



**EQUAL HOUSING
OPPORTUNITY**

**We Do Business in Accordance With the Federal Fair
Housing Law**

(The Fair Housing Amendments Act of 1988)

**It is Illegal to Discriminate Against Any Person
Because of Race, Color, Religion, Sex,
Handicap, Familial Status, or National Origin**

In the sale or rental of housing or
residential lots

In the provision of real estate
brokerage services

In advertising the sale or rental
of housing

In the appraisal of housing

In the financing of housing

Blockbusting is also illegal

Anyone who feels he or she has been
discriminated against may file a complaint of
housing discrimination:

1-800-669-9777 (Toll Free)

1-800-927-9275 (TTY)

www.hud.gov/fairhousing

**U.S. Department of Housing and
Urban Development
Assistant Secretary for Fair Housing and
Equal Opportunity
Washington, D.C. 20410**

FAIR HOUSING AND YOU!



FRANKLIN, the Fair Housing Fox, wants you to know what makes housing "fair." The Fair Housing Act and other fair housing laws protect your family's right to live anywhere they want and can afford to live! When looking for a place to call home, you should not be treated differently because of your race, color, sex, familial status (whether your family has children), religion, national origin (what country you're from), or disability. It's illegal to treat some people less favorably than others without any fair or proper reason. That is discrimination.

Here are some examples of housing discrimination:

- When someone tells your family that they cannot rent an apartment or buy a house because they have children.
- If a landlord tells an African-American or Hispanic family they have to pay more money for rent than a white family.
- When a bank refuses to lend money to someone who wants to buy a house in a minority neighborhood.
- If a blind person is not allowed to rent an apartment because they have a service dog.

Treat others the way you want to be treated.

Dare To Be Fair!

Report Housing Discrimination to HUD



1-800-669-9777
1-800-927-9275 (TTY)
www.hud.gov/fairhousing
www.hud.gov/franklin



Fair Housing – Equal Opportunity for All

America, in every way, represents equality of opportunity for all persons. The rich diversity of its citizens and the spirit of unity that binds us all symbolize the principles of freedom and justice upon which this nation was founded. That is why it is extremely disturbing when new immigrants, minorities, families with children, and persons with disabilities are denied the housing of their choice because of illegal discrimination.

The Department of Housing and Urban Development (HUD) enforces the Fair Housing Act, which prohibits discrimination and the intimidation of people in their homes, apartment buildings, and condominium developments – in nearly all housing transactions, including the rental and sale of housing and the provision of mortgage loans.

Equal access to rental housing and homeownership opportunities is the cornerstone of this nation's federal housing policy. Housing providers who refuse to rent or sell homes to people based on race, color, national origin, religion, sex, familial status, or disability are violating federal law, and HUD will vigorously pursue enforcement actions against them. Housing discrimination is not only illegal, it contradicts in every way the principles of freedom and opportunity we treasure as Americans. HUD is committed to ensuring that everyone is treated equally when searching for a place to call home.

The Fair Housing Act: prohibits discrimination in housing because of:

- Race or color
- National Origin
- Religion
- Sex
- Familial status (including children under the age of 18 living with parents or legal custodians; pregnant women and people securing custody of children under 18)
- Disability

What Housing is Covered?: The Fair Housing Act covers most housing. In some circumstances, the Act exempts owner-occupied buildings with no more than four units, single-family housing sold or rented without the use of a broker and housing operated by organizations and private clubs that limit occupancy to members.

What is Prohibited?

1 the Sale and Rental of Housing: No one may take any of the following actions based on race, color, religion, sex, disability, familial status, or national origin:

- Refuse to rent or sell housing

- Refuse to negotiate for housing
- Make housing unavailable
- Otherwise deny a dwelling
- Set different terms, conditions or privileges for sale or rental of a dwelling unit.
- Provide different housing services or facilities
- Falsely deny that housing is available for inspection, sale or rental.
- For profit, persuade, or try to persuade homeowners to sell or rent dwellings by suggesting that people of a particular race, etc. have moved, or are about to move into the neighborhood (blockbusting) or
- Deny any person access to, membership or participation in, any organization, facility or service (such as a multiple listing service) related to the sale or rental of dwellings, or discriminate against any person in the terms or conditions of such access, membership or participation.

In Mortgage Lending: No one may take any of the following actions based on race, color, religion, sex, disability, familial status, or national origin:

Refuse to make a mortgage loan

- Refuse to provide information regarding loans
- Impose different terms or conditions on a loan, such as different interest rates, points, or fees
- Discriminate in appraising property
- Refuse to purchase a loan or
- Set different terms or conditions for purchasing a loan.
- In addition, it is a violation of the Fair Housing Act to:
 - Threaten, coerce, intimidate or interfere with anyone exercising a fair housing right or assisting others who exercise the right
 - Make, print, or publish any statement, in connection with the sale or rental of a dwelling, which indicates a preference, limitation, or discrimination based on race, color, religion, sex, disability, familial status, or national origin. This prohibition against discriminatory advertising applies to single-family and owner-occupied housing that is otherwise exempt from the Fair Housing Act
 - Refuse to provide homeowners insurance coverage for a dwelling because of the race, color, religion, sex, disability, familial status, or national origin of the owner and/or occupants of a dwelling
 - Discriminate in the terms or conditions of homeowners insurance coverage because of the race, color, religion, sex, disability, familial status, or national origin of the owner and/or occupants of a dwelling. Refuse to provide available information on the full range of homeowners insurance coverage options available because of

the race, etc. of the owner and/or occupants of a dwelling

- Make print or publish any statement, in connection with the provision of home owners insurance coverage, that indicates a preference, limitation or discrimination based on race, color, religion, sex, disability, familial status or national origin.

If You Think your Rights Have Been Violated

What to Tell HUD:

- Your name and address
- The name and address of the person your complaint is against (the respondent)
- The address or other identification of the housing involved
- A short description of the alleged violation (the event that caused you to believe your rights were violated)
- The date(s) of the alleged violation.

Where to Write or Call: File a complaint online, send a letter to the HUD office nearest you, or if you wish, you may call that office directly. Persons who are deaf or hard of hearing and use a TTY, may call those offices through the toll-free Federal Information Relay Service at 1-800-877-8339.

For Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont:

BOSTON REGIONAL OFFICE

(Complaints_office_01@hud.gov)

U.S. Department of Housing and Urban Development

Thomas P. O'Neill Jr. Federal Building

10 Causeway Street, Room 321

Boston, MA 02222-1092

Telephone (617) 994-8300 or 1-800-827-5005

If after contacting the local office nearest you, you **still have questions** – you may contact HUD further at:

U.S. Department of Housing and Urban Development

Office of Fair Housing and Equal Opportunity

451 7th Street, S.W., Room 5204

Washington, DC 20410-2000

Telephone 1-800-669-9777

Fax (202) 708-1425 * TTY 1-800-927-9275

www.hud.gov/fairhousing

If You Are Disabled: HUD also provides:

- A TTY phone for the deaf/hard of hearing users (see above list for the nearest HUD office)
- Interpreters, Tapes and Braille materials
- Assistance in reading and completing forms

What Happens When You File A Complaint?

HUD will notify you in writing when your complaint is accepted for filing under the Fair Housing Act. HUD also will:

- Notify the alleged violator (respondent) of the filing of your complaint, and allow the respondent time to submit a written answer to the complaint.
- Investigate your complaint, and determine whether or not there is reasonable cause to believe that the respondent violated the Fair Housing Act.
- Notify you and the respondent if HUD cannot complete its investigation within 100 days of filing your complaint, and provide reason for the delay.

