HOMEBUYER WORKBOOK

HOME*TODAY*

Historically, Home*Today* has combined innovation in lending with education to provide first-time and first Generation home buyers the opportunity to achieve successful homeownership. Now, Home*Today* continues with a program that gives anyone, who is ready to learn how to manage their money, the tools and resources necessary to reach their financial Goals - from buying a house, to buying a car, to paying for a child's college education.

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HOME*TODAY* - What are my Goals?

Financial Goals are about what you want to do with your money.

Some goals may be short-term and some are long-term. Listing your goals helps you to monitor success. List your goals below:

#	Goal Description	☑
	0-3 Years into the Future	
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
	8 Years or more into the Future	
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

Notes:

HOME*TODAY* - Identifying My Dreams and Goals

My Dream: _____

	Short-Term (What Part of the goal I will accomplish in the next year)	Mid-Term (What part of the goal I will accomplish in the 1-3 years)	Long-Term (what part of the goal I will accomplish in the next 3-5 years)
Goal:			
Action Plan: (Write Down the date that you'll complete each action planning step)			

My Strengths: What I have and what I need to build, Personally, to Reach my goals:

What I'm already doing well: **What I need to develop or work on:**

My World: Who and What is helping me in my life, who and what do I need in my life to reach my goals?:

What I Have: **What I Need:**

HOME*TODAY* - Identifying My Dreams and Goals

My Dream: _____

	Short-Term (What Part of the goal I will accomplish in the next year)	Mid-Term (What part of the goal I will accomplish in the 1-3 years)	Long-Term (what part of the goal I will accomplish in the next 3-5 years)
Goal:			
Action Plan: (Write Down the date that you'll complete each action planning step)			

My Strengths: What I have and what I need to build, Personally, to Reach my goals:

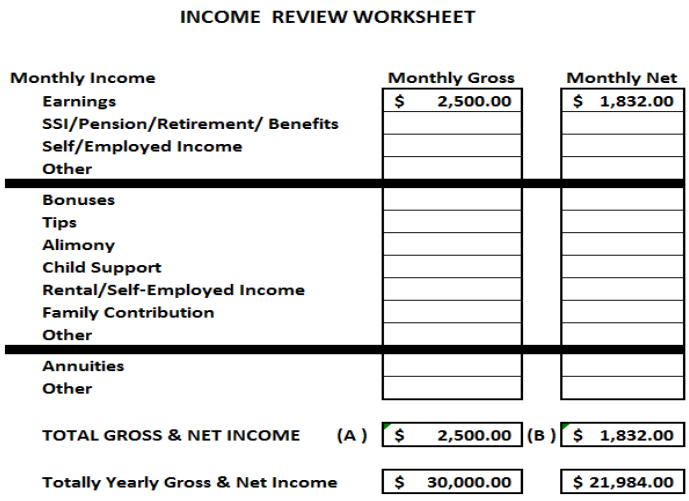
What I'm already doing well: **What I need to develop or work on:**

My World: Who and What is helping me in my life, who and what do I need in my life to reach my goals?:

What I Have: **What I Need:**

INCOME
REVIEW WORKSHEET

Monthly Income	Monthly Gross		Monthly Net
Earnings			
SSI/Pension/Retirement/ Benefits			
Self/Employed Income			
Other			
Bonuses			
Tips			
Alimony			
Child Support			
Rental/Self-Employed Income			
Family Contribution			
Other			
Annuities			
Other			
TOTAL GROSS & NET INCOME (A)	$ -	(B)	$ -
Totally Yearly Gross & Net Income	$ -		$ -



INCOME REVIEW WORKSHEET

Monthly Income	Monthly Gross		Monthly Net
Earnings	$ 2,500.00		$ 1,832.00
SSI/Pension/Retirement/ Benefits			
Self/Employed Income			
Other			
Bonuses			
Tips			
Alimony			
Child Support			
Rental/Self-Employed Income			
Family Contribution			
Other			
Annuities			
Other			
TOTAL GROSS & NET INCOME (A)	$ 2,500.00	(B)	$ 1,832.00
Totally Yearly Gross & Net Income	$ 30,000.00		$ 21,984.00

Categorizing your income will assist you in evaluating how stable your income source is.

Remember, when deciding to use an income source to help you qualify for a mortgage, make sure you will have this type of income for the length of the loan, or have a plan on what to do if that income source is no longer available.

HOME*TODAY* - Tracking Your Spending

Tracking your spending for 4 weeks will give you a real picture of where your money goes each month. This information will help you understand the kinds of choices that you make with your money and is the first step in building a spending plan that works for you.

Step 1: Collect your receipts

Use your brown paper bag or a tool that will allow you to collect receipts for every cent you spend throughout the week. Not possible to get a receipt? Then write down the amount you spend on a piece of paper and place it in your storage tool for daily receipts.

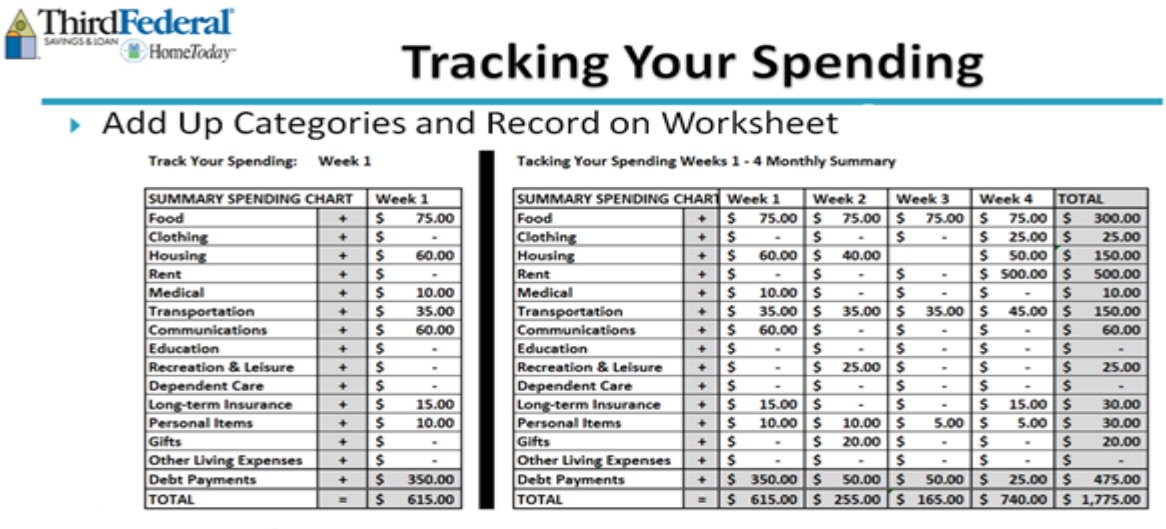
Step 2: Sort and categorize your receipts

Sort your expenses into the categories on your weekly Summary Spending Chart page 8-13. You can find out what category to put your expenses in on page 13 and occasional expenses on page 16.

Step 3: Add it up and fill on the Weekly and Monthly "Summary Spending Charts"

On page 9 carry over all four weeks and total each week for each category to determine what you have spent for the total months.

HOME*TODAY* - Tracking Your Spending



SUMMARY SPENDING CHART		Week 1
Food	+	$ 75.00
Clothing	+	$ -
Housing	+	$ 60.00
Rent	+	$ -
Medical	+	$ 10.00
Transportation	+	$ 35.00
Communications	+	$ 60.00
Education	+	$ -
Recreation & Leisure	+	$ -
Dependent Care	+	$ -
Long-term Insurance	+	$ 15.00
Personal Items	+	$ 10.00
Gifts	+	$ -
Other Living Expenses	+	$ -
Debt Payments	+	$ 350.00
TOTAL	=	$ 615.00

SUMMARY SPENDING CHART		Week 1	Week 2	Week 3	Week 4	TOTAL
Food	+	$ 75.00	$ 75.00	$ 75.00	$ 75.00	$ 300.00
Clothing	+	$ -	$ -	$ -	$ 25.00	$ 25.00
Housing	+	$ 60.00	$ 40.00		$ 50.00	$ 150.00
Rent	+	$ -	$ -	$ -	$ 500.00	$ 500.00
Medical	+	$ 10.00	$ -	$ -	$ -	$ 10.00
Transportation	+	$ 35.00	$ 35.00	$ 35.00	$ 45.00	$ 150.00
Communications	+	$ 60.00	$ -	$ -	$ -	$ 60.00
Education	+	$ -	$ -	$ -	$ -	$ -
Recreation & Leisure	+	$ -	$ 25.00	$ -	$ -	$ 25.00
Dependent Care	+	$ -	$ -	$ -	$ -	$ -
Long-term Insurance	+	$ 15.00	$ -	$ -	$ 15.00	$ 30.00
Personal Items	+	$ 10.00	$ 10.00	$ 5.00	$ 5.00	$ 30.00
Gifts	+	$ -	$ 20.00	$ -	$ -	$ 20.00
Other Living Expenses	+	$ -	$ -	$ -	$ -	$ -
Debt Payments	+	$ 350.00	$ 50.00	$ 50.00	$ 25.00	$ 475.00
TOTAL	=	$ 615.00	$ 255.00	$ 165.00	$ 740.00	$ 1,775.00

