

## **ACDS Homeownership Counseling Program Course Outline**

1. How Individual Counseling Can Benefit A Potential Homeowner
2. Discussion of the Differences Between Homeownership and Renting
3. Analysis of Participants Income, Credit, Assets, Monthly Budget and Mortgage Affordability
4. How to Set Strategies To Overcome Any Issues Preventing Homeownership
5. Detailed Understanding the Mortgage Process Including Shopping for a Lender and Interest Rate, Points, Closing Costs, Loan Approval and Denial, and the Appraisal
6. Understanding and Setting Your Housing Priorities, Choosing a Realtor, For Sale by Owner, Buying from a Builder, and Shopping for a Home
7. The Steps to Homeownership Emphasizing the Importance of Preparing for a Mortgage Before Shopping for a Home
8. The Mortgage Process
9. Explanation of a Property Contract of Sale, Contract Disclosures, Contract Contingencies, Negotiating and Settling on a Price
10. Preparing for Closing including Ordering a Home Inspection, Choosing a Title Company, Purchasing a Homeowners Insurance Policy,
11. What to Expect on Settlement Day
12. How to Maintain Your Home
13. Analysis of Participant's Financial Security
14. Develop a Plan of Action to Resolve Identified or Potential Problems