



This document describes the Housing Finance Agency (HFA) Hardest-Hit Fund (HHF) data that state HFAs are required to provide to Bank of New York Mellon. It includes quarterly borrower characteristic data and program specific performance data. All HFA HHF data submitted to Bank of New York Mellon must be accurate, complete, and in agreement with retained HFA records. Data should be reported by each state HFA by the 15th of the month following the quarter.

Data requested in the "Borrower Characteristic" worksheet should be reported in aggregate for all HHF programs run by the state HFA. Program specific data is separated into reporting tabs for each individual program. State HFAs should report program performance data on an individual program basis. A data dictionary has been provided to assist in the definition of each data point.

**Template Version Date: August 2011**

# Tennessee

## HFA Performance Data Reporting- Borrower Characteristics

		QTD	Cumulative
<b>Unique Borrower Count</b>			
	Number of Unique Borrowers Receiving Assistance	512	1267
	Number of Unique Borrowers Denied Assistance**	101	340
	Number of Unique Borrowers Withdrawn from Program***	77	121
	Number of Unique Borrowers in Process	458	N/A
	Total Number of Unique Borrower Applicants	1148	2186
<b>Borrower Income (\$)</b>			
	Above \$90,000	0.00%	0.00%
	\$70,000- \$89,000	0.20%	0.16%
	\$50,000- \$69,000	4.88%	3.24%
	Below \$50,000	94.92%	96.61%
<b>Borrower Income as Percent of Area Median Income (AMI)</b>			
	Above 120%	0.39%	0.39%
	110%- 119%	0.20%	0.32%
	100%- 109%	0.78%	0.55%
	90%- 99%	1.37%	1.34%
	80%- 89%	1.17%	0.63%
	Below 80%	96.09%	96.76%
<b>Geographic Breakdown (by county)</b>			
	Anderson	4	6
	Bedford	12	25
	Benton	0	0
	Bledsoe	1	2
	Blount	5	10
	Bradley	2	14
	Campbell	2	3
	Cannon	0	0
	Carroll	4	7
	Carter	4	7
	Cheatham	8	10
	Chester	1	2
	Claiborne	0	1
	Clay	1	2
	Cocke	2	5
	Coffee	2	5
	Crockett	0	0
	Cumberland	2	3
	Davidson	84	209
	Decatur	1	1
	DeKalb	2	3
	Dickson	3	9
	Dyer	2	4
	Fayette	2	4
	Fentress	1	1
	Franklin	0	2
	Gibson	4	10
	Giles	0	3
	Grainger	1	2
	Greene	1	11

# Tennessee

## HFA Performance Data Reporting- Borrower Characteristics

		QTD	Cumulative
	Grundy	0	1
	Hamblen	3	16
	Hamilton	27	110
	Hancock	0	0
	Hardeman	0	2
	Hardin	1	2
	Hawkins	2	5
	Haywood	1	3
	Henderson	1	2
	Henry	1	1
	Hickman	0	1
	Houston	1	2
	Humphreys	0	0
	Jackson	0	1
	Jefferson	4	10
	Johnson	0	2
	Knox	20	50
	Lake	1	1
	Lauderdale	2	4
	Lawrence	2	3
	Lewis	1	9
	Lincoln	1	2
	Loudon	4	6
	McMinn	1	8
	McNairy	3	5
	Macon	0	3
	Madison	6	18
	Marion	2	2
	Marshall	5	9
	Maury	7	19
	Meigs	2	2
	Monroe	0	1
	Montgomery	7	17
	Moore	0	0
	Morgan	0	0
	Obion	6	8
	Overton	1	3
	Perry	0	0
	Pickett	0	1
	Polk	0	2
	Putnam	4	7
	Rhea	1	6
	Roane	0	1
	Robertson	8	12
	Rutherford	43	106
	Scott	1	1
	Sequatchie	1	1
	Sevier	3	10
	Shelby	127	275
	Smith	2	9

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# Tennessee

## HFA Performance Data Reporting- Borrower Characteristics

		QTD	Cumulative
	Stewart	2	2
	Sullivan	1	12
	Sumner	16	38
	Tipton	3	10
	Trousdale	0	1
	Unicoi	2	3
	Union	1	1
	Van Buren	2	2
	Warren	0	7
	Washington	6	24
	Wayne	0	1
	Weakley	3	4
	White	2	4
	Williamson	9	15
	Wilson	12	23

