



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 the following page for details.

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 on the next page)

After submitting the intake form, payment of the \$60.00* membership fee AND copies of the following, you will be contacted within 10 business days to schedule an assessment appointment. Those that only submit the fee and intake form will be provided the upcoming class schedule within 5 business days.

- Income documentation (1 month of pay stubs, award letters, etc.)
- Asset account statements – checking, savings, retirement, investment
- Last federal tax return
- Tri-merge credit report pulled within the last 60 days. The Center can order a tri-merge individual report for \$22.36** or a joint report (married couples) for \$44.73**. It will be a soft credit report pull and will not affect your credit score. Free reports can be accessed through www.annualcreditreport.com

If you elect to utilize the online homebuyer education option, an additional \$15.00 is required***

*Payment plans can be arranged – an installment of the membership fee must accompany the intake form. Selected DHHL eligible residents may have their fee waived. 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. Selected DHHL eligible residents may have their fee waived.

*** We currently partner with Framework to provide online education. The cost is subject to change based on third party vendor charges. Selected DHHL eligible residents may have their fee waived.

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



Getting Started...

Submitting your documents & payment

Payment:

We accept checks, money orders, cash (only in our office – no change is available) or credit cards.

- Credit card payments can be processed in our office or we can send a payment invoice for you to pay online.

Submitting Intake Form & Documents:

You can fax, mail, drop off, or submit your documents securely via our website. Forms/documents for all islands are sent to Oahu.

FAX: 808-523-9502 MAILING ADDRESS: 1259 Aala Street, #201, Hon, HI 96817

WEBSITE: www.hihomeownership.org (Secure Document Submission link is towards the bottom of our home page)

Frequently asked question about the intake form:

What is the “authorization” and “Title Guaranty Authorization” for? When possible, we try to collect the loan settlement statements for our members that purchased a home. It allows us to better understand trends regarding loan products used, advocate for programs for future home buyers, and meet the needs of current clientele. It also provides justification for our program – we receive funding to subsidize our services and results of home buyers that achieve homeownership reflect a need for our program. Title Guaranty is a local title/escrow company that requires their own authorization form for us to collect this information.

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, Hawaii & 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.

Online classes are also available. (Maui County: Only online class 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.

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
IIa - 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