

(Agency's Name & Logo)

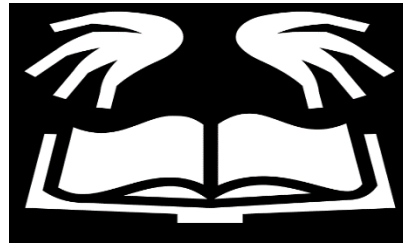
PRE-CLOSING EDUCATION

Welcome Future Homeowners



Sponsored By





Moving Forward:

Connecticut Homebuyers' Guide – 1st Edition

Published by Connecticut Fair Housing Center



Learning Your Fair Housing Rights

1. What is the Fair Housing Act?
2. What does discrimination look like?

(pages 4-7)

The Beginning



What are the Advantages
&
Disadvantages in buying a home?

Class Activity –Go to Page 79 - 80

(page 11)

The Beginning



Homebuyer Team

1. You
2. Housing Counselor
3. Lender
4. Real Estate Agent
5. Inspector
6. Appraiser
7. Insurance Agent
8. Attorney

The Beginning



Have you succeeded with the following:

1. Educate yourself in the home buying process.
2. Work with a housing counseling agency.
3. Learn your rights and your mortgage options.
4. Once you are mortgage ready, work with a bank to get pre-approved.

(page 12)

The Beginning



Have you succeeded with the following (*continue*):

5. After you receive a written pre-approval from your bank, find a real estate agent.
6. Research areas you are interested in. Look for open house signs.
7. Prepare financial documentation and apply for a loan.
8. Once you have found a home, work with your real estate agent to draft and submit your offer/purchase contract to the seller.

(page 12)

