



Collaboration is the Motivation for Change

In 2023, CONVERGENCE Memphis focused on collaboration. We leveraged diverse perspectives, shared resources, and collective expertise by fostering meaningful alliances. In the unique landscape of CONVERGENCE Memphis Inc., our achievements are intrinsically tied to the power of collaboration with national, state, and local partners.

Housing Supply: Creating More Affordable Inventory

CONVERGENCE Memphis took a significant step toward addressing the shortage of affordable housing in the Memphis area by acquiring 11 lots through the Memphis Metropolitan Land Bank Authority. United Housing, Inc. will facilitate the construction of the new homes, which will be sold for owner occupancy in 2024. The project is supported by a partnership with CoreLogic that uses an evidence-based design tool to help non-profit developer partners create affordable, entry-level single-family homes.



CONVERGENCE Memphis purchased 11 lots to create more inventory for affordable homes.

Products & Programs: A Matrix of Products

The CONVERGENCE Memphis Lender Group and Impact Committee created a comprehensive matrix of lender products that can help advance affordable homeownership opportunities in the Memphis area. The matrix will provide real estate professionals with information to better serve the unique needs of their clients. Lenders will benefit from increased visibility and promotion of their products.

Sustaining Homeownership through a Strong Workforce

Memphis Urban League

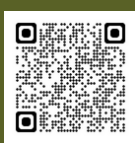
Building on the success of a previous Appraiser Diversity Initiative event, CONVERGENCE Memphis announced a strategic partnership with the Memphis Urban League to continue fostering diversity and inclusion in the appraisal field. Recipients of scholarships from the Appraisal Institute will have the opportunity to complete their appraiser internship experience in the city of Memphis, with the support of the Memphis Urban League. The goal of the partnership is to facilitate the transition into the appraisal profession and help to increase diversity in the appraisal community.

Amazon

As part of a partnership with Amazon, CONVERGENCE Memphis collaborated on a job fair held in the Whitehaven neighborhood. At the event, Amazon successfully filled over 65 profiles for hire, underscoring the positive impact of our joint efforts. This partnership strengthens the local workforce and aligns with our mission to foster sustainable homeownership.

Changing Neighborhoods One Family at a Time

The ALTA Good Deeds Foundation produced a video about CONVERGENCE Memphis that highlights how the initiative provides tools to support the homeownership journey. It also features a first-time buyer who describes what being a homeowner means to her and her son. The video underscores the value of collaboration and captures the spirit of what CONVERGENCE stakeholders in every city are working towards. The ALTA Good Deeds Foundation provided a grant to support CONVERGENCE Memphis and representatives from ALTA's member companies are engaged across the CONVERGENCE network.



Scan the QR code to watch the 3-minute video

CONVERGENCE Memphis and the Black Homeownership Collaborative



The Black Homeownership Collaborative celebrated its second anniversary with an event in Memphis. Doreen Graves moderated a panel about Memphis housing initiatives, highlighting the work that CONVERGENCE is doing in the city. Bob Broeksmit, President and CEO of the Mortgage Bankers Association, delivered remarks during the well-attended event.

Memphis Data Snapshot

Overall

Overall mortgage approval rates fell from 82% in 2021 to 76% and approval rates for Black/African American applicants fell from 73% to 65%. However, the 2022 approval rates are in line with the rates in 2019, before the pandemic. Importantly, while several metrics (approvals//originations) declined, the decreases were notably less than national trends, suggesting that our efforts may have mitigated some of the potential fall-off.



Three - Focused Areas

CONVERGENCE Memphis has three key focus areas in the city of Memphis. The focus areas/neighborhoods are Frayser, Whitehaven, and Glenview.



Originations Issued in Focused Areas

In two of the three CONVERGENCE-focused neighborhoods, Frayser and Whitehaven, originations decreased between 2021 and 2022. However, they increased in Glenview.



Approval Rates

Approval rates were down in all three neighborhoods between 2021 and 2022. For Black/African American applicants the approval rates fell: Frayser (64% to 60%), Glenview (52% to 48%), and Whitehaven (72% to 63%).



Focused Neighborhood - Frayser

In Frayser, total originations were down by 33% to 2,110. Originations were down 13% for Black/African American borrowers to 688 loans.



Focused Neighborhood - Glenview

In Glenview, they were up by 37% (to 204 loans) and by 36% for Black/African American borrowers (to 109).



Focused Neighborhood- Whitehaven

In Whitehaven, total originations decreased by 47% to 1,239. They were down 44% for Black/African American borrowers to 494 loans.



Outcome

While there are decreases in mortgage approvals and originations in Memphis, the numbers are better than national trends. Importantly, the decreases in originations were less for Black/African American borrowers than for other borrowers. In Glenview, originations for Black/African American borrowers increased. These better outcomes may be due in part to the efforts of CONVERGENCE Memphis, among other factors.