Adapted from:

http://portal.hud.gov/hudportal/documents/huddoc?id=FHEO_Booklet_Eng.pdf

Homeownership Readiness Self-Test

Please check your answers to the following questions and try to be as honest as possible:	Yes	No
1. Are you sure, you want to buy a house?		
2. Do you have steady income and stable employment (at least 2 years?)		
3. Do you plan to remain in the same area for the next few years?		
4. Have you created a budget, so you know how much you can realistically afford to pay for housing?		
5. Do you have an established credit history or records of payment to previous landlords and utility companies?		
6. Do you pay your bills on time on before the due date?		
7. Do you have enough money saved for a down payment, closing costs, and or cash reserves?		
8. Is your existing debt low enough not to limit your ability to qualify for a mortgage?		
9. Are you ready to care for and maintain a home?		
10. Have you been pre-qualified by a lender, so that you know how much you can borrow based on your existing income and debt?		
11. Have you locked into the benefits of numerous financing programs that are available to first-time low- to moderate income families?		
12. If you have had to file bankruptcy, did it happen more than 3 years ago?		

If you answered "yes" to the majority of questions listed above, you are probably near ready to buy a home.

If you answered yes to the majority of questions listed above, particularly questions 2, 3, 5, 6, 7, 8, and 12, you are probably a *longer-term* buyer.

MONEY GOBLER

**Start by picking three items that eat away your cash.
Discover how much you can save each month.**

These minor changes can put \$200 back in your pocket each month.

- | | | |
|-----------------------|-----------------------|------------------------|
| Alcohol (High Priced) | Dinners Out | Lottery Tickets |
| ATM Fees | ITunes account | Lunches Out |
| Bank Fees | Dry Cleaning | Magazines |
| Beauty Parlor | Education (Tuition | Money Orders |
| Beverages | Costs/Textbooks) | Movie Rentals |
| Bike Accessories | Fast Food | Munchies |
| Books | Furniture Rental Fees | Music Lessons |
| Bottled Water | Gambling | Newspapers |
| Cable TV | Gifts | Nights Out |
| Car Washes | Greeting Cards | Over-limit Fees |
| Cell Phone Plans | Haircuts | Parking Fees |
| Charitable Donations | Health Clubs | Pet Costs |
| Church | Health Food | Phone Calling Cards |
| Club Dues | Hobbies | Postage |
| Coffee | Home Parties | Prescriptions |
| Computer Software | Household Items | Sales at Retail Stores |
| Cosmetics | Ice Cream | Sporting Events |
| Dating | Late Payment Fees | Sports |
| Day Trips | Licenses | Tolls |
| Dental | Long Distance Calls | Video Games |

Example:

Coffee (\$ 2.00 (X) 7 (X) 52 Wks. = 728 /12 = (\$ 60.00
 Item Cost Amount per Week (Amt/Wk.) Annual Cost Monthly Cost (MC)

 Item (\$ Cost (X) Amt/Week (X) 52 Wks. = Annual Cost /12 = (\$ (MC)

Item (\$ Cost (X) Amt/Week (X) 52 Wks. = Annual Cost /12 = (\$ (MC)

Total Potential Savings Each Month (\$)

How Do You Use Money?

If you are like most of us, you do not have enough money in the bank to pay for all of the goals you have identified. If your goals include owning your own home, you will need money for a down payment (usually 3 percent to 5 percent of the price of the house), closing costs (another 3 percent to 5 percent for appraisal, survey, loan fees, insurance, etc.), and moving expenses. Paying a mortgage and keeping your home in good repair costs money too. You will probably have to make choices about spending.

The statements below show how different people use money. As you read each description, decide which person you are most like. It is a good idea to get a clear picture of the way you use money so you can determine what changes you would need to make in order to buy your own home.

LISA, THE MISER

1. Will not buy anything without shopping for the best bargain
2. Drives across town to do her shopping at the market with double coupons
3. Never throws away leftovers
4. Keeps her home too chilly in the winter and too warm in the summer.
5. Wants to save her money because it makes her feel secure

DEBRA, THE CONSERVATIVE

1. Saves 10 percent of her paycheck every week.
2. Does not enjoy shopping.
3. Brings her own lunch from home to work most days.
4. Never buys anything new when the old one is still usable.
5. Never buys on credit, but saves until she has the money for the purchase.
6. Wants money so that she can have things in the future.

KYLE, THE CAREFREE

1. Wants nice things and thinks about them until he can get them.
2. Always has one major debt he is paying off.
3. Buys whatever he can afford; his spending habits fluctuate with his income.
4. Always pays his bills on time.
5. Has little or no savings.
6. Enjoys spending the money he worked hard to earn.

GEORGE, THE BIG SPENDER

1. Spending money makes her feel anxious
2. Often borrows up to his credit limit; pays interest
3. on most things he owns
4. Takes lots of vacations
5. Buys clothes in all the latest styles
6. Loves to treat his friends and leave big tips
7. Does not mind working to pay for things; but he wants them now!
8. Spends money to make himself feel good

Loan Estimate

DATE ISSUED 2/15/2013
APPLICANTS Michael Jones and Mary Stone
 123 Anywhere Street
 Anytown, ST 12345
PROPERTY 456 Somewhere Avenue
 Anytown, ST 12345
SALE PRICE \$180,000

LOAN TERM 30 years
PURPOSE Purchase
PRODUCT Fixed Rate
LOAN TYPE Conventional FHA VA _____
LOAN ID # 123456789
RATE LOCK NO YES, until 4/16/2013 at 5:00 p.m. EDT
Before closing, your interest rate, points, and lender credits can change unless you lock the interest rate. All other estimated closing costs expire on 3/4/2013 at 5:00 p.m. EDT

Loan Terms		Can this amount increase after closing?
Loan Amount	\$162,000	NO
Interest Rate	3.875%	NO
Monthly Principal & Interest <i>See Projected Payments below for your Estimated Total Monthly Payment</i>	\$761.78	NO
Prepayment Penalty	Does the loan have these features? YES • As high as \$3,240 if you pay off the loan during the first 2 years	
Balloon Payment	NO	

Projected Payments			
Payment Calculation	Years 1-7		Years 8-30
Principal & Interest	\$761.78		\$761.78
Mortgage Insurance	+	82	+ —
Estimated Escrow <i>Amount can increase over time</i>	+	206	+ 206
Estimated Total Monthly Payment	\$1,050		\$968
Estimated Taxes, Insurance & Assessments <i>Amount can increase over time</i>	\$206 a month	This estimate includes <input checked="" type="checkbox"/> Property Taxes <input checked="" type="checkbox"/> Homeowner's Insurance <input type="checkbox"/> Other: <i>See Section G on page 2 for escrowed property costs. You must pay for other property costs separately.</i>	In escrow? YES YES

Costs at Closing	
Estimated Closing Costs	\$8,054 Includes \$5,672 in Loan Costs + \$2,382 in Other Costs – \$0 in Lender Credits. See page 2 for details.
Estimated Cash to Close	\$16,054 Includes Closing Costs. See Calculating Cash to Close on page 2 for details.

Visit www.consumerfinance.gov/mortgage-estimate for general information and tools.