### Home Mortgage Disclosure Act (HMDA)

<i><b>Borrower</b></i>			
<b>Race</b>			
	American Indian or Alaskan Native	4	8
	Asian	5	11
	Black or African American	196	468
	Native Hawaiian or other Pacific Islander	1	1
	White	291	753
	Information not provided by borrower	15	26
<b>Ethnicity</b>			
	Hispanic or Latino	12	27
	Not Hispanic or Latino	500	1240
	Information not provided by borrower	0	0
<b>Sex</b>			
	Male	211	517
	Female	299	748
	Information not provided by borrower	2	2
<b>Co-Borrower</b>			
<b>Race</b>			
	American Indian or Alaskan Native	0	0
	Asian	2	3
	Black or African American	12	29
	Native Hawaiian or other Pacific Islander	0	0
	White	46	111
	Information not provided by borrower	35	115
<b>Ethnicity</b>			
	Hispanic or Latino	1	3
	Not Hispanic or Latino	94	255
	Information not provided by borrower	0	0
<b>Sex</b>			
	Male	26	63
	Female	60	147
	Information not provided by borrower	9	48

### Hardship

<b>Tennessee</b>			
<b>HFA Performance Data Reporting- Borrower Characteristics</b>			
		<b>QTD</b>	<b>Cumulative</b>
	Unemployment	423	1087
	Underemployment	89	180
	Divorce	0	0
	Medical Condition	0	0
	Death	0	0
	Other	0	0
<b>Current Loan to Value Ratio (LTV)</b>			
	<100%	70.31%	71.82%
	100%-109%	12.11%	11.92%
	110%-120%	7.81%	7.58%
	>120%	9.77%	8.68%
<b>Current Combined Loan to Value Ratio (CLTV)</b>			
	<100%	69.34%	69.30%
	100%-119%	20.31%	21.39%
	120%-139%	6.64%	5.92%
	140%-159%	2.15%	1.66%
	>=160%	1.56%	1.74%
<b>Delinquency Status (%)</b>			
	Current	16.60%	23.05%
	30+	6.05%	7.34%
	60+	7.23%	9.55%
	90+	70.12%	60.06%
<b>Household Size</b>			
	1	154	402
	2	132	362
	3	111	235
	4	66	156
	5+	49	112

\*The Geographic Breakdown, Hardship Information, HMDA fields as well as Median Household Size should be reported in whole number format.

All other Borrower Characteristic fields should be reported as %

\*\*4 borrowers rejected in the previous quarters reapplied after changes were made to the program eligibility rules and they were closed in the first quarter of 2012.

\*\*\*One borrower withdrew in the fourth quarter of 2011, then reapplied and closed in the first quarter of 2012.

<b>Tennessee</b>			
<b>HFA Performance Data Reporting- Program Performance</b>			
<b>Hardest Hit Fund Program</b>			
		<b>QTD</b>	<b>Cumulative</b>
<b>Program Intake/Evaluation</b>			
<i>Approved</i>			
Number of Applications Approved		512	1267
% of Total Number of Applications		44.60%	57.96%
<i>Denied</i>			
Number of Applications Denied		101	340
% of Total Number of Applications		8.80%	15.55%
<i>Withdrawn</i>			
Number of Applications Withdrawn		77	121
% of Total Number of Applications		6.71%	5.54%
<i>In Process</i>			
Number of Applications In Process		458	N/A
% of Total Number of Applications		39.90%	N/A
<i>Total</i>			
Total Number of Applications Received		1148	2186
Number of Borrowers Participating in Other HFA HHF Programs or Program Components		0	0
<b>Program Characteristics</b>			
<b>General Characteristics</b>			
Median 1st Lien Housing Payment Before Assistance		705.415	799.65
Median 1st Lien Housing Payment After Assistance		0	0
Median 2nd Lien Housing Payment Before Assistance		0	0
Median 2nd Lien Housing Payment After Assistance		N/A	N/A
Median 1st Lien UPB Before Program Entry		73701.315	93120.1
Median 1st Lien UPB After Program Entry		N/A	N/A
Median 2nd Lien UPB Before Program Entry		0	0
Median 2nd Lien UPB After Program Entry		N/A	N/A
Median Principal Forgiveness <sup>1</sup>		0	0
Median Length of Time Borrower Receives Assistance		N/A	3
Median Assistance Amount		3129.62	8505.305
<b>Assistance Characteristics</b>			
Assistance Provided to Date*		5614151.74	<b>10858837.95</b>
Total Lender/Servicer Assistance Amount		N/A	N/A
Borrowers Receiving Lender/Servicer Match (%)		N/A	N/A
Median Lender/Servicer Assistance per Borrower		N/A	N/A
<b>Other Characteristics</b>			
Median Length of Time from Initial Request to Assistance Granted		132	114
<i>Current</i>			
Number		85	292
%		16.60%	23.05%
<i>Delinquent (30+)</i>			
Number		31	93
%		6.05%	7.34%
<i>Delinquent (60+)</i>			
Number		37	121
%		7.23%	9.55%
<i>Delinquent (90+)</i>			
Number		359	761
%		70.12%	60.06%

