

Aloha,

Thank you for your interest in the Hawaii HomeOwnership Center's Homebuyer Education & Coaching Program.

Program Overview

We offer a lifetime membership that allows you access to our homebuyer education classes, individualized coaching (before & after purchasing a home), workshops, and information about homeownership assistance programs (as available). You can elect to use the range of offerings based on your needs and interests – see below for details.

Membership Features & Benefits

One-on-one Coaching

1

Individualized coaching sessions help you develop customized plans to help reach your goals and apply concepts from the classes (#2) to your situation. This includes information about homebuyer assistance programs. Kauai and Maui Counties: Only phone coaching available.

Home Buyers Education & Consumer Workshops

2

Our nationally recognized training course provides credible, accurate information. The nine-hour content is presented to you in segments to ensure that you leave our course with the skills you need to become "Mortgage Ready" and make an informed decision about your home purchase.

Live webinar classes via Zoom or an online self-paced program are available.

Consumer workshops provide information about homeownership related topics based on member interest.

Post Purchase Services

3

Our Homeowner seminars are designed to support you in sustaining your home & address other concerns after your purchase.

One-on-one coaching is available as needed after the home purchase. Topics have included avoiding financial pitfalls and foreclosure, refinance, and purchasing another home. Our homebuyers have proven to be default resistant.

We look forward to hearing from you. Please do not hesitate to call us if you have questions (Oahu 523-9500, toll-free 877-523-9503) or email at info@hihomeownership.org

Sincerely,
Hawaii HomeOwnership Center

Home Buyer's Education Course Syllabus

Course	Topics Covered
Ia - Managing Your Money (2.25 hours)	<ul style="list-style-type: none"> ▪ tracking income and expenses ▪ setting financial goals ▪ preparing a "reasonable" household spending and savings plan ▪ evaluating and adjusting your spending plan ▪ saving for homeownership
Ib - Understanding Credit (2.25 hours)	<ul style="list-style-type: none"> ▪ the "true" costs and benefits of credit ▪ reading and understanding your credit report ▪ managing your debts ▪ using credit wisely, in order to build up a solid credit history and become eligible for a mortgage loan ▪ identity theft
Ila - Getting a Mortgage Loan (2.25 hours)	<ul style="list-style-type: none"> ▪ the financial costs of homeownership including PITI (principal, interest, taxes, insurance) ▪ ratio analysis and affordability ▪ the 4 Cs of credit and how lenders evaluate applications ▪ how to find a lender ▪ your lender's job ▪ steps in getting a loan
Iib - Shopping for a Home (2.25 hours)	<ul style="list-style-type: none"> ▪ identifying your individual wants and needs for a home ▪ finding the right agent ▪ different types of homeownership ▪ finding a home which fits your criteria and price range ▪ making an offer, negotiating the best deal, and moving from contract to closing ▪ protecting your investment with insurance

Getting Started...

Submitting your intake form & payment

The membership is offered for the “buying unit” which includes everyone that will be involved in applying for the home loan or is in the household (i.e. a spouse that won’t be involved in the loan application but will live in the home can be included as a co-client that attends the classes at no additional charge).

Getting Started (instructions on how to submit your documents and payment is below). You will be contacted within 5 business days after payment is received regarding class enrollment.

- **To sign up for membership, submit the intake form and payment of the \$60.00* membership fee.**
- **If you elect to utilize the online self-paced homebuyer education option, an additional \$18.38 is required*** (for a total of \$78.38)**
- **If you are an HSTA member: HSTA is providing you with a \$30 subsidy towards your membership. All we need is a copy of your HSTA member card. If you are taking the live classes, you can pay online. If you wish to take the Framework self-paced class you’ll want to select “Invoice Me”.**

To utilize our financial coaching services, we will need the following documents:

- Income documentation (One month of pay stubs, award letters, etc.)
- Asset account statements – Latest months’ checking, savings, retirement and investment account statements
- Last federal tax return
- Credit report pulled within the last 60 Days. You can either:
 - Pull a free credit report from each of the credit bureaus at no charge from www.annualcreditreport.com. There are no score on these reports.
 - Order a Tri-Merge Credit Report from HHOC for \$21.75 (single) or \$43.29 (joint). This report will contain scores from all three credit bureaus and is a “soft pull” that will not affect your credit score.

*Payment plans can be arranged – an installment of the membership fee must accompany the intake form. No refunds will be issued if any services were received (i.e. class).

No refunds will be issued for online education.

** Credit report costs subject to change based on vendor charges.

*** We currently partner with Framework to provide online education. The cost is subject to change based on third party vendor charges.

Payment:

- We accept checks, money orders, cash (only in our office – no change is available) or credit cards.
- Credit card payments can be made online or they can be processed in our office or we can send a payment invoice for you to pay online as well.

Submitting Intake Form & Documents:

You can fax, mail, drop off, or submit your documents securely via our website. Forms/ documents for all islands converted to pdf’s and stored on a secure server in Oahu. The original documents will either be shredded or returned to you.