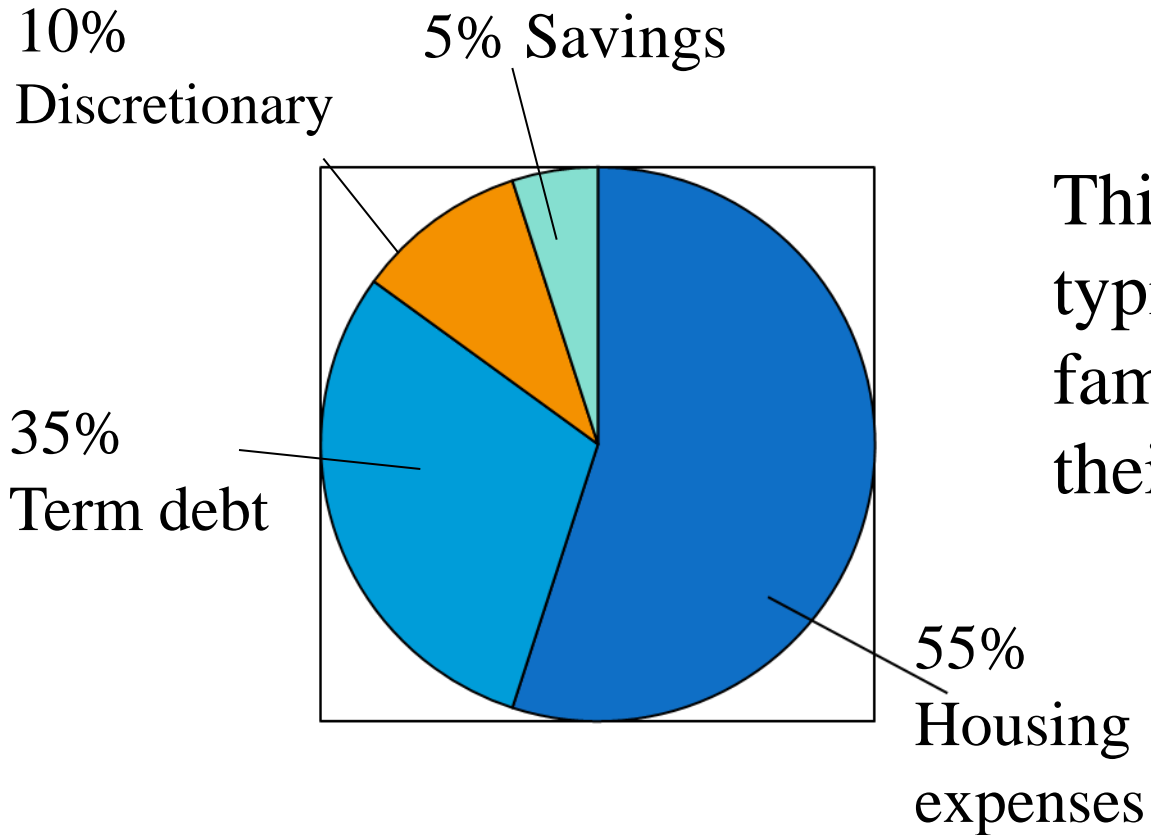
The Beginning



Have you succeeded with the following (*continue*):

9. Schedule a home inspection. Pay attention to deadlines in your contract.
10. Send final documents to your lender to prepare for closing date.
11. Consider hiring a real estate attorney to represent you at your closing.
12. After you review and sign all legal documents, closing is completed.
13. Congratulations! You now have the keys to your new home.

Let's Talk Money



This shows how a typical American family will invest their income.

(materials not covered in book)

Let's Talk Money



Signs of Credit Problems

- ✓ Arguing with family members about money.
- ✓ Paying for items that you purchased 1-year ago.
- ✓ Using savings or credit card to pay bills.
- ✓ Paying only the minimum on cards or paying late

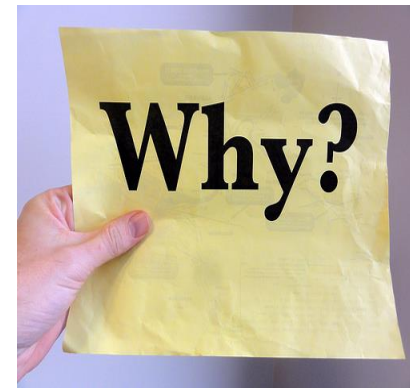
(materials not covered in book)

Let's Talk Money



Types of Credit Problems

- ✓ Overdue accounts
- ✓ Bankruptcy
- ✓ Legal Judgments
- ✓ Repossessions
- ✓ Old information



Let's Talk Money

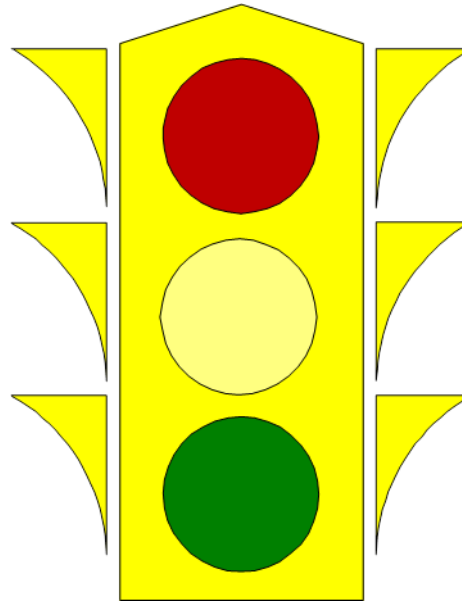


Solving Credit Problems

1. Accept responsibility for your debts.
2. Analyze why you are having money problems.
3. Check your budget.
4. Give each member of your family an allowance.
5. Avoid spending unnecessary.
6. Meet with a Credit Counseling Agency to establish a debt management plan.

(materials not covered in book)

Do You Have Any Questions ?