Closing Cost Details

Loan Costs

A. Origination Charges	\$1,802
.25 % of Loan Amount (Points)	\$405
Application Fee	\$300
Underwriting Fee	\$1,097

B. Services You Cannot Shop For	\$672
Appraisal Fee	\$405
Credit Report Fee	\$30
Flood Determination Fee	\$20
Flood Monitoring Fee	\$32
Tax Monitoring Fee	\$75
Tax Status Research Fee	\$110

C. Services You Can Shop For	\$3,198
Pest Inspection Fee	\$135
Survey Fee	\$65
Title - Insurance Binder	\$700
Title - Lender's Title Policy	\$535
Title - Settlement Agent Fee	\$502
Title - Title Search	\$1,261

D. TOTAL LOAN COSTS (A + B + C) **\$5,672**

Other Costs

E. Taxes and Other Government Fees	\$85
Recording Fees and Other Taxes	\$85
Transfer Taxes	

F. Prepays	\$867
Homeowner's Insurance Premium (6 months)	\$605
Mortgage Insurance Premium (months)	
Prepaid Interest (\$17.44 per day for 15 days @ 3.875%)	\$262
Property Taxes (months)	

G. Initial Escrow Payment at Closing	\$413
Homeowner's Insurance \$100.83 per month for 2 mo.	\$202
Mortgage Insurance per month for mo.	
Property Taxes \$105.30 per month for 2 mo.	\$211

H. Other	\$1,017
Title - Owner's Title Policy (optional)	\$1,017

I. TOTAL OTHER COSTS (E + F + G + H) **\$2,382**

J. TOTAL CLOSING COSTS	\$8,054
D + I	\$8,054
Lender Credits	

Calculating Cash to Close

Total Closing Costs (J)	\$8,054
Closing Costs Financed (Paid from your Loan Amount)	\$0
Down Payment/Funds from Borrower	\$18,000
Deposit	- \$10,000
Funds for Borrower	\$0
Seller Credits	\$0
Adjustments and Other Credits	\$0
Estimated Cash to Close	\$16,054

Additional Information About This Loan

LENDER Ficus Bank
NMLS/_ LICENSE ID
LOAN OFFICER Joe Smith
NMLS/_ LICENSE ID 12345
EMAIL joesmith@ficusbank.com
PHONE 123-456-7890

MORTGAGE BROKER
NMLS/_ LICENSE ID
LOAN OFFICER
NMLS/_ LICENSE ID
EMAIL
PHONE

Comparisons	Use these measures to compare this loan with other loans.	
In 5 Years	\$56,582	Total you will have paid in principal, interest, mortgage insurance, and loan costs.
	\$15,773	Principal you will have paid off.
Annual Percentage Rate (APR)	4.274%	Your costs over the loan term expressed as a rate. This is not your interest rate.
Total Interest Percentage (TIP)	69.45%	The total amount of interest that you will pay over the loan term as a percentage of your loan amount.

Other Considerations

- Appraisal** We may order an appraisal to determine the property's value and charge you for this appraisal. We will promptly give you a copy of any appraisal, even if your loan does not close. You can pay for an additional appraisal for your own use at your own cost.
- Assumption** If you sell or transfer this property to another person, we
 will allow, under certain conditions, this person to assume this loan on the original terms.
 will not allow assumption of this loan on the original terms.
- Homeowner's Insurance** This loan requires homeowner's insurance on the property, which you may obtain from a company of your choice that we find acceptable.
- Late Payment** If your payment is more than 15 days late, we will charge a late fee of 5% of the monthly principal and interest payment.
- Refinance** Refinancing this loan will depend on your future financial situation, the property value, and market conditions. You may not be able to refinance this loan.
- Servicing** We intend
 to service your loan. If so, you will make your payments to us.
 to transfer servicing of your loan.

Confirm Receipt

By signing, you are only confirming that you have received this form. You do not have to accept this loan because you have signed or received this form.

Applicant Signature _____

Date _____

Co-Applicant Signature _____

Date _____

Closing Disclosure

This form is a statement of final loan terms and closing costs. Compare this document with your Loan Estimate.

Closing Information

Date Issued 4/15/2013
Closing Date 4/15/2013
Disbursement Date 4/15/2013
Settlement Agent Epsilon Title Co.
File # 12-3456
Property 456 Somewhere Ave
 Anytown, ST 12345
Sale Price \$180,000

Transaction Information

Borrower Michael Jones and Mary Stone
 123 Anywhere Street
 Anytown, ST 12345
Seller Steve Cole and Amy Doe
 321 Somewhere Drive
 Anytown, ST 12345
Lender Ficus Bank

Loan Information

Loan Term 30 years
Purpose Purchase
Product Fixed Rate
Loan Type Conventional FHA
 VA
Loan ID # 123456789
MIC # 000654321

Loan Terms	Can this amount increase after closing?	
Loan Amount	\$162,000	NO
Interest Rate	3.875%	NO
Monthly Principal & Interest <i>See Projected Payments below for your Estimated Total Monthly Payment</i>	\$761.78	NO
Prepayment Penalty	Does the loan have these features? YES • As high as \$3,240 if you pay off the loan during the first 2 years	
Balloon Payment	NO	

Projected Payments	Years 1-7	Years 8-30
Payment Calculation		
Principal & Interest	\$761.78	\$761.78
Mortgage Insurance	+ 82.35	+ —
Estimated Escrow <i>Amount can increase over time</i>	+ 206.13	+ 206.13
Estimated Total Monthly Payment	\$1,050.26	\$967.91
Estimated Taxes, Insurance & Assessments <i>Amount can increase over time See page 4 for details</i>	\$356.13 a month	This estimate includes <input checked="" type="checkbox"/> Property Taxes <input checked="" type="checkbox"/> Homeowner's Insurance <input checked="" type="checkbox"/> Other: Homeowner's Association Dues <i>See Escrow Account on page 4 for details. You must pay for other property costs separately.</i>
		In escrow? YES YES NO

Costs at Closing	
Closing Costs	\$9,712.10 Includes \$4,694.05 in Loan Costs + \$5,018.05 in Other Costs – \$0 in Lender Credits. <i>See page 2 for details.</i>
Cash to Close	\$14,147.26 Includes Closing Costs. <i>See Calculating Cash to Close on page 3 for details.</i>

