



"Stabilizing and enhancing our community  
through professional housing  
counseling services."

### **HOME BUYER EDUCATION**

The Housing Alliance of York offers homebuyer education that combines group workshops with one-on-one counseling. Two 3-hour workshops that utilize guest speakers from the local real estate community are followed up with 2-4 hours of individually tailored counseling to provide comprehensive instruction on the home-buying process.

#### **WORKSHOP I: Overview of Homeownership / Credit & Lending**

A presenter from CBY Systems will review the importance of credit and incorporate the "To Your Credit" portion of the *MoneySmart* (FDIC) course materials.

A mortgage lending professional will explain the differences between qualifying, pre-qualified, and pre-approval and discuss ratios, amortization, PMI, Good Faith estimates, Truth-In-Lending, closing costs and more.

The workshop facilitator will distribute and review other *MoneySmart* modules in addition to a variety of PHFA and Fannie Mae publications.

#### **WORKSHOP II: Real Estate & Settlement**

A real estate professional will lead participants through the business relationship between Realtor and Buyer, estimated settlement costs, agreement of sale, seller's disclosures, inspections, appraisals, warranties and more.

A presenter from the York City Human Relations Commission will discuss fair housing and how to identify and handle housing discrimination.

A settlement industry professional will explain abstracting, title searches, title insurance and more.

The workshop facilitator will discuss income padding, balloon payments, inflated appraisals, large prepayment penalties, and payday lending.

#### **ONE-ON-ONE COUNSELING**

Two to four hours of individual counseling with a professional housing counselor will follow the workshops to ensure the information is tailored to the buyer's specific needs. Specific requirements for the York Homebuyers Assistance Program will be discussed in addition to necessary budgeting and credit & debt counseling.

The Housing Alliance of York offers homebuyer education during evening and daytime hours, and also offers workshops and counseling in Spanish. Please check our website at [www.HousingAllianceofYork.com](http://www.HousingAllianceofYork.com) for the dates and times of upcoming workshops, or contact the office at 717/854-1541 to register.



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