

*The class meets for three evenings and runs for three hours and fifteen minutes with one ten minute break.*

**Class 1: 6:00—9:15pm (home buying coach, mortgage lender)**

- ◆ Introductions, ground rules, overview of the course
- ◆ Why buy a home? Pros and cons.
- ◆ Budgeting, Saving, Planning
- ◆ Income, savings, debt & credit: how the lender determines eligibility for a mortgage
- ◆ Identify uses for savings: down payment, closing costs, and pre-paid expenses
- ◆ Mortgage qualifying ratios
- ◆ Understanding the rights and responsibilities of credit
- ◆ How to read and understand a credit report
- ◆ Identifying the steps to build or improve credit

**Class 2: 6:00—9:15pm (home buying coach, real estate agent, inspector)**

- ◆ Fair housing laws
- ◆ Property types
- ◆ Identifying a healthy condominium association
- ◆ Establishing guidelines for finding a property
- ◆ Working with real estate agents
- ◆ Negotiating the Offer to Purchase; the contingencies
- ◆ The home inspection

**Class 3: 6:00—9:15pm (home buying coach, attorney, home insurance agent, mortgage lender)**

- ◆ The components of an offer
- ◆ Understanding the components of the Purchase and Sale
- ◆ Legal aspects of a closing
- ◆ Legal aspects of the landlord/tenant relationship; lead paint
- ◆ Shopping for a mortgage
- ◆ Financial Assistance
- ◆ Homeowner insurance
- ◆ Responsibilities of homeownership; keeping organized, tax planning

*Graduates receive individual coaching upon class completion. Income-eligible graduates receive access to financial assistance programs through municipalities across the state and access to MHP's Loan Program, MassHousing loans and other mortgage programs in Massachusetts.*

*The class meets for four evenings and runs for two hours and forty-five minutes with one ten minute break.*

**Class 1: 6:00—8:45pm (home buying coaches, mortgage lender)**

- ◆ Introductions, ground rules, overview of the course
- ◆ Why buy a home? Pros and cons.
- ◆ Income, savings, debt & credit: how the lender determines eligibility for a mortgage
- ◆ Identify uses for savings: down payment, closing costs, and pre-paid expenses
- ◆ Mortgage qualifying ratios
- ◆ Understanding the rights and responsibilities of credit
- ◆ How to read and understand a credit report
- ◆ Identifying the steps to build or improve credit

**Class 2: 6:00—8:45pm (home buying coaches, student loan expert, real estate agent)**

- ◆ Pre-qualification exercise, Student loan debt, Budgeting, Saving, Planning
- ◆ Property types
- ◆ Identifying a healthy condominium association
- ◆ Establishing guidelines for finding a property
- ◆ Working with real estate agents
- ◆ Negotiating the Offer to Purchase; the contingencies

**Class 3: 6:00—8:45pm (home buying coaches, fair housing specialist, home inspector, lead paint inspector, insurance agent)**

- ◆ Fair Housing
- ◆ Financial assistance
- ◆ The home inspection
- ◆ Lead Paint
- ◆ Homeowner insurance

**Class 4: 6:00—8:45 (home buying coaches, attorney, mortgage lender)**

- ◆ The components of an offer
- ◆ Understanding the components of the Purchase and Sale
- ◆ Legal aspects of a closing
- ◆ Legal aspects of the landlord/tenant relationship; lead paint
- ◆ Shopping for a mortgage

*Graduates receive individual coaching upon class completion. Income-eligible graduates receive access to financial assistance programs through municipalities across the state and access to MHP's Loan Program, MassHousing loans and other mortgage programs in Massachusetts.*