Closing Cost Details

Loan Costs	Borrower-Paid		Seller-Paid		Paid by Others
	At Closing	Before Closing	At Closing	Before Closing	
A. Origination Charges	\$1,802.00				
01 0.25 % of Loan Amount (Points)	\$405.00				
02 Application Fee	\$300.00				
03 Underwriting Fee	\$1,097.00				
04					
05					
06					
07					
08					
B. Services Borrower Did Not Shop For	\$236.55				
01 Appraisal Fee to John Smith Appraisers Inc.					\$405.00
02 Credit Report Fee to Information Inc.		\$29.80			
03 Flood Determination Fee to Info Co.	\$20.00				
04 Flood Monitoring Fee to Info Co.	\$31.75				
05 Tax Monitoring Fee to Info Co.	\$75.00				
06 Tax Status Research Fee to Info Co.	\$80.00				
07					
08					
09					
10					
C. Services Borrower Did Shop For	\$2,655.50				
01 Pest Inspection Fee to Pests Co.	\$120.50				
02 Survey Fee to Surveys Co.	\$85.00				
03 Title – Insurance Binder to Epsilon Title Co.	\$650.00				
04 Title – Lender’s Title Insurance to Epsilon Title Co.	\$500.00				
05 Title – Settlement Agent Fee to Epsilon Title Co.	\$500.00				
06 Title – Title Search to Epsilon Title Co.	\$800.00				
07					
08					
D. TOTAL LOAN COSTS (Borrower-Paid)	\$4,694.05				
Loan Costs Subtotals (A + B + C)	\$4,664.25	\$29.80			
Other Costs					
E. Taxes and Other Government Fees	\$85.00				
01 Recording Fees Deed: \$40.00 Mortgage: \$45.00	\$85.00				
02 Transfer Tax to Any State			\$950.00		
F. Prepays	\$2,120.80				
01 Homeowner’s Insurance Premium (12 mo.) to Insurance Co.	\$1,209.96				
02 Mortgage Insurance Premium (mo.)					
03 Prepaid Interest (\$17.44 per day from 4/15/13 to 5/1/13)	\$279.04				
04 Property Taxes (6 mo.) to Any County USA	\$631.80				
05					
G. Initial Escrow Payment at Closing	\$412.25				
01 Homeowner’s Insurance \$100.83 per month for 2 mo.	\$201.66				
02 Mortgage Insurance per month for mo.					
03 Property Taxes \$105.30 per month for 2 mo.	\$210.60				
04					
05					
06					
07					
08 Aggregate Adjustment	- 0.01				
H. Other	\$2,400.00				
01 HOA Capital Contribution to HOA Acre Inc.	\$500.00				
02 HOA Processing Fee to HOA Acre Inc.	\$150.00				
03 Home Inspection Fee to Engineers Inc.	\$750.00				\$750.00
04 Home Warranty Fee to XYZ Warranty Inc.			\$450.00		
05 Real Estate Commission to Alpha Real Estate Broker			\$5,700.00		
06 Real Estate Commission to Omega Real Estate Broker			\$5,700.00		
07 Title – Owner’s Title Insurance (optional) to Epsilon Title Co.	\$1,000.00				
08					
I. TOTAL OTHER COSTS (Borrower-Paid)	\$5,018.05				
Other Costs Subtotals (E + F + G + H)	\$5,018.05				
J. TOTAL CLOSING COSTS (Borrower-Paid)	\$9,712.10				
Closing Costs Subtotals (D + I)	\$9,682.30	\$29.80	\$12,800.00	\$750.00	\$405.00
Lender Credits					

Activity: The Bean Game

OVERVIEW

This activity encourages participants to think critically about what it is they want in a house. Participants evaluate and share some of their priorities in selecting a home as well as their financial constraints.

TIME

20-30 minutes

MATERIALS

- Copies of the bean game
- Beans
- Small plastic bags

SETUP

- Make enough copies of the bean game for all participants.
- Fill enough bags with 20 beans per bag for all the participants.

ACTIVITY

- Give each participant a copy of the bean game and a bag containing 20 beans.
- Explain that each participant now has a “20-Bean Budget” to spend on housing and that the circles on the bean board indicate the “cost” of each item. Point out that there aren’t enough beans to buy everything in column B or column C.
- Encourage participants to consider what is most important to them as they choose how to spend their beans. Tell each participant to choose column A, B or C in each row, then place the appropriate number of beans in the selected squares to indicate his or her spending choices. Each participant should choose one square in each row and, if they have enough beans, in the optional row as well.
- After 20 minutes, stop the activity and begin debriefing.






















DEBRIEFING

- What were the most important items for you?
- What were the least important items?
- Was it difficult to stay within the allotted number of beans?
- How many of you were able to buy a home you could be happy with using your 20-bean budget?
- Were you able to differentiate between your needs and wants?
- How many of you had extra beans?
- What lessons did you learn from this activity?

LEVEL 1

LEVEL 2



















LEVEL 3

<p>NUMBER OF BEDROOMS</p>	<p>2 bedrooms</p> 	<p>3 bedrooms</p> 	<p>4 or more bedrooms</p> 
<p>BATHROOMS</p>	<p>1 bath</p> 	<p>1 ½ to 2 bathrooms</p> 	<p>2 ½ to 3 bathrooms</p> 
<p>QUALITY OF STRUCTURE – soundness of foundation & roof, quality of building materials</p>	<p>Minimum Quality</p> 	<p>Average Quality</p> 	<p>Excellent Quality</p> 
<p>ENERGY SAVING FEATURES insulation, storm windows, caulking and weather stripping</p>	<p>Few energy-saving features</p> 	<p>Some energy-saving features</p> 	<p>Many energy-saving features</p> 
<p>QUALITY OF INTERIOR floor coverings, wall treatments, cabinetry, lighting</p>	<p>Minimum Quality</p> 	<p>Average Quality</p> 	<p>Excellent Quality</p> 
<p>STORAGE SPACE</p>	<p>Minimum Storage</p> 	<p>Average Storage</p> 	<p>Excellent Storage</p> 
<p>OPTIONALS</p>	<p>Attached Garage</p> 	<p>Full Basement</p> 	<p>Family Room</p> 

LEVEL 1

LEVEL 2

LEVEL 3

<p>LOCATION</p>	<p>Commercial business nearby</p> 	<p>Mix of multifamily & single family residences, moderate traffic</p> 	<p>Quiet neighborhood, light traffic</p> 
<p>NEIGHBORHOOD INVOLVEMENT</p>	<p>No Neighborhood Association or Neighborhood Watch Program</p> 	<p>40 Percent Involved in Neighborhood Association; Neighborhood Watch initiated but not active; 60% of properties well kept, neat and clean; criminal activity is moderate</p> 	<p>Active Neighborhood Association and Neighborhood Watch meets monthly, most homes in area are well kept, clean & neat, low crime rate</p> 
<p>LOT SIZE</p>	<p>Houses close together: not much private outdoor space</p> 	<p>Houses are separated: moderate amount of private outdoor space</p> 	<p>Houses are far apart: more than enough private outdoor space</p> 
<p>AMOUNT OF LANDSCAPING</p>	<p>A few shrubs and small trees</p> 	<p>Some shrubs and medium-size trees</p> 	<p>Many shrubs and large trees</p> 
<p>SIZE OF HOUSE</p>	<p>Small size, less than 1,500 sq ft</p> 	<p>Moderate size, about 2,000 sq ft</p> 	<p>Large size, over 2,500 sq ft</p> 
<p>SIZE OF ROOMS</p>	<p>Small</p> 	<p>Medium</p> 	<p>Large</p> 

Real Estate Agent's Profile

Prospective Real Estate Agent's Profile	Prospective Real Estate Agent's Profile
Name of firm _____ Phone number: _____ Email address: _____ Managing broker: _____ Recommended agent: _____ Number of years selling real estate full time _____ Number of listings _____ (acquired in the last year, comparable to the house you want) Is the agent is well informed about your targeted community? _____ In general, what services will the agent and firm provide? _____ _____	Name of firm _____ Phone number: _____ Email Address: _____ Managing broker: _____ Recommended agent: _____ Number of years selling real estate full time _____ Number of listings _____ (acquired in the last year, comparable to the house you want) Is the agent is well informed about your targeted community? _____ In general, what services will the agent and firm provide? _____ _____
During your meeting, did the agent pay attention to your concerns? _____ Would you enjoy working with this person? _____	During your meeting, did the agent pay attention to your concerns? _____ Would you enjoy working with this person? _____

Miscellaneous notes

Make several copies if needed



REAL ESTATE PURCHASE CONTRACT
Greater Hartford Association of REALTORS®, Inc.



