



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: April 2012

Tennessee			
HFA Performance Data Reporting- Borrower Characteristics			
		QTD	Cumulative
Unique Borrower Count			
	Number of Unique Borrowers Receiving Assistance	495	1763
	Number of Unique Borrowers Denied Assistance	117	450
	Number of Unique Borrowers Withdrawn from Program	87	211
	Number of Unique Borrowers in Process	312	N/A
	Total Number of Unique Borrower Applicants	1011	2736
Borrower Income (\$)			
	Above \$90,000	0.00%	0.00%
	\$70,000- \$89,000	0.61%	0.28%
	\$50,000- \$69,000	2.43%	3.00%
	Below \$50,000	96.96%	96.71%
Borrower Income as Percent of Area Median Income (AMI)			
	Above 120%	1.01%	0.57%
	110%- 119%	0.40%	0.34%
	100%- 109%	0.81%	0.74%
	90%- 99%	0.81%	1.19%
	80%- 89%	0.40%	0.68%
	Below 80%	96.56%	96.48%
Geographic Breakdown (by county)			
	Anderson	2	8
	Bedford	2	27
	Benton	1	1
	Bledsoe	1	3
	Blount	4	14
	Bradley	4	18
	Campbell	0	3
	Cannon	0	0
	Carroll	1	8
	Carter	2	9
	Cheatham	5	15
	Chester	0	2
	Claiborne	2	3
	Clay	1	3
	Cocke	1	6
	Coffee	1	6
	Crockett	2	2
	Cumberland	1	4
	Davidson	94	303
	Decatur	0	1
	DeKalb	1	4
	Dickson	6	15
	Dyer	1	5
	Fayette	1	5
	Fentress	2	3
	Franklin	0	2
	Gibson	1	11
	Giles	3	6
	Grainger	0	2
	Greene	3	14
	Grundy	3	4
	Hamber	4	21

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Tennessee

HFA Performance Data Reporting- Borrower Characteristics

		QTD	Cumulative
	Hamilton	19	129
	Hancock	0	0
	Hardeman	1	3
	Hardin	0	2
	Hawkins	0	5
	Haywood	2	5
	Henderson	0	2
	Henry	1	2
	Hickman	3	4
	Houston	1	3
	Humphreys	1	1
	Jackson	0	1
	Jefferson	9	19
	Johnson	0	2
	Knox	34	84
	Lake	0	1
	Lauderdale	1	5
	Lawrence	2	5
	Lewis	1	10
	Lincoln	4	6
	Loudon	2	8
	McMinn	6	14
	McNairy	2	7
	Macon	2	5
	Madison	6	24
	Marion	1	3
	Marshall	1	10
	Maury	3	22
	Meigs	0	2
	Monroe	2	3
	Montgomery	9	26
	Moore	0	0
	Morgan	0	0
	Obion	3	11
	Overton	0	3
	Perry	1	1
	Pickett	1	2
	Polk	1	3
	Putnam	1	8
	Rhea	1	7
	Roane	3	4
	Robertson	8	20
	Rutherford	28	135
	Scott	3	4
	Sequatchie	2	3
	Sevier	4	14
	Shelby	119	393
	Smith	3	12
	Stewart	1	3
	Sullivan	5	17
	Sumner	9	47

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Tennessee

HFA Performance Data Reporting- Borrower Characteristics

		QTD	Cumulative
	Tipton	7	17
	Trousdale	0	1
	Unicoi	0	3
	Union	0	1
	Van Buren	1	3
	Warren	2	9
	Washington	7	31
	Wayne	0	1
	Weakley	2	6
	White	2	6
	Williamson	12	27
	Wilson	7	30

Home Mortgage Disclosure Act (HMDA)

<i>Borrower</i>			
Race			
	American Indian or Alaskan Native	4	12
	Asian	1	12
	Black or African American	181	649
	Native Hawaiian or other Pacific Islander	1	2
	White	296	1050
	Information not provided by borrower	12	38
Ethnicity			
	Hispanic or Latino	9	36
	Not Hispanic or Latino	486	1727
	Information not provided by borrower	0	0
Sex			
	Male	206	724
	Female	276	1025
	Information not provided by borrower	13	14
<i>Co-Borrower</i>			
Race			
	American Indian or Alaskan Native	0	0
	Asian	0	3
	Black or African American	10	39
	Native Hawaiian or other Pacific Islander	0	0
	White	59	170
	Information not provided by borrower	30	144
Ethnicity			
	Hispanic or Latino	0	3
	Not Hispanic or Latino	99	353
	Information not provided by borrower	0	0
Sex			
	Male	26	106
	Female	60	238
	Information not provided by borrower	13	12