<b>Tennessee</b>			
<b>HFA Performance Data Reporting- Program Performance</b>			
<b>Hardest Hit Fund Program</b>			
		<b>QTD</b>	<b>Cumulative</b>
<b>Program Outcomes</b>			
	Borrowers No Longer in the HHF Program (Program Completion/Transition or Alternative Outcomes)	128	217
<b>Alternative Outcomes</b>			
	<i>Foreclosure Sale</i>		
	Number	0	0
	%	0.00%	0.00%
	<i>Cancelled</i>		
	Number	2	4
	%	1.56%	1.84%
	<i>Deed in Lieu</i>		
	Number	0	0
	%	0.00%	0.00%
	<i>Short Sale</i>		
	Number**	1	2
	%	0.78%	0.92%
<b>Program Completion/ Transition</b>			
	<i>Loan Modification Program</i>		
	Number	0	0
	%	0.00%	0.00%
	<i>Re-employed/ Regain Appropriate Employment Level</i>		
	Number	0	0
	%	0.00%	0.00%
	<i>Reinstatement/Current/Payoff</i>		
	Number	125	211
	%	97.66%	97.24%
	<i>Short Sale</i>		
	Number	N/A	N/A
	%	N/A	N/A
	<i>Deed in Lieu</i>		
	Number	N/A	N/A
	%	N/A	N/A
	<i>Other - Borrower Still Owns Home</i>		
	Number	0	0
	%	0.00%	0.00%
<b>Homeownership Retention<sup>2</sup></b>			
	Six Months Number	N/A	426
	Six Months %	N/A	99.30%
	Twelve Months Number	N/A	8
	Twelve Months %	N/A	100.00%
	Unreachable Number	N/A	0
	Unreachable %	N/A	0.00%

1. Includes second mortgage settlement

2. Borrower still owns home

\*It was noted that one HHF transaction was initially charged to Admin, whereas this payment was actually an HOA fee.

As a result, this transaction was not included on the previously submitted Q1\_2012 Performance Report. This revised report corrects that.

\*\*One short sale happened in the fourth quarter of 2011, but THDA did not receive recorded lien release until January 2012.

Therefore, that short sale was not reported in the fourth quarter of 2011.

## Data Dictionary

### HFA Performance Data Reporting- Borrower Characteristics

The Following Data Points Are To Be Reported In Aggregate For All Programs:

Unique Borrower Count		
	Number of Unique Borrowers Receiving Assistance	Total number of <b>unique</b> borrowers having received some form of assistance under any one of the HFA's programs. The number of borrowers represented in the other "Borrower Characteristics" fields should foot to this number.
	Number of Unique Borrowers Denied Assistance	Total number of <b>unique</b> borrowers <b>not</b> receiving assistance under any of the programs and not withdrawn
	Number of Unique Borrowers Withdrawn from Program	Total number of <b>unique</b> borrowers who <b>do not</b> receive assistance under any program because of voluntary withdrawal after approval or failure to complete application despite attempts by the HFA
	Number of Unique Borrowers in Process	Total number of <b>unique</b> borrowers who have not been decided for any program and are pending review. This should be reported in the QTD column only.
	Total Number of Unique Applicants	Total number of <b>unique</b> borrowers. This should be the total of the four above fields (using the QTD column for in process borrowers).
Borrower Income		
	All Categories	At the time of assistance, borrower's annual income (\$) rounded to the nearest thousand.
Borrower Income as Percent of Area Median Income (AMI)		
	All Categories	At the time of assistance, borrower's annual income as a percentage of area median income.
Geographic Breakdown (by County)		
	All Categories	Number of aggregate borrowers assisted in each county listed.
Home Mortgage Disclosure Act (HMDA)		
	<b>Borrower</b>	
	<b>Race</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Ethnicity</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Sex</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Co-Borrower</b>	
	<b>Race</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Ethnicity</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
	<b>Sex</b>	
	All Categories	All totals for the aggregate number of borrowers assisted.
Hardship		
	All Categories	All totals for the aggregate number of borrowers assisted.
Current Loan to Value Ratio (LTV)		
	All Categories	Market loan to value ratio calculated using the unpaid principal balance at the time of assistance divided by the most current valuation at the time of assistance.
Current Combined Loan to Value Ratio (CLTV)		
	All Categories	Market combined loan to value ratio calculated using the unpaid principal balance for all first and junior liens at the time of assistance divided by the most current valuation at the time of assistance.
Delinquency Status (%)		
	All Categories	Delinquency status at the time of assistance.
Household Size		
	All Categories	Household size at the time of assistance.
HFA Performance Data Reporting- Program Performance		
The Following Data Points Are To Be Reported In Aggregate For All Programs		
Program Intake/Evaluation		
	<b>Approved</b>	
	Number of Applications Approved	The total number of applications approved for assistance for the specific program
	% of Total Number of Applications	Total number of applications approved for assistance for the specific program divided by the total number of applications received for the specific program.
	<b>Denied</b>	
	Number of Applications Denied	The total number of applications denied for assistance for the specific program. A borrower that has provided the necessary information for consideration for program assistance, but is not approved for this assistance.
	% of Total Number of Applications	Total number of applications denied for assistance for the specific program divided by the total number of applications received for the specific program.
	<b>Withdrawn</b>	
	Number of Applications Withdrawn	The total number of applications withdrawn from the specific program. A withdrawal is defined as a borrower who was approved but never received funding, or a borrower who drops out of the process despite attempts by the HFA to complete application.
	% of Total Number of Applications	Total number of applications for assistance withdrawn for the specific program divided by the total number of applications received for the specific program.
	<b>In Process</b>	
	Number of Applications In Process	The total number of applications for the specific program that have not been decided and are pending review. This should be reported in the QTD column only.
	% of Total Number of Applications	Total number of applications for the specific program that have not been decided and are pending review divided by the total number of applications received for the specific program.



## Data Dictionary

### HFA Performance Data Reporting- Borrower Characteristics The Following Data Points Are To Be Reported In Aggregate For All Programs:

<i>Total</i>	
Total Number of Applications Received	Total number of applications received for the specific program (approved, denied, withdrawn and QTD in process).
Number of Borrowers Participating in Other HFA HHF Programs or Program Components	Number of households participating in other HFA sponsored HHF programs or other HHF program components.
Program Characteristics	
General Characteristics	
Median 1st Lien Housing Payment Before Assistance	Median first lien housing payment <b>paid by homeowner</b> for all approved applicants prior to receiving assistance. In other words, the median contractual borrower payment on their first lien before receiving assistance.
Median 1st Lien Housing Payment After Assistance	Median first lien housing payment <b>paid by homeowner</b> for after receiving assistance. In other words, the median contractual first lien payment less HFA contribution.
Median 2nd Lien Housing Payment Before Assistance	Median second lien housing payment <b>paid by homeowner</b> for all approved applicants prior to receiving assistance. In other words, the median contractual borrower payment on their second lien before receiving assistance.
Median 2nd Lien Housing Payment After Assistance	Median second lien housing payment <b>paid by homeowner</b> for after receiving assistance. In other words, the median contractual second lien payment less HFA contribution.
Median 1st Lien UPB Before Program Entry	Median principal balance of all applicants approved for assistance prior to receiving assistance.
Median 1st Lien UPB After Program Entry	Median principal balance of all applicants approved for assistance after receiving assistance.
Median 2nd Lien UPB Before Program Entry	Median second lien principal balance of all applicants approved for assistance prior to receiving assistance.
Median 2nd Lien UPB After Program Entry	Median second lien principal balance of all applicants approved for assistance after receiving assistance.
Median Principal Forgiveness	Median amount of principal forgiveness granted (\$). This should only include extinguished fees in the event that those fees have been capitalized. *Includes second lien extinguishment
Median Length of Time Borrower Receives Assistance	Median length of time a borrower receives on-going assistance (e.g., unemployment programs). Please report in months (round up to closest integer). This only need be reported in the cumulative column.
Median Assistance Amount	Median amount of assistance (\$).
Assistance Characteristics	
Assistance Provided	assistance).
Total Lender/Servicer Assistance Amount	Total amount of aggregate assistance provided by the lenders / servicers (does not include HFA assistance). Lender waiving fees and / or forbearance does not count towards lender / servicer assistance.
Borrowers Receiving Lender/Servicer Match (%)	Percent of borrowers receiving lender/servicer match out of the total number of assisted applicants.
Median Lender/Servicer Assistance per Borrower	Median lender/servicer matching amount (for borrowers receiving matching)
Other Characteristics	
Median Length of Time from Initial Request to Assistance Granted	Median length of time from initial contact with borrower (general eligibility determination) to granted assistance. Please report in days (round up to closest integer).
<i>Current</i>	
Number	Number of households current at the time assistance is received.
%	Percent of current households divided by the total number of approved applicants.
<i>Delinquent (30+)</i>	
Number	Number of households 30+ days delinquent but less than 60 days delinquent at the time assistance is received.
%	Percent of 30+ days delinquent but less than 60 days delinquent households divided by the total number of approved applicants.
<i>Delinquent (60+)</i>	
Number	Number of households 60+ days delinquent but less than 90 days delinquent at the time assistance is received.
%	number of approved applicants.
<i>Delinquent (90+)</i>	
Number	Number of households 90+ Days delinquent at the time assistance is received.
%	Percent of 90+ days delinquent households divided by the total number of approved applicants.
Program Outcomes	
Borrowers No Longer in the HHF Program (Program Completion/Transition or Alternative Outcome)	Number of households who are not longer in the HFA program and reach an alternative outcome or program completion/transition.
Alternative Outcomes	
<i>Foreclosure Sale</i>	
Number	Number of households transitioned out of the HHF program into a foreclosure sale as an alternative outcome of the program.
%	Percent of transitioned households that resulted in foreclosure.
<i>Cancelled</i>	
Number	Number of borrowers who were <b>approved and funded</b> , then were disqualified or voluntarily withdrew from the program without re-employment or other intended transition.
%	Percent of transitioned households that were cancelled from the program.
<i>Deed in Lieu</i>	