When signed by Buyer and Seller this is intended to be a legally binding contract.
If either party has any questions about any aspect of this transaction, he/she should consult with an attorney before signing this Contract.

1. Parties

Buyer _____
Name(s)

Address

Seller _____
Name(s)

Address

2. Property. Buyer agrees to purchase from Seller, and Seller agrees to sell to Buyer, certain real property, known as

_____ Number _____ Street _____, Connecticut ("Property").
_____ Town

3. Fixtures and Personal Property. Except as stated below, all fixtures located on the Property are included in this sale, and all personal property located on the Property is excluded from this sale.

See Property Inclusions/Exclusions Rider attached. (CHECK IF APPLICABLE)

The following personal property is INCLUDED (NOT APPLICABLE UNLESS FILLED IN): _____

The following fixtures are EXCLUDED (NOT APPLICABLE UNLESS FILLED IN): _____

4 (a), (b), (c), (d) and (e) BELOW ARE NOT APPLICABLE UNLESS FILLED IN

4. Price. The total purchase price is \$ _____

- (a) Buyer has made the following deposit with this Contract, to be applied to the total purchase price, subject to collection: _____
- (b) Buyer will make the following additional deposit by cashier's or certified check on or before _____ calendar days after the date that this Real Estate Contract is fully executed, to be applied to the purchase price or closing costs, subject to collection: _____
- (c) Seller will take back a purchase money note and mortgage as described in the attached rider: _____
- (d) Buyer will assume the existing mortgage on the Property which, at the closing, will not be in default and will have a principal balance of approximately: _____
- (e) Buyer will pay the following amount at the closing by cashier's or certified check by obtaining a Bank or institutional Mortgage as described in paragraph 5: _____
- (f) Buyer will pay the following balance at the closing by cashier's or certified check: _____
- (g) TOTAL (If the total shown in 4(g) exceeds the total purchase price, the excess shall be returned to Buyer at closing.) \$ _____

Buyer Initial _____ Date _____ Seller Initial _____ Date _____

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THE FOLLOWING MORTGAGE CONTINGENCY IS NOT APPLICABLE UNLESS FILLED IN

5. Mortgage Contingency. Buyer will make prompt and diligent efforts to obtain a written commitment for a mortgage loan ("Mortgage") from a bank or other institutional lender on or before _____ ("Mortgage Contingency Date"). Buyer will provide Seller and Broker, no later than the Mortgage Contingency Date, with a copy of any written commitment for a Mortgage obtained by Buyer. Buyer will pay all application fees, points (not to exceed _____), and other charges in accordance with the policies established by the applicable lender. The Mortgage must be on the following terms:

- (a) Amount \$ _____
- (b) Maximum initial interest rate: _____ % per annum
- (c) Minimum term: _____ years
- (d) Types of mortgage: CHECK THE FOLLOWING AS APPLICABLE:
 - Conventional Fixed Rate CHFA FHA
 - Conventional Variable Rate Other: _____
 - VA (Seller will pay termite inspection charges if required by the applicable lender.)

CHECK ONE OF THE FOLLOWING, AS APPLICABLE:

- Buyer represents that upon obtaining Mortgage, Buyer will have sufficient funds to close without the necessity of selling any real estate.
- Buyer's ability to close is contingent upon the sale of Buyer's property. See attached Rider.

If Buyer cannot obtain a written commitment for the Mortgage, Buyer may terminate this Contract by providing Seller and Broker, not later than the Mortgage Contingency Date, with written notice of Buyer's inability to obtain such commitment.

If Buyer obtains a written commitment but such commitment contains any of the following conditions and such condition(s) has/have not been satisfied on or before the Mortgage Contingency Date: appraisal, lender verification of employment, lender verification that Buyer has sufficient funds to close, lender approval of Buyer's creditworthiness, or if applicable, lender approval of common interest community; then Buyer may terminate this Contract by providing Seller and Broker, not later than the Mortgage Contingency Date, with written notice of Buyer's inability to obtain such commitment.

If the reason for Buyer's termination of this Contract is that the lender to which Buyer applied for the Mortgage denied such application, then Seller shall be entitled to request from and receive from Buyer a copy of the adverse action notice which is required to be delivered to the Buyer by such bank or institutional lender under the Fair Credit Reporting Act. If the reason for Buyer's termination of this Contract is that the commitment received by Buyer did not meet the requirements set forth in this paragraph 5, then Buyer shall provide Seller with a copy of such commitment not later than the Mortgage Contingency Date.

If Buyer does not elect to so terminate, then this Contract will remain in full force and effect free of this mortgage contingency, unless Seller, within seven (7) days from the Mortgage Contingency Date, gives written notice to Buyer and Broker that Seller has elected to terminate this Contract as a result of Buyer's inability to obtain such commitment. If either party so terminates this Contract, then all deposits will be returned to Buyer, and, except as provided in paragraph 17, the obligations of the parties under this Contract shall end.

6. Deposit and Escrow of Deposits. The deposit(s) payable under this Contract shall be made at the stated time(s) and shall be made by check (cashier's or certified check, if applicable) payable to the listing Broker. Time is of the essence with respect to payment of such deposit(s), and if any deposit payable under this Contract is not so paid by Buyer at the stated time, and if such failure shall continue for a period of three (3) calendar days thereafter, then until such time as Buyer makes such deposit(s) Seller shall have the right to (a) declare Buyer to be in default and (b) terminate this Contract by written notice to Buyer, and Seller shall thereafter be relieved of all obligations hereunder. All deposits will be held in escrow by listing Broker in accordance with Connecticut law until: CHECK ONE.

- The earlier of (a) the date on which the Buyer obtains the mortgage commitment described in Section 5, or (b) the eighth (8th) day following the Mortgage Contingency Date.
- Transfer of title.

In case of a dispute, listing Broker shall continue to hold all deposits until the parties' rights to the deposits are finally adjudicated or agreed upon. If listing Broker initiates or is made a party in any action arising out of a dispute between the parties over deposits, then any and all costs incurred by listing Broker (including, without limitation, attorneys' fees and court costs) shall be paid by the nonprevailing party.

Buyer Initial _____ Date _____ Seller Initial _____ Date _____

7. Closing. The closing will take place on _____ (date) or sooner as mutually agreed by the parties. The closing will be held at the offices of the Buyer's attorney or at such other place as Buyer's mortgage lender may reasonably require.

8. Possession at Closing; Condition of Property; Risk of Loss. At the time of closing, possession and occupancy of the improvements and personal property on the Property included in this Contract shall be delivered to Buyer in the condition they were in on the date of this Contract, subject to ordinary wear and use and, except as otherwise agreed by the parties, free of all tenants and occupants. Seller agrees to deliver the Property to Buyer in broom clean condition. Seller agrees (unless the Property is a common interest community and Seller is not responsible for the grounds) to continue to maintain the grounds until closing. Buyer shall have the right to inspect the Property for compliance with this Contract before the closing, upon reasonable notice to Seller. Risk of loss or damage to the Property shall be upon the Seller until the closing.

