

# Making a Great Choice

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LINDSAY HALL

# Building a Remote Sales Team



# Co-Branding for Industry Partners

## Down Payment Assistance

*We can help cover your down payment and closing costs when you're approved for a Great Choice Home Loan*



*Great Choice*  
**HOME LOAN**

- 30-year term
- Fixed interest rate
- FHA, VA, or USDA-RD insured
- Optional down payment and closing cost assistance up to 5% of home purchase price

### Homeownership could be \$5,000 closer than you think.

With a Great Choice Home Loan, you always have the option of financial assistance with your down payment and/or closing costs.

In fact, participating homebuyers received more than \$5,000 on average\* in financial assistance last year.

Assistance comes in the form of a Great Choice Plus second mortgage loan with a 0% fixed interest rate and no monthly payments!

You don't owe a dime until you decide to move, sell, or refinance your home.

### To qualify:

- Must be a first-time homebuyer, or military/veteran household, or buying in a targeted area
- Household income limits vary by county and household size
- Minimum credit score of 640
- Talk to your REALTOR® or lender for complete details, or visit [GreatChoiceTN.com](http://GreatChoiceTN.com)

**Tennessee Housing**  
Development Agency 

For more information visit [GreatChoiceTN.com](http://GreatChoiceTN.com)

\* Downpayment assistance is based on a maximum of 5% of the sales price of the property. † For additional qualifications visit [greatchoicetn.com](http://greatchoicetn.com)



*Great Choice*  
**HOME LOANS**

### THDA has **Downpayment Assistance** for...

#### First-time Homebuyers

THDA's Great Choice loan program offers a low, 30-year fixed rate mortgage. The optional Great Choice PLUS second mortgage offers 5% of the sales price to use for downpayment or closing costs at 0% interest for a 30 year term.

#### Repeat Homebuyers

In 43 Tennessee counties, THDA's Great Choice loan program including downpayment assistance is available for repeat homebuyers.

#### Military Veterans

Homeownership for the Brave is a ½% reduction off THDA's Great Choice interest rate for military families.

For more information visit [GreatChoiceTN.com](http://GreatChoiceTN.com).



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**Tennessee Housing**  
Development Agency  

# Building a Marketing Campaign

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*Great Choice*  
HOME LOANS

*Homeownership for the Brave*

*Great Choice*  
PLUS  LOAN



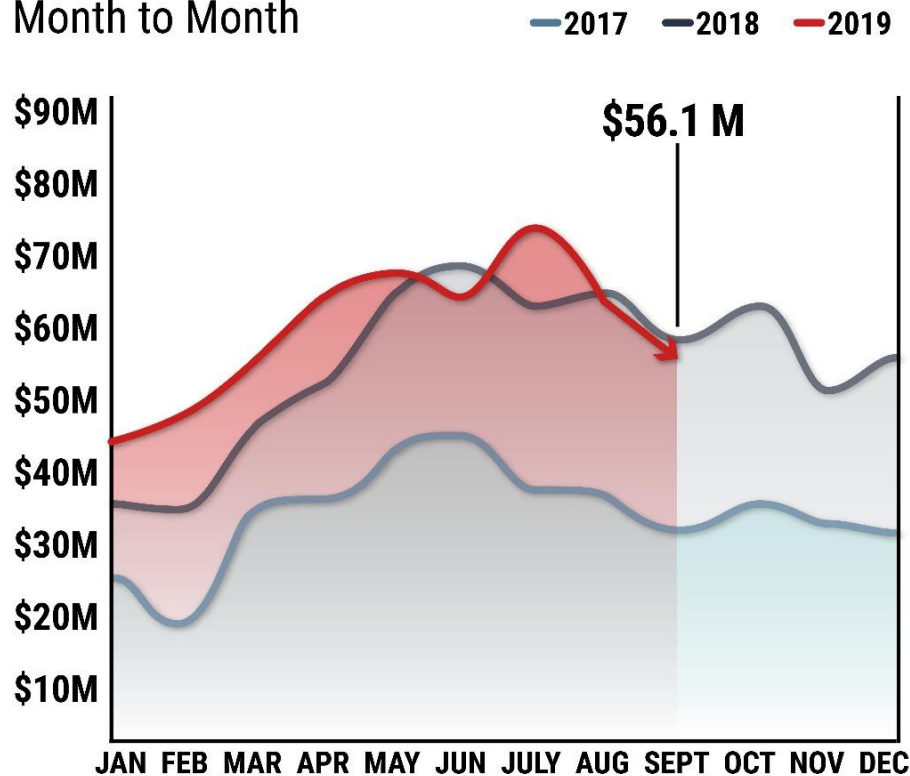


# The Great Choice Tour

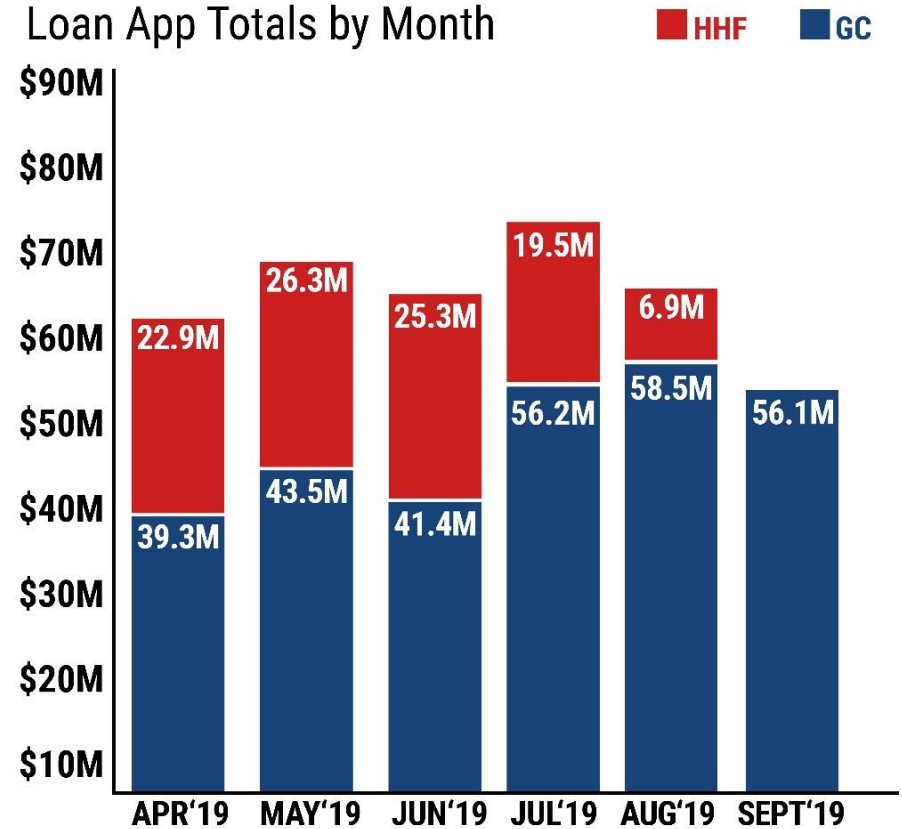


# LOAN APPLICATIONS

Month to Month



Loan App Totals by Month





Home Loans for Tennesseans

[GreatChoiceTN.com](http://GreatChoiceTN.com)