Hardship

	Unemployment	408	1495
	Underemployment	87	268
	Divorce	0	0
	Medical Condition	0	0
	Death	0	0

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Tennessee			
HFA Performance Data Reporting- Borrower Characteristics			
		QTD	Cumulative
	Other	0	0
Current Loan to Value Ratio (LTV)			
	<100%	71.05%	71.62%
	100%-109%	10.73%	11.58%
	110%-120%	8.30%	7.78%
	>120%	9.92%	9.02%
Current Combined Loan to Value Ratio (CLTV)			
	<100%	69.23%	69.30%
	100%-119%	19.84%	20.94%
	120%-139%	7.29%	6.36%
	140%-159%	1.42%	1.59%
	>=160%	2.23%	1.82%
Delinquency Status (%)			
	Current	15.99%	21.06%
	30+	6.88%	7.21%
	60+	9.11%	9.42%
	90+	68.02%	62.32%
Household Size			
	1	146	548
	2	142	504
	3	85	320
	4	75	231
	5+	47	160

***The Geographic Breakdown, Hardship Information, HMDA fields as well as Median Household Size should be All other Borrower Characteristic fields should be reported as %**

*One borrower who was reported as "receiving assistance" in the first quarter of 2012 was actually committed in the first quarter, and in the second quarter of 2012, the borrower withdrew.

Two (2) borrowers started receiving assistance in the first quarter of 2012, but they were not reported in the previous report because they were not entered the system.

Therefore the cumulative number of borrowers reported as "receiving assistance" is different than the number reported in the first quarter of 2012.

**One borrower who was denied in the first quarter of 2012 was reported as still in application process. Eight (8) borrowers denied in the previous quarters reapplied after changes were made to the program eligibility rules. Three (3) of them started receiving assistance, two (2) of them withdrew their applications, one (1) of them is still in application process, and two of them are denied again in the second quarter of 2012. For these reasons, the cumulative number of denied borrowers are different.

***Three borrowers who withdrew their applications were mistakenly reported as "cancelled" in the previous quarters.

Tennessee

HFA Performance Data Reporting- Program Performance Hardest Hit Fund Program

		QTD	Cumulative
Program Intake/Evaluation			
<i>Approved</i>			
Number of Borrowers Receiving Assistance*		495	1763
% of Total Number of Applications		48.96%	64.44%
<i>Denied</i>			
Number of Borrowers Denied**		117	450
% of Total Number of Applications		11.57%	16.45%
<i>Withdrawn</i>			
Number of Borrowers Withdrawn***		87	211
% of Total Number of Applications		8.61%	7.71%
<i>In Process</i>			
Number of Borrowers In Process		312	N/A
% of Total Number of Applications		30.86%	N/A
<i>Total</i>			
Total Number of Borrowers Applied		1011	2736
Number of Borrowers Participating in Other HFA HHF Programs or Program Components		0	0
Program Characteristics			
General Characteristics			
Median 1st Lien Housing Payment Before Assistance		815.165	803.18
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		92060.925	92532.1
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 ¹		0	0
Median Length of Time Borrower Receives Assistance		N/A	5
Median Assistance Amount		2635.5	9960.665
Assistance Characteristics			
Assistance Provided to Date****		5765710.93	16624548.88
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
Other Characteristics			
Median Length of Time from Initial Request to Assistance Granted		114	114
<i>Current</i>			
Number		79	371
%		15.96%	21.04%
<i>Delinquent (30+)</i>			
Number		34	127
%		6.87%	7.20%
<i>Delinquent (60+)</i>			
Number		45	166
%		9.09%	9.42%
<i>Delinquent (90+)</i>			
Number		337	1099
%		68.08%	62.34%

Tennessee

HFA Performance Data Reporting- Program Performance Hardest Hit Fund Program

		QTD	Cumulative
Program Outcomes			
	Borrowers No Longer in the HHF Program (Program Completion/Transition or Alternative Outcomes)	325	589
Alternative Outcomes			
<i>Foreclosure Sale</i>			
	Number	1	1
	%	0.31%	0.17%
<i>Cancelled¹</i>			
	Number	1	1
	%	0.31%	0.17%
<i>Deed in Lieu</i>			
	Number	0	0
	%	0.00%	0.00%
<i>Short Sale</i>			
	Number	1	3
	%	0.31%	0.51%
Program Completion/ Transition			
<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/Payoff¹</i>			
	Number	322	584
	%	99.08%	99.15%
<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%
Homeownership Retention²			
	Six Months Number	N/A	752
	Six Months %	N/A	99.60%
	Twelve Months Number	N/A	168
	Twelve Months %	N/A	99.41%
	Twenty-four Months Number	N/A	0
	Twenty-four Months %	N/A	0.00%
	Unreachable Number	N/A	0
	Unreachable %	N/A	0.00%

1. Includes second mortgage settlement

2. Borrower still owns home

*One borrower who was reported as "receiving assistance" in the first quarter of 2012 was actually committed in the first quarter, and in the second quarter of 2012, the borrower withdrew.