Let's Talk Money



- ✓ TRID Disclosures
- ✓ Mortgage Application
- ✓ What are closing costs? Who pays for them?
- ✓ Escrow Account

(pages 34-38)

Let's Talk Money



- Mortgage Payment – PITI
- Homeowner's Insurance
- Mortgage Insurance – FHA vs. PMI

(page 57)

Let's Talk Money

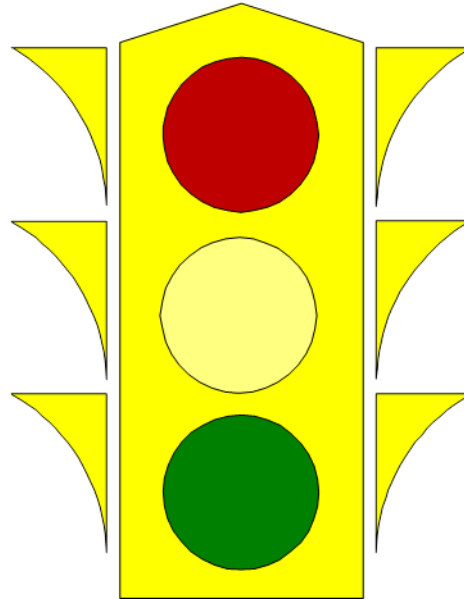


Mortgage Commitment

1. Read completely.
2. Check your name, address, interest rate and the loan term.
3. Review for possible conditions.
4. Sign and send a copy to your lender.
5. Give a copy to your attorney.

(materials not covered in book)

Do You Have Any Questions?



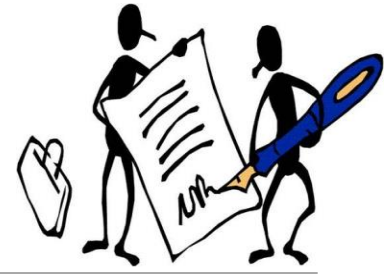
Ready to Buy

- Making an offer
 - How much should I offer?
 - What else is part of an offer?
 - Negotiating the deal?
- You're under contract!



(pages 51-52)

From Offer To Closing: Step by Step



After offer and contract are completed:

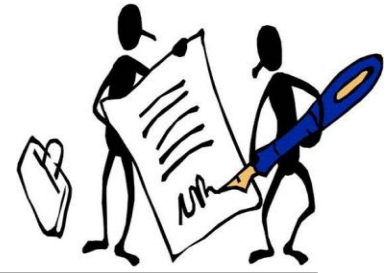
Week 1 - 2

- ✓ The home inspection

Week 2 - 3

- ✓ Back to the negotiating table
- ✓ Continue to work with your lender to complete your full loan application

From Offer To Closing: Step by Step

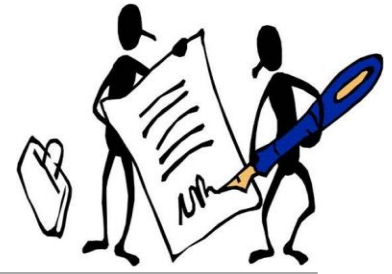


The Inspector - checks the structure and mechanics of the home systems:

- Foundation
- Ceiling
- Doors
- Windows
- Walls
- Apartment(s)
- Plumbing
- Electrical heating
- Air conditioning
- Insulation
- Ventilation

(page 53)

From Offer To Closing: Step by Step



Week 3 – 5

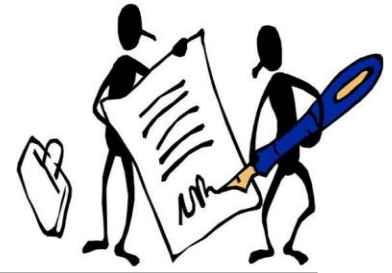
- ✓ Home Appraisal Complete; obtain copy of the appraisal report
- ✓ Title Search

Week 5 - 6

- ✓ Get Insurance Quotes
- ✓ Clear to Close

(pages 57-60)

From Offer To Closing: Step by Step

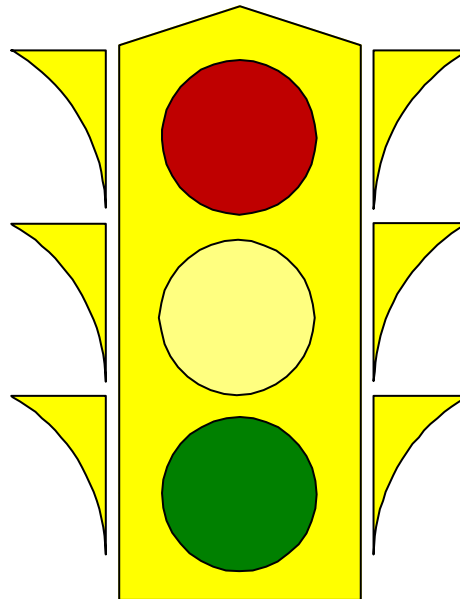
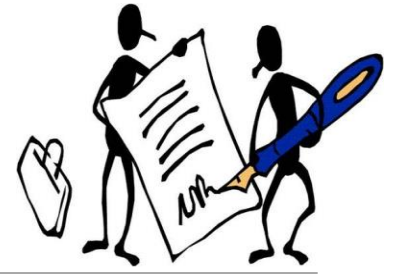