9. Other Conditions. _____

10. Title. Seller will transfer fee simple title to the Property to Buyer by a Connecticut form of Warranty Deed, (or Connecticut Form of Fiduciary Deed if Seller is an Executor, Administrator, Conservator or Trustee), subject to (a) any and all provisions of any ordinance, municipal regulation, or public or private law; declarations, restrictions, covenants, and easements of record; any state of facts an accurate survey or personal inspection of the Property might reveal; provided that none of the above interfere with the present location of any building now located on the Property, prevent the use of the Property as a residence, or render title to the Property unmarketable; (b) current taxes and municipal assessments; (c) any mortgage which Buyer has agreed to assume under this Contract; and (d) the following additional liens and encumbrances which shall be assumed and paid by Buyer in addition to the purchase price (*NOT APPLICABLE UNLESS FILLED IN*): (sewer and water liens will not be assumed by buyer unless specifically stated below)

11. Adjustments. Adjustments for taxes, association fees, rents, water, fire taxes, sewer, interest, fuel, condominium fees, municipal assessments, and other charges will be made as of the date of closing in accordance with the custom of the Bar Association for the county where the Property is located.

12. Default; Liquidated Damages; Remedies. If Buyer defaults under this Contract and Seller is not in default, Buyer's deposits shall be paid over to and retained by Seller as liquidated damages and both parties shall be relieved of further liability under this Contract, except to the extent of Buyer's obligations under paragraph 17.

If Seller defaults under this Contract and Buyer is not in default, Buyer shall be entitled to any and all remedies provided by law and equity including, but not limited to, specific performance and recovery of amounts spent for mortgage application, appraisal, title search, and tests or inspections. If a legal action is brought to enforce any provision of the Contract, the prevailing party, including a broker who is made party to such action and who has not significantly contributed to the default, shall be entitled to court costs and attorneys' fees.

13. Complete Agreement. This Contract contains the entire agreement between Buyer and Seller concerning this transaction, and supersedes any and all previous written or oral agreements concerning the Property.

14. Non-assignability. Buyer shall not assign its rights under this Contract without the written consent of the Seller.

15. Survival. This Contract shall be binding upon and inure to the benefit of the respective personal representatives, heirs, successors and assigns of Buyer and Seller.

16. Equal Housing Rights. Buyer acknowledges that he/she is aware of his/her right to be shown any home within his/her price range in any area specified by Buyer and which is available to the undersigned REALTOR®.

Buyer Initial _____ Date _____ Seller Initial _____ Date _____

17. Home, Pest and Environmental Inspection/Tests. Buyer acknowledges that Buyer has had the opportunity to make a full and complete inspection of the Property and other improvements, to the extent desired by Buyer. If Buyer has elected to make a less than thorough inspection, Buyer waives any right to object to any defects in the Property and other improvements that would have been disclosed by a full and complete inspection. Buyer has the right to have the lead inspection or risk assessment described below (unless waived) and the other inspections checked below performed on the Property. Buyer must arrange and pay for all inspections including any additional inspections recommended by the inspector (except if the mortgage described in paragraph 5 is VA, Seller will pay termite inspection charges to the extent required by the applicable lender). Buyer must give Seller written notice of any inspection that does not meet the standards set forth below together with a copy of the relevant pages of the inspection report, on or before _____ calendar days after the date that this Contract is fully executed (Inspection Contingency Date). If Buyer does not give Seller such notice, Seller shall have no responsibility or obligation concerning any condition to which this paragraph 17 applies. At Buyer's sole cost and expense, Buyer shall restore the Property to substantially the same condition it was in immediately before any inspections.

If an inspection report given by Buyer to Seller on or before the Inspection Contingency Date reveals that the Property or other improvements do not meet the terms set forth below and Seller and Buyer cannot reach a mutually satisfactory agreement regarding these matters, then Buyer may terminate this Contract by giving Seller written notice of termination no later than 3 days after the Inspection Contingency Date. Failure by Buyer to so terminate relieves Seller from all responsibility and obligation concerning any condition to which this paragraph 17 applies. If Buyer terminates this Contract pursuant to Buyer's rights under this paragraph 17, Buyer shall receive all deposited sums and the obligations of the parties under this Contract shall end, except with respect to the obligations under this paragraph 17.

In consideration of the rights of inspection, and whether Buyer exercises such rights or not, Buyer hereby releases Seller, Broker and Co-Broker (if any) from any and all liability related to any defects in the Property or the cost of addressing any environmental condition in the Property of which Seller, Broker or Co-Broker, as the case may be, had no actual knowledge before the execution of this Contract. This release and the obligations and agreements of Buyer contained in this paragraph 17 shall survive the deed and the termination of this Contract.

In completing paragraph 17, Buyer and Seller understand that: If the Property is "target housing" under federal law (meaning with some exceptions, housing built before 1978), Seller must permit Buyer a 10-day period (unless the parties mutually agree in writing to a different time period) to conduct a risk assessment or inspection of the Property for the presence of lead-based paint and lead-based paint hazards before Buyer is obligated under this Contract. Buyer may waive this right of inspection in writing.

BUYER MAY CONDUCT AN INSPECTION OR RISK ASSESSMENT (as defined by federal law) by a licensed environmental inspector or recognized inspection service for lead-based paint and lead-based paint hazards in the Property (as those terms are defined by federal regulation) within the time period stated in paragraph 17, with the results being satisfactory to Buyer, provided that Buyer's determination is reasonable in view of the written report of any such inspection. Buyer may waive this right by completing the WAIVER below (if applicable), Buyer executed HUD notice on lead-based substances, attached.

WAIVER. By initialing here: _____, Buyer waives the right to conduct a risk assessment or inspection for the presence of lead-based paint and lead-based paint hazards in the Property. Seller acknowledges such waiver by initialing here: _____

[Applicable Only If Checked]

A HOME INSPECTION performed by an engineer licensed by the State of Connecticut or a home inspection service licensed by the State of Connecticut indicating that the buildings and other improvements located on the Property are structurally sound and that the mechanical, electrical and plumbing systems of any of the buildings are in good repair.

A TERMITE OR WOOD DESTROYING INSECT INSPECTION performed by a licensed exterminator or inspection service licensed by the State of Connecticut and indicating that the buildings on the Property are not infested by termites or wood-boring insects and that the buildings on the Property are not damaged as a result of such infestation.

OTHER ENVIRONMENTAL INSPECTIONS/TESTS of the buildings located on the Property for asbestos; radon; mold; and _____ (other), performed by a licensed environmental inspector or inspection service licensed by the State of Connecticut, the results of which are satisfactory to Buyer, provided that Buyer's determination is reasonable in view of the written report of any inspection and/or test.

Buyer Initial _____ Date _____ Seller Initial _____ Date _____

18. Riders. The riders which are checked below and which are attached to the Contract are made part of this Contract. APPLICABLE ONLY IF CHECKED

- Attorney Approval
- Perc/Pit Test
- Sale of Buyer's Residence Contingency (AKA Hubbard)
- Sale of Buyer's Residence Contingency (Under Contract)
- Other
- Condominium/PUD
- Purchase Money Note and Mortgage
- As Is
- Insulation (New Homes only)
- Septic/Well
- Appraisal
- Short Sale

19. Property Disclosure Report. To the extent required by P.A. 95-311, Seller shall furnish Buyer with a Residential Property Disclosure Report before Buyer's execution of this Contract or credit Buyer with \$500.00 toward the purchase price at closing.

20. Notices to Buyer. (a) Lists of Hazardous Waste Sites. Buyer is notified that the Department of Energy and Environmental Protection is required pursuant to Section 22a-134f of the Connecticut General Statutes to furnish lists of hazardous waste facilities located within the town to the Town Clerk's office. Buyer should refer to these lists and the Department of Environmental Protection for information on environmental questions concerning the Property and the lands surrounding the Property. This paragraph constitutes Seller's notice to Buyer of the availability of such lists, as provided in Section 20-327f of the Connecticut General Statutes.