TRACKING YOUR SPENDING WORKSHEETS

Track Your Spending: Week 1

SUMMARY SPENDING CHART		Week 1
Food	+	$ -
Clothing	+	$ -
Housing	+	$ -
Rent	+	$ -
Medical	+	$ -
Transportation	+	$ -
Communications	+	$ -
Education	+	$ -
Recreation & Leisure	+	$ -
Dependent Care	+	$ -
Long-term Insurance	+	$ -
Personal Items	+	$ -
Gifts	+	$ -
Other Living Expenses	+	$ -
Debt Payments	+	$ -
TOTAL	=	$ -

Questions:

1. What did you learn from tracking your spending this week?

2. In what ways do you think you're spending your money wisely right now?

3. What three things do you want to do differently regarding your spending?

4. What behaviors/attitudes did you notice during the week?

HOME*TODAY* - Spending Categories

Spending Category Definitions

Food	Transportation	Dependent Care
• Groceries, personal items, toiletries • Lunch money • Vending machines • Coffee breaks • Convenience store items • Fast food/take-out • Dining out at restaurants	• Auto Insurance • Oil Changes • Tire rotation/new tires • Car repair/maintenance • Care emissions test • Car Inspection • Car Registration • License Plates/tags • Gas • Parking/tolls • Bus Fare • Cab Fare	• Child Care • After School Programs • Baby sitters • Camps • Allowance for Children • Respite/Daycare for Elders
Clothing	**Communications**	**Long-term Insurances**
• Adult clothes • Children clothes • School/Work Uniforms • Shoes • Dry Cleaning • Laundromat	• Telephone • Website Domain/Host • Internet Service Providers • Cell Phone/Pager • Cable/Satellite TV	• Disability Insurance • Life Insurance
Housing	**Education**	**Medical**
Saving on a down payment on a home Rental Security deposit Homeowner/renters insurance Parking space at home Electricity Heat Water Sewer Trash Removal Household Furnishings Household lines and towels House maintenance supplies Home repair needs (Plumbing,Etc.) Seasonal cleaning (gutters, windows,etc) Pest Control Cleanings supplies Landscaping/snow removal Lawn care and garden supplies/tools	School Tuition Tutoring School fees/field trips School books/supplies School Extracurricular activities Lessons Hobbies Newspapers Magazines Books	Medical Insurance (Co-pays) Doctor fees/ family medical Doctor fees/pediatrician Doctor fees/ other Dental Insurances Dental Fees Vision Insurances Eye glasses /contacts lens exam Eye glasses or contact lens Medication / Pharmacy Medical Health Counseling
Personal Items	**Recreation & Leisure**	**Gifts**
Tobacco Alcoholic Beverages Personal Care Items Hair stylist/barber Beauty appointments/nails	Sporting Events Hobbies Movies (Theater, rentals, DVDs) Music Purchases (CDCs etc.) Bars Theaters performances/concerts Lottery tickets Athletic club/gym Travel/Vacation Lessons	Church Donations Charites Birthdays Flowers Other/Miscellaneous holidays Christmas/Holidays gifts Bridal/Showers/Anniversary's
Debt Payments	**Other Living Expenses**	**Rent**
Auto Loans / Leases House Loans/ Mortgage House Loan/Rental options Credit Cards Student Loans Legal Judgements Alimony/Child Support	Postage Checking account fees Check Cashing Fees Photograph prints/Family Pictures Pet Supplies/Grooming Veterinarian Club Dues Memberships	Monthly Rental Payments

Understanding Occasional Expenses

Occasional Expenses Estimate Chart													Total
Items	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
CAR													
License													
Inspections													
Maintenance													
Insurances													
Tickets													
Parking													
HOME													
Yard													
Insurances													
Furnishings													
Gifts/Cards													
Holidays													
Travel													
Enteraining													
EDUCATION													
Fees/Tuition													
Supplies/Books													
Class trips													
School Pictures/Mis													
MEDICAL													
Doctor Visits													
Dental Visits													
Vision													
Prescriptions													
DUES/SCUBSCRIPTIONS													
Magazine/Newspapers													
CDs, DVDs, Book Clubs													
Memberships/Clubs													
OTHER													
Clothing/shoes Adult													
Clothing/shoes Child													
other													
TOTALS													
MONTHLY BUDGET AMOUNTS: Divide the yearly total (last column on the right) by 12 to get the amount to budget monthly for occasional expenses. Enter the number in the box to the right.													

* Chart adapted from the Ohio State University Extension "Manage Your Money" worksheets

TRACKING YOUR SPENDING WORKSHEETS

Track Your Spending: Week 2

SUMMARY SPENDING CHART		Week 2
Food	+	$ -
Clothing	+	$ -
Housing	+	$ -
Rent	+	$ -
Medical	+	$ -
Transportation	+	$ -
Communications	+	$ -
Education	+	$ -
Recreation & Leisure	+	$ -
Dependent Care	+	$ -
Long-term Insurance	+	$ -
Personal Items	+	$ -
Gifts	+	$ -
Other Living Expenses	+	$ -
Debt Payments	+	$ -
TOTAL	=	$ -

Questions:

1. What did you learn from tracking your spending this week?

2. In what ways do you think you're spending your money wisely right now?

3. What three things do you want to do differently regarding your spending?

4. What behaviors/attitudes did you notice during the week?

TRACKING YOUR SPENDING WORKSHEETS

Track Your Spending: Week 3

SUMMARY SPENDING CHART		Week 3
Food	+	$ -
Clothing	+	$ -
Housing	+	$ -
Rent	+	$ -
Medical	+	$ -
Transportation	+	$ -
Communications	+	$ -
Education	+	$ -
Recreation & Leisure	+	$ -
Dependent Care	+	$ -
Long-term Insurance	+	$ -
Personal Items	+	$ -
Gifts	+	$ -
Other Living Expenses	+	$ -
Debt Payments	+	$ -
TOTAL	=	$ -

Questions:

1. What did you learn from tracking your spending this week?

2. In what ways do you think you're spending your money wisely right now?

3. What three things do you want to do differently regarding your spending?

4. What behaviors/attitudes did you notice during the week?

TRACKING YOUR SPENDING WORKSHEETS

Track Your Spending: Week 4

SUMMARY SPENDING CHART		Week 4
Food	+	$ -
Clothing	+	$ -
Housing	+	$ -
Rent	+	$ -
Medical	+	$ -
Transportation	+	$ -
Communications	+	$ -
Education	+	$ -
Recreation & Leisure	+	$ -
Dependent Care	+	$ -
Long-term Insurance	+	$ -
Personal Items	+	$ -
Gifts	+	$ -
Other Living Expenses	+	$ -
Debt Payments	+	$ -
TOTAL	=	$ -

Questions:

1. What did you learn from tracking your spending this week?

2. In what ways do you think you're spending your money wisely right now?

3. What three things do you want to do differently regarding your spending?

4. What behaviors/attitudes did you notice during the week?

Tracking Your Spending 4-Week Summary

In this chart, fill in your weekly totals in the boxes for each category. Then, add up each row to find out how much money you spent over the course of a month in each category. For example, add up week 1-4 of your food spending to get the total amount of money you spent on food for the month.

Tacking Your Spending Weeks 1 - 4 Monthly Summary

SUMMARY SPENDING CHART		Week 1	Week 2	Week 3	Week 4	TOTAL
Food	+	$ -	$ -	$ -	$ -	$ -
Clothing	+	$ -	$ -	$ -	$ -	$ -
Housing	+	$ -	$ -	$ -	$ -	$ -
Rent	+	$ -	$ -	$ -	$ -	$ -
Medical	+	$ -	$ -	$ -	$ -	$ -
Transportation	+	$ -	$ -	$ -	$ -	$ -
Communications	+	$ -	$ -	$ -	$ -	$ -
Education	+	$ -	$ -	$ -	$ -	$ -
Recreation & Leisure	+	$ -	$ -	$ -	$ -	$ -
Dependent Care	+	$ -	$ -	$ -	$ -	$ -
Long-term Insurance	+	$ -	$ -	$ -	$ -	$ -
Personal Items	+	$ -	$ -	$ -	$ -	$ -
Gifts	+	$ -	$ -	$ -	$ -	$ -
Other Living Expenses	+	$ -	$ -	$ -	$ -	$ -
Debt Payments	+	$ -	$ -	$ -	$ -	$ -
TOTAL	=	$ -	$ -	$ -	$ -	$ -

DOCUMENT CHECK LIST

Document Check List for the Mortgage Loan

- ☐ Pay Stubs for 60 Days
- ☐ Award Letters (Dated in the Year applying for the Loan)
- ☐ Income Tax Returns for 3 years
- ☐ W-2 Forms for 3 years
- ☐ Bank Statements (Last 3 months)
- ☐ Copy of any Bankruptcies filed in the last 10 years

  - ☐ List of Creditors
  - ☐ Discharge Letter

- ☐ Paid-in-Full Collection or Court filings shown on credit report
- ☐ Legal Documents (Divorce, etc.)
- ☐ Student Loan letters or statements showing payment amounts
- ☐ Military Documents to apply for VA Loan Applications

Document Check List for Spending Plans

- ☐ Income Statements
- ☐ Utility Statements
- ☐ Bank Statements and Bank Registers
- ☐ Loan or Credit Card Statements

HOME*TODAY* - Top 10 Money Management Pitfalls

Check those boxes that apply to your current situations:

☐	1.	No written spending plan
☐	2.	No cash reserves
☐	3.	Too much use of credit
☐	4.	Non-constructive use of windfalls
☐	5.	No provision for large expenses
☐	6.	Underestimating the cost of ownership
☐	7.	Spending leaks
☐	8.	Careless shopping habits
☐	9.	Not saving small amounts
☐	10.	**Can't wait attitude**

HOME*TODAY* - The Importance of a Spending

What is a spending plan?