## Data Dictionary

### HFA Performance Data Reporting- Borrower Characteristics The Following Data Points Are To Be Reported In Aggregate For All Programs:

	Number	Number of households transitioned out of the HHF program into a deed in lieu as an alternative outcome of the program.
	%	Percent of transitioned households that resulted in deed in lieu.
<b>Short Sale</b>		
	Number	Number of households transitioned out of the HHF program into a short sale as an alternative outcome of the program.
	%	Percent of transitioned households that resulted in short sale.
<b>Program Completion/ Transition</b>		
<i>Loan Modification Program</i>		
	Number	Number of households that transitioned into a loan modification program (such as the Making Home Affordable Program)
	%	Percent of transitioned households entering a loan modification program.
<i>Re-employed/ Regain Appropriate Employment Level</i>		
	Number	Number of households transitioned out of the program due to regaining employment and/or appropriate levels of employment.
	%	Percent of transitioned households that resulted in re-employment or regained employment levels.
<i>Reinstatement/Current/Payoff</i>		
	Number	Number of households transitioned out of the program due to reinstating/bringing loan current or paying off their mortgage loan.
	%	Percent of transitioned households that resulted in reinstatement/current or payoff.
<i>Short Sale</i>		
	Number	Number of households transitioned out of the HHF program into a short sale as the desired outcome of the program.
	%	Percent of transitioned households that resulted in short sale.
<i>Deed in Lieu</i>		
	Number	Number of households transitioned out of the HHF program into a deed in lieu as the desired outcome of the program.
	%	Percent of transitioned households that resulted in a deed in lieu
<i>Other - Borrower Still Owns Home</i>		
	Number	Number of households transitioned out of the HHF program not falling into one of the transition categories above, but still maintaining ownership of the home.
	%	Percent of transitioned households in this category
<b>Homeownership Retention<sup>1</sup></b>		
	Six Months	Number of households assisted by the program in which the borrower retains ownership 6 months post receipt of initial assistance.
	%	Percent of households assisted by the program in which the borrower retains ownership 6 months post receipt of initial assistance divided by the total number of households assisted by the program 6 months prior to reporting period.
	Twelve Months	Number of households assisted by the program in which borrower retains ownership 12 months post receipt of initial assistance.
	%	Percent of households assisted by the program in which the borrower retains ownership 12 months post receipt of initial assistance divided by the total number of households assisted by the program 12 months prior to reporting period.
	Unreachable	Number of homes assisted by the program that are unable to be verified by any means.
	%	Percent of homes assisted by the Program that are unable to be verified by any means.

1. Borrower still owns home

\* Information should reflect quarterly activity (e.g., borrowers assisted during the reporting quarter)