(b) Lists of Properties where Shooting Sports Conducted. Buyer is notified that a list of local properties upon which hunting or shooting sports regularly take place may be available at the Town Clerk's office. This paragraph constitutes Seller's notice to Buyer of the availability of such lists, as provided in Section 20-327g of the Connecticut General Statutes.

(c) Information Concerning Environmental Matters. Buyer is notified that information concerning environmental matters on the Property and surrounding properties is available from the federal Environmental Protection Agency, the National Response Center, the Department of Defense and third-party providers.

(d) Educational Material Concerning Well Water Testing. If the Property is served by a private well, Buyer is notified that important educational material concerning private well testing is available on the Department of Public Health's web site.

21. Execution by Electronic Methods. The parties agree that they may enter into this Contract (including any amendments and riders hereto) via facsimile (fax) machine and/or email. This consent applies only to this transaction, and either party may withdraw such consent by fax or email or in writing, but such withdrawal will not affect the validity or enforceability of this Contract (or any amendments or riders hereto) after it has been entered into. Faxing, and retention of and access to fax records, requires a fax machine or other appropriate fax technology. Email, and retention of and access to email records, requires a computer, internet account and email software.

Buyer elects to use:

___ Fax: Fax number is: _____

___ Email: Email address is: _____

Seller elects to use:

___ Fax: Fax number is: _____

___ Email: Email address is: _____

If any party changes its email address or fax number it will promptly notify the other party of the new email address and/or fax number.

22. Broker(s). Buyer and Seller recognize _____ (firm name) and _____ (firm name) as the sole broker(s) in this transaction.

When signed by Buyer and Seller this is intended to be a legally binding contract. If either party has any questions about any aspect of this transaction, he/she should consult with an attorney before signing this Contract.

BUYER

SELLER

Date: _____

Date: _____

CAUTION

U.S. Department of
Housing and Urban
Development
Federal Housing Administration (FHA)



OMB Approval No: 2502-
0538 (exp. 04/30/2018)

For Your Protection: Get a Home Inspection

Why a Buyer Needs a Home Inspection

A home inspection gives the buyer more detailed information about the overall condition of the home prior to purchase. In a home inspection, a qualified inspector takes an in-depth, unbiased look at your potential new home to:

Evaluate the physical condition: structure, construction, and mechanical systems; Identify items that need to be repaired or replaced; and Estimate the remaining useful life of the major systems, equipment, structure, and finishes.

You Must Ask for a Home Inspection

A home inspection will only occur if you arrange for one. FHA does not perform a home inspection.

Decide early. You may be able to make your contract contingent on the results of the inspection.

Appraisals are Different from Home Inspections

An appraisal is different from a home inspection and does not replace a home inspection. Appraisals estimate the value of the property for lenders. An appraisal is required to ensure the property is marketable. Home inspections evaluate the condition of the home for buyers.

FHA Does Not Guarantee the Value or Condition of your Potential New Home

If you find problems with your new home after closing, FHA cannot give or lend you money for repairs, and FHA cannot buy the home back from you. Ask a qualified home inspector to inspect your potential new home and give you the information you need to make a wise decision.

Radon Gas Testing and other safety/health issues

The United States Environmental Protection Agency and the Surgeon General of the United States have recommended that all houses should be tested for radon. For more information on radon testing, call the toll-free National Radon Information Line at 1-800-SOS-Radon or 1-800-767-7236.

Ask your home inspector about additional health and safety tests that may be relevant for your home.

Be an Informed Buyer

It is your responsibility to be an informed buyer. You have the right to carefully examine your potential new home with a qualified home inspector. To find a qualified home inspector ask for references from friends, realtors, local licensing authorities and organizations that qualify and test home inspectors.



HUD-92564-CN (6/14)



CAUTION

CAUTION

CAUTION

PRECAUCION

U.S. Department of
Housing and Urban
Development
Federal Housing Administration (FHA)



OMB Approval No: 2502-
0538 (exp. 04/30/2018)

PARA SU PROTECCIÓN: MANDA A HACER UNA INSPECCIÓN DE LA CASA

¿Por qué un comprador necesita una inspección de la casa

Una inspección de la casa da al comprador una información más detallada acerca de la condición totales de la casa antes de la compra. En una inspección de la casa, un inspector calificado toma una mirada imparcial a fondo en su nuevo hogar potencial para:

- Evaluar la condición física: estructura, construcción y sistemas mecánicos;
- Identificar los artículos que necesitan ser reparadas o reemplazadas; y
- Estimar la vida útil restante de los sistemas principales, equipos, estructura y acabados.

Usted debe solicitar una inspección de la casa

Una inspección de la casa sólo ocurrirá si usted solicita uno. LA FHA no realiza una inspección de la casa. Decidir temprano. Usted puede hacer un contrato contingente de acuerdo con el resultado de la inspección.

Tasaciones/ Valoración son diferentes de las Inspecciones de viviendas

Una tasación/valoración es diferente de una inspección de la casa y no sustituye a una inspección de la casa. Tasaciones estiman el valor de la propiedad para los prestamistas. Se requiere una tasación/valoración para asegurar la propiedad es comercializable/vendible. Las inspecciones de casa evalúan la condiciones de la casa para los compradores.

FHA no garantiza el valor o la condición de su Potencial Nuevo Hogar

Si usted encuentra problemas con su nueva casa después de cerrar, la FHA no puede dar o prestar dinero para las reparaciones, y FHA no puede comprar la casa detrás de usted. Pídale a un inspector calificado a inspeccionar su potencial nuevo hogar y le dará la información que necesita para tomar una decision sabia/acertada.

Pruebas de Radón de los gases y otras medidas de seguridad y de salud

La Agencia de Protección Ambiental de los Estados Unidos y el Cirujano General de los Estados Unidos han recomendado que todas las casas deben someterse a la prueba de radón. Para obtener más información sobre las pruebas de radón, llame gratis a la Línea de Información Nacional sobre el radón en el 1-800-SOS-Radon o llamando al 1-800 -767-7236.

Pregúntele a su inspector de viviendas acerca de salud adicionales y pruebas de seguridad que podrían ser pertinentes para su casa.

Sea un comprador informado

Es su responsabilidad de ser un comprador informado. Usted tiene el derecho de examinar cuidadosamente su nuevo hogar potencial con un inspector calificado. Pregúntele a sus amigos, vecinos, y a otros compradores para que le den referencias a un inspector calificado. También pregúntele a agentes inmobiliarios, busque listados locales de las autoridades de concesión de licencias y las organizaciones que califican y los inspectores de viviendas de prueba.



HUD-92564-CN (6/14)



PRECAUCION

PRECAUCION

PRECAUCION

Ten Important Questions to Ask Your Home Inspector

1. What does your inspection cover?

The inspector should ensure that their inspection and inspection report will meet all applicable requirements in your state if applicable and will comply with a well-recognized standard of practice and code of ethics. You should be able to request and see a copy of these items ahead of time and ask any questions you may have. If there are any areas you want to make sure are inspected, be sure to identify them upfront.

2. How long have you been practicing in the home inspection profession and how many inspections have you completed?

The inspector should be able to provide his or her history in the profession and perhaps even a few names as referrals. Newer inspectors can be very qualified, and many work with a partner or have access to more experienced inspectors to assist them in the inspection.