- It is a method that will help you **plan** how **to spend** your money
- Also a method that can be used to **track** how **you spent** your money

Why is a spending plan important?

- Let's you **control** your money
- Measures if you're **living within your means**
- Helps you **meet your financial goals**
- Helps **your entire family focus on** a common goal
- Helps you **prepare for emergencies**
- **Prevents** or **reduces impulse spending**
- Helps **reduce stress**

HOME*TODAY* - Type of Household Expenses

What are "Fixed Expenses"?

Most Fixed Expenses are standard expense that happen every month.

Here are other ways to identify Fixed Expenses.

- Expenses we need to pay for household cost each month/year.

What are some examples of fixed expenses in your life?

What are "Variable Expenses"?

Many Variable Expenses represent those daily spending decisions you can make outside of a spending plan. Variable cost is usually the first expense that people try to cut when they need to save money.

- Expenses that fulfill a desire or want.

What are some examples of variable expenses in your life?

What are "Occasional Expenses"?

Occasional Expense can be a Fixed Expense and/or a Variable Expense:

- An expense that comes up during the year that can be an unexpected cost, an event expense or activity not planned

- An expense that can be a tradition or celebration within the year

What are some examples of occasional expenses in your life?

Needs vs. Wants

A Need is something you or your family must have in order to live a safe, and healthy life.

A Want is something that you or your family enjoys.

What percentage of spending went toward needs?

What percentage of spending went toward wants?

NEEDS	WANTS

Creating a spending plan begins with:

Step 1: Gather all of your household expenses to include your annual occasional expenses

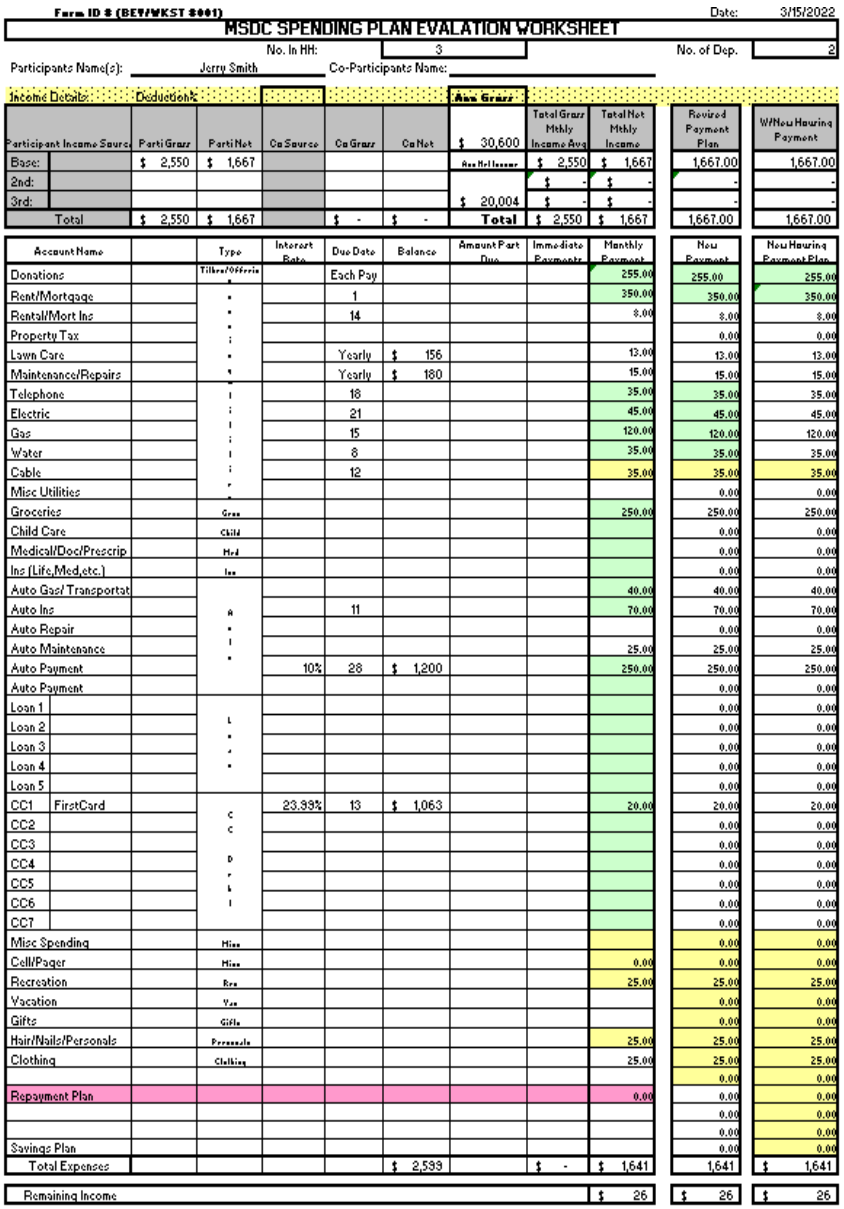
divided by 12.

Step 2:

Step 3: List the monthly payment on the budget sheet along with the due date, and account

Spending Plans Include:

1. Income Details
2. Expense Line item details/under categories
3. Interest Rates
4. Due Dates
5. Balances
6. Past Due Amounts
7. Monthly Amount Required
8. Monthly Amount Paid Out
9. Adjusted Amount to Pay Out
10. Amount that can pay off Outstanding Debts
11. Savings Total Amount
12. Total Expenses
13. Amounts Remaining after subtracting Expenses



Form ID # (BEF/WKST #001) Date: 3/15/2022

MSDC SPENDING PLAN EVALATION WORKSHEET

No. In HH: 3 No. of Dep. 2

Participants Name(s): Jerry Smith Co-Participants Name:

Income Details: Deduction%: Ave Gross:

Participant Income Source	Parti Gross	Parti Net	Co Source	Co Gross	Co Net	$ 30,600	Total Gross Mthly Income Avg	Total Net Mthly Income	Revised Payment Plan	W/New Housing Payment
Base:	$ 2,550	$ 1,667				Ave Net Income	$ 2,550	$ 1,667	1,667.00	1,667.00
2nd:							$ -	$ -	-	-
3rd:						$ 20,004	$ -	$ -	-	-
Total	$ 2,550	$ 1,667		$ -	$ -	Total	$ 2,550	$ 1,667	1,667.00	1,667.00

Account Name		Type	Interest Rate	Due Date	Balance	Amount Past Due	Immediate Payments	Monthly Payment	New Payment	New Housing Payment Plan
Donations		Tithes/Offering		Each Pay				255.00	255.00	255.00
Rent/Mortgage				1				350.00	350.00	350.00
Rental/Mort Ins				14				8.00	8.00	8.00
Property Tax									0.00	0.00
Lawn Care				Yearly	$ 156			13.00	13.00	13.00
Maintenance/Repairs				Yearly	$ 180			15.00	15.00	15.00
Telephone				18				35.00	35.00	35.00
Electric				21				45.00	45.00	45.00
Gas				15				120.00	120.00	120.00
Water				8				35.00	35.00	35.00
Cable				12				35.00	35.00	35.00
Misc Utilities									0.00	0.00
Groceries		Groc						250.00	250.00	250.00
Child Care		Child							0.00	0.00
Medical/Doc/Prescrip		Med							0.00	0.00
Ins (Life,Med,etc.)		Ins							0.00	0.00
Auto Gas/ Transportat								40.00	40.00	40.00
Auto Ins		A		11				70.00	70.00	70.00
Auto Repair									0.00	0.00
Auto Maintenance								25.00	25.00	25.00
Auto Payment			10%	28	$ 1,200			250.00	250.00	250.00
Auto Payment									0.00	0.00
Loan 1									0.00	0.00
Loan 2		L							0.00	0.00
Loan 3									0.00	0.00
Loan 4									0.00	0.00
Loan 5									0.00	0.00
CC1 FirstCard		C	23.33%	13	$ 1,063			20.00	20.00	20.00
CC2		C							0.00	0.00
CC3									0.00	0.00
CC4		D							0.00	0.00
CC5									0.00	0.00
CC6									0.00	0.00
CC7									0.00	0.00
Misc Spending		Misc							0.00	0.00
Cell/Pager		Misc						0.00	0.00	0.00
Recreation		Rec						25.00	25.00	25.00
Vacation		Vac							0.00	0.00
Gifts		Gifts							0.00	0.00
Hair/Nails/Personals		Personals						25.00	25.00	25.00
Clothing		Clothing						25.00	25.00	25.00
									0.00	0.00
Repayment Plan								0.00	0.00	0.00
									0.00	0.00
									0.00	0.00
Savings Plan									0.00	0.00
Total Expenses					$ 2,599		$ -	$ 1,641	1,641	$ 1,641
Remaining Income								$ 26	$ 26	$ 26

