

Hill Development Corporation of New Haven

*Pre-Purchase First-Time Home Buyer Workshop
Curriculum*

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Deputy Administrator of Housing Counseling

I. Preparation

- A) Home Buying Overview
- B) At the Crossroads
 - 1. Advantages and Disadvantages of Homeownership
 - 2. Tax Incentives
 - 3. The Long-Term Cost of Renting
- C) First-Time Home Buyer Summary Guide for Property Purchase (handout)
- D) Roadblocks
- E) Predatory Lending (handout)

II. Mortgages

- A) Mortgage Financing
 - 1. What is a Mortgage?
 - 2. Defining Standard Mortgage Terms
 - 3. Mortgage Insurance/Cancellation of Mortgage Insurance
 - 4. Homeowner's Insurance
 - 5. Who offers Mortgages?
- B) Mortgage Pre-Qualification (handout)
 - 1. Available Capital/ Up-Front Capital
 - 2. Ratios (hand-out)
- C) Obtaining a Mortgage
 - 1. Loan Processing: Application to Commitment (handout)
 - a) Mortgage Checklist (handout)
 - b) Personal Credit Report and Verifications
 - 2. Appraisal
 - 3. Mortgage Commitment Letter
 - 4. Disclosures and Regulations
 - a) Truth in Lending Disclosure Statement a/k/a Regulation Z (index)
 - b) Real Estate Settlement Procedures Act a/k/a " Good Faith Estimate" (index)
 - c) Equal Credit Opportunity Act (ECOA)
 - d) Fair Credit Report Act
 - 5. Rejection of Loan Application

III. The Real Estate Purchase and Home Inspection

- A) Shopping for Your Home
- B) The Role, Responsibility and Compensation of a Real Estate Agent
 - 1. How to Select a Buyer's Representative
 - 2. Types of Agencies (handout)
 - 3. Buyer's Broker Contract (handout)
 - 4. Real Estate Agent's Compensation Options
 - 5. Real Estate Agency Disclosure Notice (handout)

6. Dual Agency Agreement (handout)
7. Designated Agency (handout)
8. Mutual Release of Agency (handout)
9. Multi-family Rider (handout)
10. Hubbard Clause (handout)

Environmental Disclosures

1. Disclosure of Information on Lead-Based Paint and Lead-Based Paint Hazards
2. Notice to Sellers about Environmental Hazards
3. Mold and Mold-Forming Condition Disclosure (handout)

C) Real Estate Purchase and Sale Agreement (handout)

1. Offer to Purchase and Earnest Money Deposit
2. When to Offer Full Price
3. Counteroffers and Negotiations
4. Mutual Cancellation Agreement
5. Seller's Property Disclosure and Lead Disclosure (handouts)
6. Contingency Clauses

D) Home Inspection

1. For Your Protection: Get a Home Inspection
2. Benefits of a Home Inspection
3. How to Choose a Home Inspector (handouts)
4. Inspection Components (Wood Destroying Insects)

IV. The Closing

- A) Final "Walk-Through" Inspection
- B) Final Good Faith Estimate (handout)
- C) Final Truth-in-Lending Statement (handout)
- D) HUD 1 Settlement Statement (handout)
- E) HUD Settlement Costs Guide (brochure)
- F) Promissory Note and Mortgage Deed (index)
- G) Title Search, Title Insurance and Survey
- H) What to Bring to the Closing
- I) CBA Legal Resource Guide: "Congratulations! You're Buying a Home!"

V. Landlord and Tenant Relationship Overview

- A) General Considerations, Applications and Screening
- B) Advantages and Disadvantages of Being a Landlord
- C) Security Deposits and Inspecting Rental Properties (handout)

VI. Homeownership Overview

- A) A Safe and Secure Home
- B) Fire Safety and Prevention
- C) Household Maintenance and Repairs (handout)
- E) How to Avoid Bank Foreclosures (handout)
- F) Pre-Paying Your Mortgage (handout)
- G) Benefits of Pre-Paying Your Mortgage

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