3. Are you specifically experienced in residential inspection?

Related experience in construction or engineering is helpful, but is no substitute for training and experience in the unique discipline of home inspection. If the inspection is for a commercial property, then this should be asked about as well.

4. Do you offer to do repairs or improvements based on the inspection?

Some inspector associations and state regulations allow the inspector to perform repair work on problems uncovered in the inspection. Other associations and regulations strictly forbid this as a conflict of interest.

5. How long will the inspection take?

The average on-site inspection time for a single inspector is two to three hours for a typical single-family house; anything significantly less may not be enough time to perform a thorough inspection. Additional inspectors may be brought in for very large properties and buildings.

6. How much will it cost?

Costs vary dramatically, depending on the region, size and age of the house, scope of services and other factors. A typical range might be \$300-\$500, but consider the value of the home inspection in terms of the investment being made. Cost does not necessarily reflect quality. HUD Does not regulate home inspection fees.

7. What type of inspection report do you provide and how long will it take to receive the report?

Ask to see samples and determine whether or not you can understand the inspector's reporting style and if the time parameters fulfill your needs. Most inspectors provide their full report within 24 hours of the inspection.

8. Will I be able to attend the inspection?

This is a valuable educational opportunity, and an inspector's refusal to allow this should raise a red flag. Never pass up this opportunity to see your prospective home through the eyes of an expert.

9. Do you maintain membership in a professional home inspector association?

There are many state and national associations for home inspectors. Request to see their membership ID, and perform whatever due diligence you deem appropriate.

10. Do you participate in continuing education programs to keep your expertise up to date?

One can never know it all, and the inspector's commitment to continuing education is a good measure of his or her professionalism and service to the consumer. This is especially important in cases where the home is much older or includes unique elements requiring additional or updated training.

Case Study

Jessica is a divorced, single mother of two boys, ages six and seven. She works full time at the local library and earns \$32,000 a year. She receives no alimony and no public assistance.

To save money after her divorce, Jessica moved into her parents' home and plans to move out as soon as possible into a three-bedroom apartment. To afford monthly rent, she knows that she'll need to make some changes to her spending habits. She's reviewed all of her expenses and doesn't see ways to cut back her spending, as she believes that she buys only what her family needs.

Here's a profile of Jessica's spending habits:

Food

- Makes breakfast for her sons every morning but has no time to make breakfast for herself. So she buys something at a coffee shop next to work, which usually costs about \$6 each workday.
- For lunch, gets a sandwich and drink at a local deli for about \$8.50.
- Buys lunches for the children at the school cafeteria for \$2 each.
- Usually gives her sons frozen dinners because she's too tired to cook.
- Goes out for pizza and ice cream every Friday night, which costs about \$40 for the three of them.
- Shops for food only when she needs to, often picking up some canned goods and other items at a drug store near work because it's convenient.
- Isn't sure how much she spends each week or month on food.

Clothing

- Has to buy clothes regularly for the boys because they grow so fast, but they insist on wearing fashionable clothes to school.
- Buys high-quality, designer-type dresses for herself that sometimes cost at least @150.00
- Doesn't keep track of how much she spends on clothing.
- Always uses her credit cards for clothing purchases, making the minimum payment of \$50 each month.

Housing

- Wants to move into a three-bedroom apartment so the boys can have their own rooms. That would cost about \$1250 a month where she wants to live in the suburbs.

Furniture

- Stores furniture from her marriage at a public facility because it doesn't fit in her parents' home. That costs her \$150 a month.

Transportation

- Has a car from the marriage, a 2003 Ford that's paid for but doesn't run very well. She has to get it repaired every few months.
- Repairs, insurance, gas and maintenance cost her about \$350 a month. She uses the car for errands and work, which is about seven miles from her parents' house.
- Parks for free at the library.

Entertainment

- Takes the boys to the movies every Saturday night, which costs \$65 for all of them.
- Rents videos occasionally.
- Subscribes to cable TV so her children can watch movies and sports, which costs almost \$140 per month.
- Buys a newspaper every day on her way to work and subscribes to four magazines. The total is around \$200 a year.
- Belongs to a health club where she goes three times a week to jog on the treadmill and do aerobics. The membership cost is \$52 a month.

Suggestions for Jessica

Home Maintenance Checklist

Timing is everything, especially when it comes to home maintenance. Maintenance performed regularly can help maximize the lifespan of your home and its systems and prevent expensive problems. Timing may vary according to where you live, so this checklist is designed to give you basic suggestions from which you can pick and choose what's right for you, your home, your location and your family.

Tasks	S P R I N G	F A L L	A N N U A L
Foundation and Basement			
Inspect for signs of termites and wood decay			✓
Check grading to assure that water will drain away from foundation			✓
Check basement for dampness or leaking following wet weather			✓
Doors and Windows			
Check doors, windows and trim for finish failure	✓	✓	
Check glazed openings for loose putty	✓	✓	
Check for broken glass and damaged screens	✓	✓	
Take down screens (if removable); clean and store them			✓
Lubricate window hardware	✓	✓	
Check weatherstripping for damage and tightness of fit	✓	✓	
Check caulking at doors, windows and all other openings and joints between different materials (e.g., wood and masonry)	✓	✓	
Exterior Walls			
Check masonry for cracks and loose joints	✓	✓	
Check painted surfaces for paint failure	✓	✓	
Check siding and trim for damage or decay	✓	✓	
Check all trim for tightness of fit at joints, caulk	✓	✓	
Roof			
Check for damaged or loose shingles and blisters	✓	✓	
Check underside of roof where accessible (or attic) for water stains or dampness	✓	✓	
Check for damaged flashings around vents and chimneys	✓	✓	
Check for damaged gutters, downspouts, hangers, strainers and splash blocks or if paint is needed on them	✓	✓	
Clean gutters, strainers, downspouts and splash blocks	✓	✓	
Check vents, louvers and chimney caps and housings for cracks and debris			✓
Check fascias and soffits for paint failure and decay	✓	✓	
Check antenna guy wires and supports	✓	✓	
Evaluate roof for future replacement			✓
Interior Surfaces			
Check all finished surfaces for dirt, finish failure and required repairs	✓	✓	
Check all joints in ceramic tile, laminated plastic and similar surfaces	✓	✓	
Check caulk or grouting around bathtubs, showers and sinks	✓	✓	
Floors			
Check for wear and damage, particularly where one material meets another (e.g., wood and carpet)			✓
Evaluate for replacement or refinishing			✓
Electrical System			
Check condition of cords to all appliances and plugs	✓	✓	
Check areas where wiring is exposed and replace at first sign of damage	✓	✓	
Check smoke detectors	✓	✓	
If fuses blow or breakers trip frequently, call an electrician to locate the cause and make repairs			✓
Heating and Cooling Systems			
Clean or change air filters	✓	✓	
Have systems checked by qualified service person	✓	✓	
Remove window air conditioners for winter or put weatherproof covers on them			✓
Clean dirt and dust from around furnaces, condensing unit, grills and registers	✓	✓	
Service humidifier and dehumidifier			✓
Plumbing System			
Check faucets hose bibbs, flush valves and sinks for leakage and corrosion	✓	✓	
Have service person check septic system			✓
Check water heater for leakage, corrosion and obstruction			✓
Grounds and Yard			
Drain outside water lines and hoses			✓
Clean area wells, window wells and storm drains	✓	✓	
Check driveways and sidewalks for cracks and yard for soil erosion	✓	✓	