Spending Plans Should Have

1. Expense name
2. Expense due date
3. Required monthly payment
4. Actual monthly payment
5. Total amount paid each Mth
6. Total paid for the year

Spending Plans Add Ons

1. Account balances
2. Partial account number
3. Creditor phone number
4. Who the accounts belongs to
5. Expenses under week being paid
6. Color coded

MONTHLY HOUSEHOLD ANTICIPANTED EXPENSES

Monthly Gross Incom 3300

Monthly Net Salarly: 2650

	Monthly Income		2650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 2,650	$ 31,800
#	Expense	Due Date	Acutual Monthly Payment	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
1st	Tithes and offerings		$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 1,500
1st	Telephone	18	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 420
1st	Electric	21	$ 45	$ 45	$ 45	$ 45	$ 45	$ 45	$ 45	$ 45	$ 45	$ 45	$ 45	$ 45	$ 45	$ 540
1st	Gas	15	$ 120	$ 120	$ 120	$ 120	$ 120	$ 120	$ 120	$ 120	$ 120	$ 120	$ 120	$ 120	$ 120	$ 1,440
1st	Renters Ins	14	$ 8	$ 8	$ 8	$ 8	$ 8	$ 8	$ 8	$ 8	$ 8	$ 8	$ 8	$ 8	$ 8	$ 96
1st	Groceries		$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 1,800
1st	Auto Gas		$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 360
1st	Maintenance		$ 15	$ 15	$ 15	$ 15	$ 15	$ 15	$ 15	$ 15	$ 15	$ 15	$ 15	$ 15	$ 15	$ 180
1st	Auto Maintenance		$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 300
				$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
2nd	Tithe		$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 1,500
2nd	Auto Payment	28	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 3,000
2nd	Groceries		$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 1,800
2nd	Auto Gas		$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 360
				$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
3rd	Tithes		$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 1,500
3rd	Rent	1	$ 350	$ 350	$ 350	$ 350	$ 350	$ 350	$ 350	$ 350	$ 350	$ 350	$ 350	$ 350	$ 350	$ 4,200
3rd	Groceries		$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 1,800
3rd	Auto Gas		$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 360
				$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
4th	Tithes		$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 125	$ 1,500
4th	Water	8	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 420
4th	Cable	12	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 35	$ 420
4th	Auto Ins	11	$ 70	$ 70	$ 70	$ 70	$ 70	$ 70	$ 70	$ 70	$ 70	$ 70	$ 70	$ 70	$ 70	$ 840
4th	Credit Card Pmnt	13	$ 20	$ 20	$ 20	$ 20	$ 20	$ 20	$ 20	$ 20	$ 20	$ 20	$ 20	$ 20	$ 20	$ 240
4th	Hair/Personal		$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 300
4th	Recreation		$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 300
4th	Groceries		$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 1,800
4th	Auto Gas		$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 30	$ 360
4th	Lawn Care		$ 13	$ 13	$ 13	$ 13	$ 13	$ 13	$ 13	$ 13	$ 13	$ 13	$ 13	$ 13	$ 13	$ 156
4th	Clothes		$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 25	$ 300
4th	Savings		$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 150	$ 1,800
																$ -
																$ -
	Monthly Totals		$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 2,466	$ 29,592.00

Possible Savings Amount	$ 184	$ 184	$ 184	$ 184	$ 184	$ 184	$ 184	$ 184	$ 184	$ 184	$ 184	$ 184	$ 184	$ 2,392

HOME*TODAY* - Money Choices & Money Tips

MONEY CHOICES
In what ways are you managing your money well?
What or who helps you to manage your money well?
In what way are you struggling in managing your money?
What are your biggest challenges in managing your money?
What would you like to spend more money on?
What would you like to spend less money on?

TIPS FOR CREATING A SPENDING PLAN
• Know how much you have to spend every month (Income)
• Know how you spend your money (track your spending)
• Set Spending and savings goals; with an eye to your long-term future
• Identify big expenses as far in advance as possible so you have time to prepare for them
• Pay yourself first (put money into your savings first, every month
• Keep your financial records organized
• Be honest with yourself and your money
• Look for spending "leaks" – places where your money seems to "Evaporate"
• Use the tables and exercise in this book to write out your spending plan and refer to it often, update as needed.

HOME*TODAY* - Identifying Where the Money Goes

INCOME REVIEW WORKSHEET

Monthly Income	Monthly Gross	Monthly Net
Earnings	$ 2,500.00	$ 1,832.00
SSI/Pension/Retirement/ Benefits		
Self/Employed Income		
Other		
Bonuses		
Tips		
Alimony		
Child Support		
Rental/Self-Employed Income		
Family Contribution		
Other		
Annuities		
Other		
TOTAL GROSS & NET INCOME (A) (B)	$ 2,500.00	$ 1,832.00
Totally Yearly Gross & Net Income	$ 30,000.00	$ 21,984.00

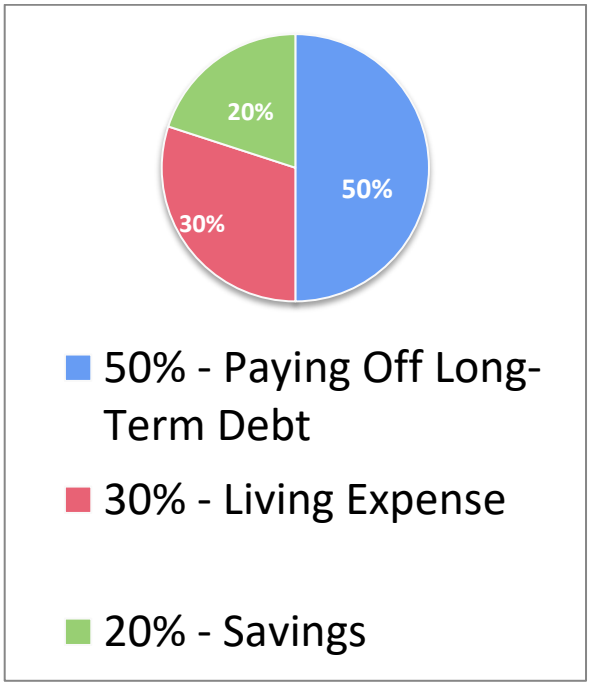
Household Expense Review

Installment Debt	Mthly Payment
Auto Loan(s)	$ 350.00
Credit Card(s)	$ 75.00
Student Loans(s)	$ 50.00
Child Support(s)	$ -
Other Court Ordered	$ -
Sub Total Debt Payments	$ 475.00
Other Household Expenses	
Food	$ 300.00
Clothing	$ 25.00
Housing (Utilities)	$ 150.00
Rent	$ 500.00
Medical	$ 10.00
Transportation	$ 150.00
Communications	$ 60.00
Education	$ -
Recreation & Leisure	$ 25.00
Dependent Care	$ -
Long-Term Insurances	$ 30.00
Personal Items	$ 30.00
Gifts	$ 20.00
Other Living Expenses	$ -
Sub Total Housing Expenses	$ 1,300.00
Total Debt & Housing Exp	$ 1,775.00

Total Net Income	$ 1,832.00
(Minis) Total Debt & HE	$ 1,775.00
Surplus / Deficiency Remaining	$ 57.00

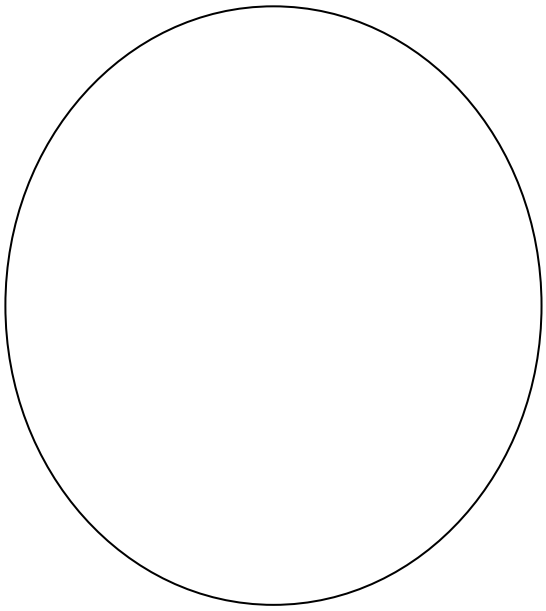
HOME*TODAY* - Identifying Where the Money Goes

