



# THE HOUSING FUND **2021 IMPACTS**

The Housing Fund 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.



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THE HOUSING FUND  
**2021 IMPACTS**

THE HOUSING FUND CONTINUES TO BE  
A THOUGHT LEADER, PROVIDING CREATIVE  
SOLUTIONS TO AFFORDABLE HOUSING ISSUES,  
INCLUDING PROVIDING GRANT RESOURCES TO  
PRESERVE HOMEOWNERSHIP.

THROUGH BOTH THE HOUSING RESILIENCY  
FUND, AS WELL AS MULTIPLE GRANT  
RESOURCES, OVER 400 HOMEOWNERS WERE  
ASSISTED WITH FINANCIAL RESOURCES TO  
ALLOW THEM TO REMAIN IN THEIR HOMES.







The Housing Fund had another record-breaking year, providing resources and creative leadership throughout the state of Tennessee. A total of 229 families received downpayment assistance, allowing them to achieve their dream of homeownership.

**THF lent over \$2.5 million, leveraging over \$54.5 million in first mortgage lending.**

Providing education services is a critical component for new homeowners. **THF educated 386 households during the year.**

Development Lending Activities totaled over \$8 million, leveraging over \$125 million in project costs. **THF's funding assisted in the creation of over 400 affordable housing units.**

# 01 SUMMARY



**\$9,754,520** in new lending

**\$6,232,134** in new investment

**\$2,626,675** net increase in lending

**412** units financed through development lending

**237** DPA loans

**246** Homebuyer Education Clients

**140** Money Management Clients

**78** Metro Cares Clients



02

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# HIGHLIGHTS

**\$34,871,467** in Total Assets

**\$22,047,012** in Total Liabilities

**\$12,824,455** in Total Equity

**COMMERCIAL**

Through The Housing Fund's development lending, THF has leveraged \$125 Million in FY21 with great impact to create and maintain 409 affordable housing and community facilities that are key to building and strengthening communities across the state. THF funded over \$8 million, which created 408 new homes, 1 rehabilitated existing housing unit, and built 16,000 square feet of facilities in order to provide vital services to low and moderate income families.

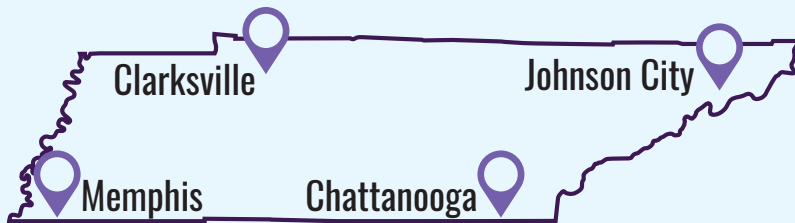
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**Over \$8 million**  
in Development Lending  
Activities



## CONSUMER

The Housing Fund's down payment assistance programs have empowered nearly 4,000 Tennessee families to achieve the dream of homeownership. Our downpayment assistance loans have helped clients from Johnson City to Memphis, Clarksville to Chattanooga and everywhere in between. By bridging the gap between renting and owning, these homeowners are able to build wealth, while creating long term stability for their families.





Community impact initiatives are important because they create opportunities that are otherwise unavailable to certain members of our community.



This past year, The Housing Fund was focused on three initiatives that moved the affordable housing community closer to a community that we will all agree is fair, equitable and making a social return on our investment that will continue to pay dividends for years to come - **The Housing Resiliency Fund, The Power of Ten,** and the **Community Land Trust.**



**386 Households**

Homebuyer Education  
Participants

THE HOUSING FUND  
**2021 IMPACTS**

04

COMMUNITY

## COMMUNITY LAND TRUST

The Community Land Trust is an affordable homeownership opportunity to help more families own homes and build wealth. The Housing Fund has its first CLT property that is ready for its first homeowners, with two others in various stages of development.



COMMUNITY



## POWER OF 10

The Power of 10 is an initiative that works to put capital into the hands of our clients as quickly as possible. We have continued to expand this program to help those that have been affected by the pandemic and natural disasters. The Power of 10 consists of at least 10 organizations and institutions are committed to serving more than 100 families to maintain and preserve 1,000 properties by providing grants up to \$10,000 with an initial investment of \$100,000 to leverage \$1,000,000.

## HOME BUYER EDUCATION

in partnership with eHome America, The Housing Fund offers homebuyer education and money management courses that equip clients to be protected from financial mistakes and teach them to have a budget that sets them up for success.



**Over \$54.5 million**  
in First Mortgage Lending

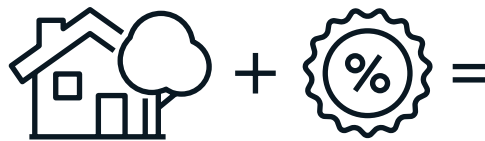
THE HOUSING FUND  
**2021 IMPACTS**

COMMUNITY

## THE HOUSING RESILIENCY FUND

The Housing Resiliency Fund is a grant supported by Amazon to help offset the property tax increase for low- to moderate-income homeowners in Nashville. The primary objective of The Housing Resiliency Fund is to preserve affordability for existing homeowners.

RESILIENCY



**Preserving Affordability**



**THE HOUSING RESILIENCY FUND**

A Grant Powered By Amazon

END OF FISCAL YEAR REPORTING  
FRIDAY, SEPTEMBER 30, 2021

<b>Paid</b>	<b>\$ 249,131</b>
<b>Committed</b>	<b>\$ 1,216,985</b>

Metric	Number	Percentage
<b>Overall Number of Households Served</b>		
Total # of applications received	1098	
Total # of active applications	738	67%
Total # of households served	479	65%
Total # of households funded	453	95%
Total # of households referred for additional services	64	13%
Total # of households who received additional information (website, information forums, etc.)	453	100%
# of individuals in household (size, if known)	541	1.2
Household race and ethnicity		
African Americans	286	54%
Caucasian Americans	130	24%
Asian Americans	92	17%
Hispanic/Latino	24	5%
Differently-abled	43	8%
<b>Work, Income, Assets</b>		
Number of households served at or below 80% AMI	336	74%
Number of households served between 80% to 100% AMI	67	15%
Number of households served between 100% to 120% AMI	51	11%
% of employed residents		71%
SSI		24%
<b>Areas Served (Zip Codes)</b>		
Antioch (37013/37211)	217	48%
East Nashville (37206/37216)	52	12%
North Nashville (37207/37208/37218)	182	40%

## THE LEADERSHIP TEAM



**Marshall E. Crawford,  
Jr., MPA**  
President and CEO



**David Parrish**  
Senior Vice President &  
Chief Financial Officer



**Angela Belcher**  
Senior Vice President,  
Chief Lending Officer



**Terry Woodall**  
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