Two (2) borrowers started receiving assistance in the first quarter of 2012, but they were not reported in the previous report because they were not entered the system.

Tennessee

HFA Performance Data Reporting- Program Performance Hardest Hit Fund Program

QTD

Cumulative

Therefore the cumulative number of borrowers reported as "receiving assistance" is different than the number reported in the first quarter of 2012.

****Revised on August 16, 2012. The total difference between the amount of program expenses as shown on the Q2 Quarterly Performance Report and the amount shown on the Q2 Quarterly Financial Reports is \$17,925.37. This discrepancy is based on the following variances:

1) During the quarter, a refund of program expenses was received, but not deducted from the amount of program expenses as reported on the Q2 Quarterly Performance Report. This variance was detected when performing routine reconciliation procedures that were not complete as of July 15th, the deadline for submitting the Q2 APR. The amount of this overstatement was \$16,764.60.

2) One component of program expenses on the Q2 Quarterly Performance Report was entered incorrectly. Likewise, this variance was detected during routine reconciliation procedures. The amount of this data entry error was \$5.00.

3) A variance between the amount of HHF program disbursements as posted to THDA's General Ledger and the amount actually paid was detected. This resulted in an over-statement of program expenses on the Q2 Quarterly Performance Report. This variance was detected during routine bank reconciliation procedures, which were completed after July 15th. The amount of this overstatement was \$1,155.77.

**One borrower who was denied in the first quarter of 2012 was reported as still in application process. Eight (8) borrowers rejected in the previous quarters reapplied after changes were made to the program eligibility rules. Three (3) of them started receiving assistance, two (2) of them withdrew their applications, one (1) of them is still in application process, and two of them are denied again in the second quarter of 2012. For these reasons, the cumulative number of denied borrowers are different.

***Three (3) borrowers who withdrew their applications were mistakenly reported as "cancelled" in the previous quarters.

^One borrower was mistakenly reported as cancelled in the previous quarter.

^51 borrowers who completed the program in the previous quarters were not reported in the previous quarters' reports.

Data Dictionary

HFA Performance Data Reporting- Borrower Characteristics

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

Unique Borrower Count

		Total number of unique 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 Receiving Assistance	Total number of unique borrowers not receiving assistance under any of the programs and not withdrawn
	Number of Unique Borrowers Denied Assistance	Total number of unique borrowers who do not 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 Withdrawn from Program	Total number of unique borrowers who have not been decided for any program and are pending review. This should be reported in the QTD column only.
	Number of Unique Borrowers in Process	Total number of unique borrowers. This should be the total of the four above fields (using the QTD column for in process borrowers).
	Total Number of Unique Applicants	

Borrower Income

	All Categories	At the time of assistance, borrower's annual income (\$) rounded to the nearest thousand.
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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.
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Geographic Breakdown (by County)

	All Categories	Number of aggregate borrowers assisted in each county listed.
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Home Mortgage Disclosure Act (HMDA)

	Borrower	
	Race	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Ethnicity	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Sex	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Co-Borrower	
	Race	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Ethnicity	
	All Categories	All totals for the aggregate number of borrowers assisted.
	Sex	
	All Categories	All totals for the aggregate number of borrowers assisted.

Hardship

	All Categories	All totals for the aggregate number of borrowers assisted.
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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.
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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.
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Delinquency Status (%)

	All Categories	Delinquency status at the time of assistance.
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Household Size

	All Categories	Household size at the time of assistance.
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HFA Performance Data Reporting- Program Performance

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

Program Intake/Evaluation

	<i>Approved</i>	
	Number of Borrowers Receiving Assistance	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.
	<i>Denied</i>	
	Number of Borrowers 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.
	<i>Withdrawn</i>	
	Number of Borrowers 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.
	<i>In Process</i>	
	Number of Borrowers 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.
	<i>Total</i>	
	Total Number of Borrowers Applied	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 paid by homeowner 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 paid by homeowner 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 paid by homeowner 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 paid by homeowner 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 approved and funded , 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>		
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.
<i>Short Sale</i>		
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.

Program Completion/ Transition	
<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
Homeownership Retention ¹	
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.
Twenty-four Months	Number of households assisted by the program in which borrower retains ownership 24 months post receipt of initial assistance.
%	Percent of households assisted by the program in which the borrower retains ownership 24 months post receipt of initial assistance divided by the total number of households assisted by the program 24 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)	