Monthly Net Income:	3365	
Living Expenses		
Food	400	
Housing	225	
Clothing	25	
Medical	50	
Transportation	130	
Communication	50	
Recreation & Le	50	
Dependent Care	0	
Personal Items	25	
Gifts	25	
Other Expenes	30	
Total Living Expenses	1010	30%
Paying Off Long-Term Debt		
Auto Payment	380	
Rent/Mortgage	975	
Credit Cards	250	
Student Loans	75	
Total Long-Term Debt	1680	50%
Savings		
Unepected Expe	150	
Purchase a hom	525	
Total Savings	675	20%
Total Expenses	3365	100%



Monthly Net Income:		
Living Expenses		
Food		
Housing		
Clothing		
Medical		
Transportation		
Communication		
Recreation & Leisure		
Dependent Care		
Personal Items		
Gifts		
Other Expenes		
Total Living Expenses	0	0%
Paying Off Long-Term Debt		
Auto Payment		
Rent/Mortgage		
Credit Cards		
Student Loans		
Total Long-Term Debt	0	0%
Savings		
Unepected Expenses		
Purchase a home		
Total Savings	0	0%
Total Expenses	0	0%

MY MONTHLY PIE CHART



Living Expenses	%
Paying Off Long-Term Debt	%
Total Savings	%

The Department of Housing and Urban Development, HUD, recommends creating an Emergency Preparedness Guide to successfully manage Household, Business and Personal Emergencies and Public Disasters.

HUD EMERGENCY PREPAREDNESS GUIDE:

https://files.hudexchange.info/resources/documents/Emergency-Preparedness-Guide-for-Housing-Counseling-Agencies.pdf

HOUSING COUNSELING DISASTER PLANNING, RESPONSE TOOLKIT:

https://www.hudexchange.info/programs/housing-counseling/housing-counseling-disaster-recovery-toolkit/preparing/

BUILDING A EMERGENCY CHECKLIST FOR PARENTS:

https://www.ready.gov/sites/default/files/2019-06/emergency_checklist_parents.pdf

Go to HUD.gov to find these documents.

HOME*TODAY* - "How Much House Can I Afford"

INCOME REVIEW WORKSHEET

Monthly Income	Monthly Gross	Monthly Net
Earnings	$ 2,500.00	$ 1,832.00
SSI/Pension/Retirement/ Benefits		
Self/Employed Income		
Other		
Bonuses		
Tips		
Alimony		
Child Support		
Rental/Self-Employed Income		
Family Contribution		
Other		
Annuities		
Other		
TOTAL GROSS & NET INCOME (A) / (B)	$ 2,500.00	$ 1,832.00
Totally Yearly Gross & Net Income	$ 30,000.00	$ 21,984.00

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Child Support(s)	$ -
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Sub Total Debt Payments	$ 475.00
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Rent	$ 500.00
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Communications	$ 60.00
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Recreation & Leisure	$ 25.00
Dependent Care	$ -
Long-Term Insurances	$ 30.00
Personal Items	$ 30.00
Gifts	$ 20.00
Other Living Expenses	$ -
Sub Total Housing Expenses	$ 1,300.00
Total Debt & Housing Exp	$ 1,775.00

Total Net Income	$ 1,832.00
(Minis) Total Debt & HE	$ 1,775.00
Surplus / Deficiency Remaining	$ 57.00

"How Much House Payment Can I Afford"

TOTAL GROSS & NET INCOME (A) $ 2,500.00 (B) $ 1,832.00

Total Housing Ratio of .28 X (A)
Monthly Gross Income (C) = $ 700.00

Total Debt Ratio of .36 X (A)
Monthly Gross Income (D) = $ 900.00

Total Debt Payments (E) = $ 475.00

The Total Monthly amount you owe in debt payments

Subtract (E) from (D) This is the amount of your new house payment. Cannot be more Than (C).

= $ 425.00

HOME*TODAY* - "How Much House Can I Afford"

"HOW MUCH HOUSE PAYMENT CAN I AFFORD

				Gross		Net
TOTAL MONTHLY GROSS & NET INCOME			(A)	$ 2,500.00	(B)	$ 1,832.00
Total Housing Ratio Of Monthly Gross Income	0.28	X (A) =	(C)	$ 700.00		
Toal Deb Ratio Of Monthly Gross Income	0.36	X (A) =	(D)	$ 900.00		
Total Debt Payments		=	(E)	$ 475.00		
Subtrack (E) from (D). This is the amount of you New House Payment. Cannot be higher than (C)		=		$ 425.00		

"HOW MUCH HOUSE PAYMENT CAN I AFFORD

				Gross		Net
TOTAL MONTHLY GROSS & NET INCOME			(A)	$ -	(B)	$ -
Total Housing Ratio Of Monthly Gross Income	0.28	X (A) =	(C)	$ -		
Toal Deb Ratio Of Monthly Gross Income	0.36	X (A) =	(D)	$ -		
Total Debt Payments		=	(E)	$ -		
Subtrack (E) from (D). This is the amount of you New House Payment. Cannot be higher than (C)		=		$ -		

HOME*TODAY* - Credit and Credit Scores

Housing Counselors have supported homebuyers in using Credit Karma to monitor and gain options available to increase your credit scores.

Please keep in mind that this method of reviewing credit reports is not the same report reviewed by lenders, and you will need a tri-merge credit report to prepare for the loan process.

In order to get a better assessment we recommend you contact a HUD Approved Agency and work with a HUD Certified Counselor to guide you through the process.

To apply for your credit report go to:

www.annualcreditreport.com

1-877-322-8228

Or

www.creditkarma.com

Or

Experian.com (Boost)

HOME*TODAY* - "WHY IS CREDIT IMPORTANT"

Why Is Credit Important

Why is credit Important to a Lender

Credit establishes a history of a borrower on how they repay their debt

How can credit benefit a Borrower

- Allows us to make large purchases
- For convenience
- For employment
- To rent an apartment
- For insurance (Auto, Home etc.)

WHAT IS A CREDIT SCORE

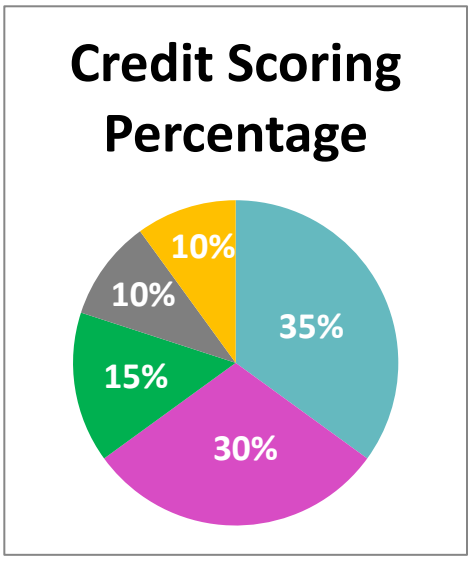
Poor	Fair	Good	Excellent
349 - 619	620 - 659	660 - 749	750 - 849

What Is a Credit Score?

- A credit score is a computer-generated number based on a formula which indicates your ability and willingness to repay a debt based on the information in your credit report.
- Scores are not static; they change over time as your credit and credit behavior change over time.

What Factors Influence Credit Scores

Poor	Fair	Good	Excellent
349 - 619	620 - 659	660 - 749	750 - 849



35% - Payment History

30% - Amounts Owed

15% - Credit History

10% - New Credit Accounts

10% - Types of Credit

WHAT THINGS MAY AFFECT YOUR CREDIT SCORES

1. _____

2. _____

3. _____

Contact a HUD Approved Agency closest to you by going to the website www.HUD.gov.

XXX Bank Credit Card Account Statement
Account Number XXXX XXXX XXXX XXXX
February 21, 2012 to March 22, 2012

Summary of Account Activity

Previous Balance	$535.07
Payments	-$450.00
Other Credits	-$13.45
Purchases	+$529.57
Balance Transfers	+$785.00
Cash Advances	+$318
Past Due Amount	+$0
Fees Charged	**+$69.**
Interest Charged	**+$10.89**
New Balance	$1,784.53
Credit limit	$2,000.00
Available credit	$215.47
Statement closing date	3/22/2012
Days in billing cycle	30

QUESTIONS?
Call Customer Service 1-XXX-XXX-XXXX
Lost or Stolen Credit Card 1-XXX-XXX-XXXX

Payment Information

New Balance	$1,784.53
Minimum Payment Due	$53.00
Payment Due Date	4/20/12

Late Payment Warning: If we do not receive your minimum ...yment by the date listed above, you may have to pay a $35 ... fee and your APRs may be increased up to the Penalty ...R of 28.99%.

Minimum Payment Warning: If you make only the minim... payment each period, you will pay more in interest and it w... take you longer to pay off your balance. For example:

If you make no additional charges using this card and each month you pay...	You will pay off the balance shown on this statement in about...	And you will end up paying an estimated total of...
Only the minimum payment	10 years	$3,284
$62	3 years	$2,232 *(Savings=$1,052)*

If you would like information about credit counseling services, call 1-800-XXX-XXXX.

