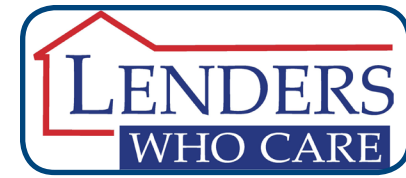


Steps on your Path



After attending the Home Buying Seminar and decide to move forward with your homeownership plan, you might ask "What's next?" Here is a step-by-step breakdown of your path to homeownership

Step 1 Find a High Level Mortgage Professional

- Use Lenders Who Care as a resource to find a High Level Mortgage Professional in your area.
- Ask friends and family for their recommendations. Their advice is a lot more useful than scanning the phonebook!

Step 2 Start Plotting your Course

- Sit down with your high Level Mortgage Professional to take a look at your FICO score and other key factors.
- Bring documentation detailed on the "What to Bring to your home financing consultation" handout.
- With this documentation, you and your Mortgage Professional can determine what steps you need to take to reach your goal of homeownership.
- Ask questions!
- Make sure to get a Good Faith Estimate.

Step 3 Find a High Level Real Estate Agent

- Ask your Mortgage Professional for recommendations.
- Take advantage of special benefits. If you are eligible for HeroCare, a home buyer can save hundreds to thousands of dollars by working with a HeroCare Real Estate Agent.
- Ask friends and family for their recommendations.

Step 4 Find a Home at a Price that Works for You

- Discuss what you would like in a home with your Real Estate Agent.
- Decide on what are your must-have features and what you can compromise.
- Keep on the lookout for things that might raise your monthly payment. Check for Mello Roos taxes or association dues that might put you over budget. Your Real Estate Agent can help.
- Stay within your budget when looking at homes and writing offers.
- Ask for seller to pay closing costs, if needed.

Step 5 Do Your Part in the Loan Process

- Be active and responsive to your mortgage consultant, real estate agent, and escrow company and get them any documentation they need.
- Try to relax. Purchasing a home can be overwhelming. Don't get discouraged if you do not understand a form or a part of the process. Ask your home financing team to explain anything that is confusing.

Step 6 Enjoy Homeownership

- Once your loan closes and records, you will be able to move in!
- Remember that homeownership will help you and your family maintain financial stability and build wealth over time. Feel accomplished in your investment.

To reach local Lenders Who Care representative, [Tim Harrison](#), directly at his office, please call **(800) 566-2475**. Tim is a founding member of Lenders Who Care and a Branch Manager at Broadview Mortgage Upland. He is happy to answer any questions you might have and help you on your path to homeownership.

A Path to Homeownership

Offered The Mortgage Consumer Advocate and Lenders Who Care

Resources

Tim Harrison, Lenders Who Care Representative 1-877-811-1592 www.lenderswhocare.org

California Housing Finance Agency 1-877-9CalHFA (877-992-5432) www.CalHFA.ca.gov

Consumer Mortgage Advocate *A free consumer resource on homeownership issues.*

1-800-499-3075 www.ConsumerMortgageAdvocate.org

[NHSIE](http://www.nhsie.org) Neighborhood Housing Works www.nhsie.org 909-884-6891

[Buying and Owning a Home](http://www.freddiemac.com/corporate/buying_and_owning.html) Freddie Mac www.freddiemac.com/corporate/buying_and_owning.html

[Buying a Home](http://www.freddiemac.com/corporate/buying_and_owning.html) Department of Housing and Urban Development

www.freddiemac.com/corporate/buying_and_owning.html

[The Home Buying Process](http://portal.hud.gov/portal/page?_pageid=33,717091&_dad=portal&_schema=PORTAL) Federal Housing Administration

http://portal.hud.gov/portal/page?_pageid=33,717091&_dad=portal&_schema=PORTAL

[FHA Loans](http://www.hud.gov/buying/loans.cfm) Federal Housing Administration www.hud.gov/buying/loans.cfm

[Homeownership Resources](http://www.fanniemae.com/homepath/index.jhtml) Fannie Mae www.fanniemae.com/homepath/index.jhtml

[Home Loan Learning Center](http://www.homeloanlearningcenter.com/default.htm) Mortgage Bankers Association www.homeloanlearningcenter.com/default.htm

[Home Loan Guaranty Services](http://www.homeloans.va.gov) Dept. of Veterans Affairs www.homeloans.va.gov

[State and Local Home Buyer Assistance Programs](http://www.hud.gov/buying/localbuying.cfm) www.hud.gov/buying/localbuying.cfm

[Housing Publications from the Federal Citizen Information Center](http://www.pueblo.gsa.gov) www.pueblo.gsa.gov (Search for "housing")

[Consumer Information from NAHB](http://www.NAHB.org) www.NAHB.org

[Mortgage information from the Fed](http://www.federalreserveconsumerhelp.gov/index.cfm?nav=9493) Federal Reserve Board

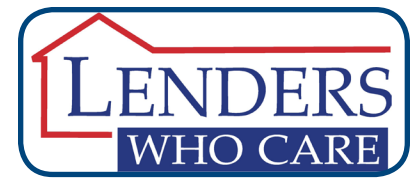
www.federalreserveconsumerhelp.gov/index.cfm?nav=9493

[Home Financing Information from the FTC](http://www.ftc.gov/bcp/menus/consumer/credit/mortgage.shtm) Federal Trade Commission

www.ftc.gov/bcp/menus/consumer/credit/mortgage.shtm

You may see a short video of Elizabeth Alvarez, Program Director of *The Home Buying School .Org*, describing classes offered by the Area Housing Authority of the County of Ventura, visit www.AHAcv.org, and choose **Home Buyers Workshop**.

Types of Property Sales



There are many different kinds of property sales. Here is a quick overview to help explain their differences and similarities.

Traditional

- a. A traditional sale is when the previous owner is selling their own property
- b. Bank approval from the seller's lender is not required for this kind of sale.
- c. Usually, the seller on these transactions owes less than the property is currently worth and is not "up-side-down" on the property.
- d. These types of sales are usually the most simple because less parties are involved compared to short sales and bank. However, these types of sales can be difficult (but not impossible) to find in the current market.
- e. Private sellers will sometimes make repairs to the property if needed, whereas you may have to purchase a foreclosure property as-is.

Short Sale

- a. A short sale is when the seller is selling their home for less than what they owe on the property.
- b. The seller's lender must approve the short sale and accept the fact that they will be settling for less than what the seller owes.
- c. You want to make sure that a short sale is approved by the seller's bank. If the seller's bank has not yet accepted the short sale, it might take months for your offer to be accepted by the bank.
- d. Keep in mind that these transactions can, at times, be difficult because there is more involved with them when compared to traditional and bank-owned sales. However, banks are becoming more willing to negotiate and accept short sales, so they are not as difficult as they were this time last year.

Bank-owned/ Foreclosure/ REO

- a. When the property for sale is marked as "Bank-owned," "REO," or "Foreclosure," the previous owners have already been foreclosed upon and the bank is selling the home.
- b. These sales can be much easier than a short sale.
- c. There are sometimes issues with damage to the property from former owners.
- d. Though banks are becoming more apt to negotiate, it is unlikely you will be able to require the bank to make improvements to the property prior to close of escrow. This means you will most likely be buying the property as-is, accepting any faults that might come with it.

