$14.8 million

Highlights:

- *Homeownership Education and Money Management - 456 participants*
- *Blessing Estates - Subdivision of 34 single family homes located in Gallatin, TN*
- *Crossroads Campus - Land acquisition, Nashville, TN*
- *Be A Helping Hand - Large single-family homes, North Nashville, TN*
- *Manna Café - Clarksville, TN*
- *Community Land Trust - "Legacy Project" w/ Moody Nolan & Messer Construction - 3 bedroom & 2 bath, Napier Community, Nashville, TN*



- *Leveraged \$24.3 million in first mortgage lending utilizing down payment assistance*

Top Banks:

- US Bank (9 loans & \$2.1 million); Synovus Bank (5 loans & \$771k)

Top Brokers:

- The Mortgage Firm (15 loans & \$2.8 million); SWBC Mortgage (10 loans & \$2.4 million)