Please send billing inquiries and correspondence to:
PO Box XXXX, Anytown, Anystate XXXXX

Notice of Changes to Your Interest Rates

You have triggered the Penalty APR of 28.99%. ...hange will impact your account as follows:

Transactions made on or after 4/9/12: As of 5/10/12, the Penalty APR will apply to these transactions. We may keep the APR at this level indefinitely.

Transactions made before 4/9/12: Current rates will continue to apply to these transactions. However, if you become more than 60 days late on your account, the Penalty APR will apply to those transactions as well.

Important Changes to Your Account Terms

The following is a summary of changes that are being made to y... ...ount terms. For more detailed information, please refer to the booklet enclosed with this statement.

These changes will impact your account as follows:

Transactions made on or after 4/9/12: As of 5/10/12, any changes to APRs described below will apply to these transactions.

Transactions made before 4/9/12: Current APRs will continue to apply to these transactions.

If you are already being charged a higher Penalty APR for purchases: In this case, any changes to APRs described below will not go into effect at this time. These changes will go into effect when the Penalty APR no longer applies to your account.

Revised Terms, as of 5/10/12	
APR for Purchases	16.99%

http://www.federalreserve.gov/creditcard/ Credit_HO#5 June 2010

XXX Bank Credit Card Account Statement
Account Number XXXX XXXX XXXX XXXX
February 21, 2012 to March 22, 2012

Transactions

7

Reference Number	Trans Date	Post Date	Description of Transaction or Credit	Amount
5884186PS0388W6YM	2/22	2/23	Store #1	$133.74
854338203FS8OO0Z5	2/25	2/25	Pymt Thank You	$450.00–
564891561545KOSHD	2/25	2/26	Store #2	$247.36
1542202074TWWZV48	2/26	2/26	Cash Advance	$318.00
4545754784KOHUIOS	2/27	3/1	Balance Transfer	$785.00
2564561023184102315	2/28	3/1	Store #3	$34.32
045148714518979874	3/4	3/5	Store #4	$29.45
0547810544898718AF	3/15	3/17	Store #5	$72.25
			Fees	
9525156489SFD4545Q	2/23	2/23	Late Fee	$35.00
84151564SADS8745H	2/27	2/27	Balance Transfer Fee	$23.55
256489156189451516L	2/28	2/28	Cash Advance Fee	$10.90
			TOTAL FEES FOR THIS PERIOD	**$69.45**
			Interest Charged	
			Interest Charge on Purchases	$6.31
			Interest Charge on Cash Advances	$4.58
			TOTAL INTEREST FOR THIS PERIOD	**$10.89**

8

2012 Totals Year-to-Date	
Total fees charged in 2012	$90.14
Total interest charged in 2012	$18.27

9

Interest Charge Calculation

10

Your **Annual Percentage Rate (APR)** is the annual interest rate on your account.

Type of Balance	Annual Percentage Rate (APR)	Balance Subject to Interest Rate	Interest Charge
Purchases	14.99% (v)	$512.14	$6.31
Cash Advances	21.99% (v)	$253.50	$4.58
Balance Transfers	0.00%	$637.50	$0.00

(v) = Variable Rate

http://www.federalreserve.gov/creditcard/ Credit_HO#5 June 2010

1) Summary of account activity
A summary of the transactions on your account--your payments, credits, purchases, balance transfers, cash advances, fees, interest charges, and amounts past due. It will also show your new balance, available credit (your credit limit minus the amount you owe), and the last day of the billing period (payments or charges after this day will show up on your next bill).

2) Payment information
Your total new balance, the minimum payment amount (the least amount you should pay), and the date your payment is due. A payment generally is considered on time if received by 5 p.m. on the day it is due. If mailed payments are not accepted on a due date (for example, if the due date is on a weekend or holiday), the payment is considered on time if it arrives by 5 p.m. on the next business day.

> *Example: If your bill is due on July 4th and the credit card company does not receive mail that day, your payment will be on time if it arrives by mail by 5 p.m. on July 5th.*

3) Late payment warning
This section states any additional fees and the higher interest rate that may be charged if your payment is late.

4) Minimum payment warning
An estimate of how long it can take to pay off your credit card balance if you make only the minimum payment each month, and an estimate of how much you likely will pay, including interest, in order to pay off your bill in three years (assuming you have no additional charges). For other estimates of payments and timeframes, see the Credit Card Repayment Calculator.

5) Notice of changes to your interest rates
If you trigger the penalty rate (for example, by going over your credit limit or paying your bill late), your credit card company may notify you that your rates will be increasing. The credit card company must tell you at least 45 days before your rates change.

6) Other changes to your account terms
If your credit card company is going to raise interest rates or fees or make other significant changes to your account, it must notify you at least 45 days before the changes take effect.

7) Transactions
A list of all the transactions that have occurred since your last statement (purchases, payments, credits, cash advances, and balance transfers). Some credit card companies group them by type of transactions. Others list them by date of transaction or by user, if there are different users on the account. Review the list carefully to make sure that you recognize all of the transactions. This is the section of your statement where you can check for unauthorized transactions or other problems.

8) Fees and interest charges
Credit card companies must list the fees and interest charges separately on your monthly bill. Interest charges must be listed by type of transaction (for example, you may be charged a different interest rate for purchases than for cash advances).

9) Year-to-date totals
The total that you have paid in fees and interest charges for the current year. You can avoid some fees, such as over-the-limit fees, by managing how much you charge, and by paying on time to avoid late payment fees.

10) Interest charge calculation
A summary of the interest rates on the different types of transactions, account balances, the amount of each, and the interest charged for each type of transaction.

http://www.federalreserve.gov/creditcard/ Credit_HO#5 June 2010 p. 4

Fair Housing – It's Your Right

The Fair Housing Act protects people from discrimination when they are renting, buying or securing financing for any housing. The prohibitions specifically cover discrimination because of race, color, national origin, religion, sex, disability and the presence of children.

The Fair Housing Act covers most housing. In some circumstances, the Act exempts owner-occupied building with no more than four units, single-family housing sold or rented without the use of a broker, and housing operated by organizations and private clubs that limit occupancy to members.

If you're shopping for a mortgage, **lenders must**:

- consider reliable public assistance income the same way as other income.
- consider reliable income from part-time employment, Social Security, pensions, and annuities.
- consider reliable alimony, child support, or separate maintenance payments, if you choose to provide this information. A lender may ask for proof that you receive this income consistently.
- accept someone other than your spouse as a co-signer if a co-signer is needed. If you own the property with your spouse, he or she may be asked to sign documents that permit you to mortgage the property.

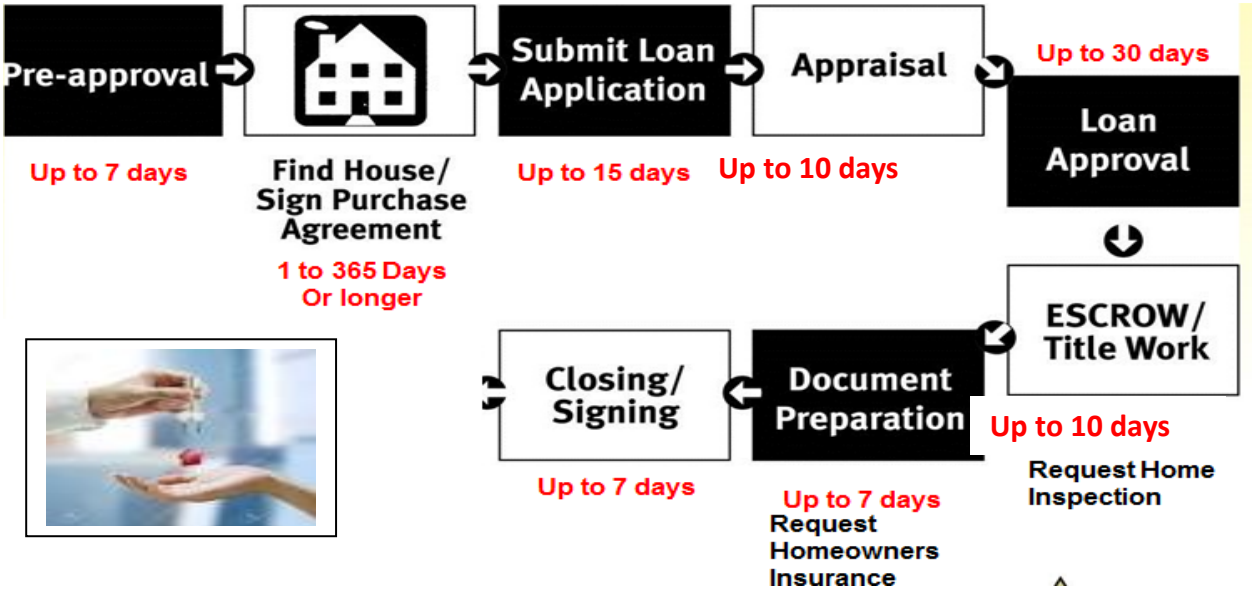
And **must not**:

- discourage you from applying for a mortgage or reject your application because of your race, color, religion, national origin, sex, marital status, or age, or because you get public assistance.
- consider your sex, race, or national origin, although you will be asked to disclose this information voluntarily to help federal agencies enforce anti-discrimination laws. However, a creditor may consider your immigration status and whether you have the right to remain in the country long enough to repay the debt.
- impose different terms or conditions on a loan — like a higher interest rate or larger down payment — based on your sex, race, or other forbidden factors.
- discourage you from buying because of the racial make-up of the neighborhood where you want to live or ask about your plans for having a family, although they can ask questions about expenses related to your dependents.
- require a co-signer if you meet the lender's requirements.