The Closing

- ✓ Establishment of the date of closing
- ✓ Hire a Real Estate Attorney or use the Lender's Attorney
- ✓ 24-hour final walk through with your Real Estate Agent
- ✓ Closing disclosures

(pages 60-61)

From Offer To Closing: Step by Step



Life as a Homeowner



- ✓ Protecting your investment
- ✓ Investing in your neighborhood
- ✓ Asset building (equity)
- ✓ Managing financial difficulties

(materials not covered in book)

Life as a Homeowner



Settling In

- ❖ Meet your neighbors
- ❖ Safety tips
- ❖ Get to know your home
- ❖ Meeting your obligations



(materials not covered in book)

Life as a Homeowner



Your Obligations as Borrower

1. Revise your monthly budget to include additional housing expenses such as the water bill.
2. Have reserves to cover your expenses
3. If you are in trouble paying your mortgage, contact your lender and the nearest HUD-approved counseling agency.
4. CHFA Down Payment Assistance Program – a 2nd mortgage loan, not a grant.
5. CHFA Recapture Taxes

(materials not covered in book)

Life as a Homeowner

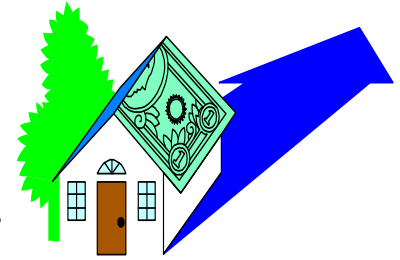


Safety in the Home

- ✓ Emergency numbers
- ✓ Change all the locks
- ✓ Prevention against fire
- ✓ Evacuation plan

(materials not covered in book)

Life as a Homeowner



1. Seasonal Maintenance Checklist
2. Energy Conservation measures
3. Prepayment of your home

(materials not covered in book)

Life as a Homeowner



Type of Insurance

- ✓ Mortgage Insurance
- ✓ Home Insurance
- ✓ Title Insurance
- ✓ Flood Insurance
- ✓ Life Insurance
- ✓ Guarantee Insurance



(materials not covered in book)

Life as a Homeowner



Shopping for a Policy

- ❖ Fire or storm damage
- ❖ Loss of personal property
- ❖ Compare rates
- ❖ Law Suits



(materials not covered in book)

Life as a Homeowner



Repairs/Renovations- Need a Contractor?

- Hiring a contractor
- An expert does the work for you
- It could be more expensive
- They can offer suggestions based on experience
- They know how to obtain building plans and permits.

(materials not covered in book)

Life as a Homeowner



Doing it Yourself Projects

1. You can save money
2. It may take more time
3. It provides greater flexibility
4. Plumbing, electrical, or structural work should be handled by a licensed professional.

(materials not covered in book)

Life as a Homeowner



Going Green

1. Making your home energy efficient.
2. Contacting a local energy advisor can save you money on your energy services.
3. Recycle and know how to dispose of hazardous waste.
Energize CT – Eversource - www.livegreenct.com
4. Go green cleaning, eating, and living-
www.treehugger.com

(materials not covered in book)

Life as a Homeowner



Record Keeping

1. Archive warranties and receipts.
2. Archive financial and tax documents.
3. Photograph possessions and valuables.

(materials not covered in book)

Thank you for Attending



HAPPY HOMEOWNERSHIP!

Please complete the evaluation form
and give to the Instructor.

A certificate of completion will be provided to you.