Under the Fair Housing Act ("FHA") (Title VIII of the Civil Rights Act of 1968), it is "unlawful for any person or other entity whose business includes engaging in residential real estate-related transactions to discriminate against any person in making available such a transaction, or in the terms or conditions of such a transaction, because of race, color, religion, sex, handicap, familial status, or national origin." 42 U.S.C. § 3605. Section 3605, although not specifically naming foreclosures, discrimination in "the manner in which a lending institution forecloses a delinquent or defaulted mortgage note" falls under the realm of the "terms or conditions of such loan." Harper v. Union Savings Association, 429 F.Supp. 1254, 1258-59 (N.D. Ohio 1977). The Office of Fair Housing and Equal Opportunity is charged with administering and enforcing the Fair Housing Act. Any person who feels that they have faced lending discrimination can file a fair housing complaint with:

1. Fair Housing agency in your area
2. www.HUD.Gov under Fair Housing

HOME*TODAY* - Prepare for the Loan Process



Documents to take to the Lender to get a Pre-Approval:

1. 60 days of income documents
2. Prior two months of Bank Statements
3. Copy of signed Tax Returns plus w-2 Forms for two-three years (All Pages)
4. Paid in full letters for collections and judgments paid

Pre-Qualification

Is an informal way to determine how much you may be able to borrow. Without any obligation, this helps you arrive at a ballpark figure of the amount you may have available to spend on a home.

Pre-Approval

Is a lender's actual commitment to lend to you. It involves getting together your financial records and going through the first step of an approval process. Pre-approvals will let your seller know you are serious. Third Federal only provides Pre-Approval letters.

HOME*TODAY* - Shopping for the Loan

Property Address			
Asking Price			
Things To Compare	**Lender 1**	**Lender 2**	**Lender 3**
Name of the Lender			
Loan Program Name			
Type of Loan (FHA, Conventional etc.			
Minimum Loan Amount			
Minimum Down Payment Required (BOF)			
Term			
Interest Rate			
Annual Percentage Rate (APR)			
Private Mortgage Insurance (PMI)			
Down Payment Assistance (DPA)			
Closing Cost Assistance (CCA)			
Bankruptcy Guidelines			
Student Loan Guidelines			
Can You Use Non-Traditional Trades			
Minimum Trades Open /Months History			
Collections Account Maximum Amt			

A Real Estate Agent is a trained professional that understands the Real Estate Professional process and procedures. Selecting to work with a Real Estate Agent can be a very important partnership that can save you money and can avoid you from being taken advantage of.

It is very important that you select a Real Estate Agent that can meet most of your needs, can understand what you are looking for and will take the time to provide properties that will also be safe, decent and affordable.

There are basically three types of Real Estate Agents who charge 3% to 7% to sell a home:

- A ***Buyer's Agent*** works for the Buyer
- A ***Seller's Agent*** works for the seller
- A **Dual Agent** works for both the Seller and the Buyer

Make sure your agent is negotiating and working only for you.
Once you sign a contract with the agent, you are required to work only with this agent. This is called an **exclusivity agreement.**

HOME*TODAY* SHOP FOR A REAL ESTATE PROFESSIONAL

QUESTIONS TO ASK THE REAL ESTATE PROFESSIONAL YOU SELECTED:

- How long have they been a Real Estate Agent? (This does not include the time they have worked in other positions in Real Estate)
- Do they work as a Real Estate Agent full time or part-time?
- What locations do they mostly cover? (E/N/S/W, Stow, Fairlawn etc.)
- What method do they use to provide you with Listing/Showings?
- How will they be communicating with you?
- What is their working schedule?
- How do they prefer to work with you and a Sale by Owners?
- _____
- _____
- _____
- _____
- _____
- _____

BEST KEPT SECRET:

HOME INSPECTORS ARE HIRED BY YOU TO INSPECT THE HOME

YOU ARE ABOUT TO PURCHASE

- Hire your own inspector or engineer to conduct an inspection of the house even if the city in which you are buying requires a code inspection.
- Inspectors and structural engineers are professionals who are certified to do the work required.
- ALWAYS stipulate in your purchase agreement that the sale of the house is contingent upon a satisfactory home inspection.

HOME*TODAY* - Prepare for the Loan Process

Before you sign a purchase agreement write down what you think should be repaired and contact professionals to discuss potential cost. Then after you have signed a purchase agreement for the home you selected, contact a loan officer to submit an application to begin the Loan Process.

ITEMS TO INSPECT IN THE NEW HOME

INTERIOR		WHO TO CONTACT	PHONE #

EXTERIOR		WHO TO CONTACT	PHONE #

LANDSCAPING		WHO TO CONTACT	PHONE #

HOME*TODAY* - 3 Types of Insurances for Mortgages

1 - PMI KNOWN AS PRIVATE MORTGAGE INSURANCE

When a homebuyer makes a down payment of less than 20 percent, the lender may require the borrower to buy private mortgage insurance, or PMI. This protects the lender from losing money if the borrower ends up in foreclosure. PMI also is required if a borrower refinances the mortgage with less than 20 percent equity.

HOW CAN I GET RID OF PMI INSURANCE

Your lender must automatically cancel PMI when your outstanding loan balance drops to 78 percent of the home's original value. This probably will take several years.

You can speed up the cancellation of mortgage insurance by keeping track of your payments. Once the loan balance reaches 80 percent of the home's original value, you can ask the lender to discontinue the mortgage insurance premiums.

To put it another way: You can request cancellation of mortgage insurance when the loan-to-value ratio drops to 80 percent. The lender is required to cancel PMI when the loan-to-value ratio drops to 78 percent.

Loan-to-value ratio

The loan-to-value ratio, or LTV, describes mortgage debt as a percentage of how much the home is worth. It is a financial term used by lenders.

Formula: Mortgage amount owed ÷ Appraised value

Example: Alex owes $60,000 on the mortgage. The house is worth $100,000.

$60,000 mortgage balance ÷ $100,000 Appraisal value = 0.6. This means that Alex's loan-to-value ratio is 60 percent.

The cost of PMI depends on the borrower's financial background, like their credit score, income, and the amount of their mortgage. PMI costs between 0.5 percent and 1 percent of the original loan amount. The borrower may pay their premium monthly as bundled with their regular mortgage payment or may have the option of paying it all in a lump sum.

Martin was approved for a loan with a down payment of 15 percent. Although this lets him move into a home sooner for less money, his bank asks him to pay PMI of about 0.75 percent of the original loan amount.

That ends up costing him an additional $90 per month, or $1,080 per year, on top of his interest and principal payments.

HOME*TODAY* - 3 Types of Insurances for Mortgages

2 - HOMEOWNER'S MORTGAGE INSURANCE

By www.bankrate.com

Homeowners' insurance, also called home insurance, pr event that the homeowner's house or its contents are damaged. It also provides protection in case the insured or her family are held liable for injuries to other people or damage to their possessions while they are on the property.

Homeowners typically purchase homeowners' insurance for two reasons: to protect assets, such as the building structure and the items inside, as well as to protect themselves from personal legal liability or responsibility for injuries to other people or their possessions while they are on the property; and to satisfy mortgage lenders, who typically require homeowners to buy insurance to protect their investment.

Standard coverage includes:

- Dwelling protection, which covers the home and the surrounding structures, such as a garage, toolshed, fence and carport.
- Liability coverage, which pays for damages the insured caused on another person's property, or injures a person incurred on the policyholder's property.
- Personal property coverage, which pays for the repair or replacement of items that are damaged or stolen in a covered loss.
- Additional living expense coverage, also referred to as "loss of use," which helps pay for temporary relocation and basic living expenditures such as meals if the covered damage forces the homeowner to relocate while it is being repaired.
- Medical payments coverage, which pays for injury treatment for visitors who get hurt while they are in the property. It also covers individuals the homeowner or members of her family accidentally injure while away from home.

Some policies offer additional, optional protection for perils like damage to surrounding vegetation, burst water pipes, or certain passenger vehicles associated with the property. Environmental threats, like floods or earthquakes, are typically not covered unless the homeowner also purchases hazard insurance, which also protects against dangers like nuclear fallout.

Because homeowners' insurance is a standard part of any mortgage, you'll want to get the best rate on your mortgage first.

HOME*TODAY* - 3 Types of Insurances for Mortgages

www.dfs.ny-gov/consumer/forced-pplaced.htm

3 - Force-Placed Insurance: What You Need to Know

- **What To Do If Your Lender Has Force-Placed Insurance on Your Property**

Force-placed insurance, also known as creditor-placed, lender-placed or collateral protection insurance is an insurance policy placed by a lender, bank or loan servicer on a home when the property owners' own insurance is cancelled, has lapsed or is deemed insufficient and the borrower does not secure a replacement policy. This insurance allows the lender to protect its financial interest in the property.

A lender may also force-place flood insurance on homes in flood zones that they believe do not have enough flood insurance to meet the legal minimum required to protect the property.

Force-placed insurance is usually a lot more expensive than what you can obtain by shopping for an insurance policy yourself. In addition, the lender-placed insurance policy may have limited coverage. For example, these policies generally do not cover personal items or owner liability.

What is the difference between a force-placed insurance policy and a homeowners policy?

A homeowners policy, which you can purchase on your own, provides more coverage and typically costs less than force-placed insurance. Unlike a homeowners policy, force-placed insurance policies do not provide protection for personal property, such as your clothing and furniture. Additionally, a force-placed insurance policy does not include liability coverage that pays if you are responsible for damage or injuries to others.

Some force-placed insurance policies limit the amount of the coverage to the outstanding balance of the loan. This type of force-placed policy is commonly referred to as a **single-interest policy** because it only protects the lender's interest in the property. If the house is destroyed by a fire or other covered cause of loss, the singleinterest policy typically only pays enough to pay off the outstanding balance on the loan to the lender.

What To Do If Your Lender Has Force-Placed Insurance on Your Property

As soon as possible, contact an insurance carrier and get a new policy or seek to have your old policy reinstated. Even if you believe the servicer is at fault, you should continue to make payments to cover the force-placed insurance.

Gather detailed proof of the new insurance and send a copy of the relevant documents to your servicer. Request that they cancel the force-placed insurance policy they obtained for you as soon as possible.

Insurance Comparison Chart

Coverage	Agency 1	Agency 2	Agency 3
Agency Name			
Premium Cost			
Property Coverage			
Perils Insured Against (Flood, trees, sewer, backup, mold, high winds, lightning)			
Exclusions (i.e perils not insured against)			
Dwelling			
Dwelling extensions			
Personal Property			
Loss of use			
Other Coverage			
Options			
Damage of property to others			
Bodily Injury			
Medical Payments to others			
Replacement Cost			
Inflation Coverage index			
Accidental Death Benefits			
Each Child			
Each Adult			
Fire Department service Charge			
Credit card Forgery			
Additions and alterations to building			

Cost of Items Needed for Moving into the Home after Closing		
Expense		**Cost**
Utility Deposits		
	Electric	
	Gas	
	Water	
Appliances		
	Stove	
	Refrigerator	
	Micro Wave/Hood	
Tools and Lawn Care Items		
	Tool Kit	
	Lawnmower	
	Garden Rake	
	Push Broom	
	Trash Bags	
	Snow Blower	
	Landscaping Materials	
	Garden Hose	
	Snow Shovel	
House Items		
	Window Shades	
	Broom and Dust Pan	
	Vacuum Cleaner	
	Trash Cans	
	Light Bulbs	
	Cleaning Materials	
	Furniture	
Repairs		

HOME*TODAY* - Tips on Moving

Moving from one location to another can be stressful. To avoid stress think about planning for the following things:

- ✓ Moving Truck (make sure you have dollies and Furniture Covers)
- ✓ Boxes needed to move personal items (label boxes to go into new rooms)
- ✓ Organize and Label the rooms where items are to go in the new home
- ✓ Call to schedule Utility Turn-ons (3-5 days before move)
- ✓ Notify US Postal office of address change (3 days before move)
- ✓ Schedule installations (2-5 days before move)
- ✓ Tape, markers, scissors, utility knives, hammers, screw drivers, trash bags etc.
- ✓ Change locks for all entry doors

HOME MAINTENANCE CHECKLIST FOR HEALTHY HOMES					
	Spring	Fall	Annual	As Needed	Pro Needed
Plumbing, Fixtures					
Check washer hose connections			√		
Check Dishwasher hose for leaks			√		
Check Toilet supply/shut-off valve			√		
Clean & check refrigerator drip pan-icemaker connection			√		
Check shower-tub surround for signs of damage			√		
Check traps and drains under sinks, tubs, and shower for leaks			√		
Check hot water heater for leaks		√			
Check boiler for leaks		√			
Check water main/meter or well pump for leaks or sweating		√			
Check septic tank			2 years		
Check drain and supply time for leaks	√	√			
Check bath and kitchen fans operation	√	√			
HVAC Equipment - Replace Filters					
Warm air Furnace (merv 8)		√			
Air Conditioner (central air merv 8)	√				
Dehumidifier	√				
Outdoor air to return to heat recovery ventilation		√			
Exterior Roof, Walls Windows					
Shingles in good condition	√				
Check chimney, valley, plumbing vent, skylight flashing	√				
Make sure gutters discharge water away from building	√				
Check attic vents	√	√			
Check icicles and ice dams			Winter		
Look for peeling paint	√				
Look for signs to leaks where deck attaches to house	√				
Check below windows & doors that flashing is intact	√				
Repair broken cracked glass		√			
Look for signs of leaks at window and door sills	√				
Clean dryer vents	√	√			
Check that exhaust ducts are clear	√	√			

HOME*TODAY* - Home Maintenance

Protect your investment by maintaining the condition of your home.
"Plan Ahead"

Budget for unexpected Repairs.

- ✓ Water Heater
- ✓ Furnace/Air Conditioners
- ✓ Drainage issues (Ducts and Down Spouting)
- ✓ Roof damage
- ✓ Plumbing leaks(sink/toilet)
- ✓ Electrical
- ✓ Improvements and repairs (Refinish deck, painting, lawn care etc.)

TRADE/CONTRACTOR	Contact Name	Business Phone	Cell Phone	Who Gave you the Referral
PLUMBER				
HVAC (Heating/Air Condition				
ELECTRICAL				
ROOFING				
CARPENTRY				
LANDSCAPING				

HOME*TODAY* - Avoiding Foreclosure

Foreclosure is a court procedure used by lenders to get the home back from a homeowner that is in default of the Mortgage agreement. The lender has many options to assist the homeowner to bring the mortgage current and to make the housing payments affordable.

LOAN MODIFICATION OPTIONS

Refinance - Is where the lender will rewrite the mortgage loan. Assistance received with this option depends on how long the homeowner already had the loan. The loan is then restructured with the remaining balance to either decrease the rate and/or the mortgage payment.

Forbearance – The lender will agree to a Forbearance option to assist the homeowner with allowing partial payments over a short period of time. Then the remaining delinquent amount owed is then added at the back of the loan.

Repayment Plan - Repayment Plan options can assist the homeowner with restructuring the monthly payment amount to include the delinquent portion to be repaid over time. Many homeowners, however, find this option more of a financial burden due to the monthly payment increasing to include adding in the delinquency installments with the current monthly payment.

Loan Extension – A Loan Extension is offered by extending the term of the loan to lower the monthly payment and if needed, include the delinquent amount into the calculation.

Partial Claim - Partial Claim options are only available for government loans such as FHA and VA Mortgage Loans. This option has an insurance option on the loan when the loan was taken out. In the insurance option the homebuyer has one opportunity to make a claim to bring their mortgage current that will restructure the fees and missed payments incurred before the loan modification are rolled together into a zero interest second mortgage, and are due when the property is either refinanced or sold.

Interest Reduction - This is where the lender reduces the rate of the loan, either temporarily or for the full term of the loan, depending on the modification. The interest income that the lender gives up during the rate reduction will often be added to the principal of the loan

Principle Deferred - This is where the lender will modify the loan in such a way as to lower the payments, but will also reduce the amount of principal that is paid off with each payment. The deferred principal is due when the property is refinanced or sold, or when the loan matures

HOME*TODAY* - Avoiding Foreclosure

Foreclosure can be a stressful procedure and you may need assistance in avoiding court actions against you to protect your rights and your home.

Below are steps recommended to take when you first notice financial changes that may hinder you from paying your mortgage payment on or before the due date.

Suggestions on How to Avoid Foreclosure

1. At the first sign of you not being able to pay your mortgage payments on or before the due date, call your lender to discuss what option they may have to assist you in avoiding delinquency and/or staying current.

2. Once you become delinquent, make promises to pay that you can keep. If you find that the arrangement you made cannot be kept, contact the lender to reschedule making another promise to pay. It is better for you to make the call to correct the date then for them to have to call you because you did not keep your promise.

3. If the reason for your delinquency cannot be resolve within 60-90 days to bring the mortgage current, you should request long term options.

4. Don't be afraid to consider working with the lender by using an Exit Strategy method. Using the Exit Strategy Method can provide more time for things to change financially for you, or allow you to sale the property, receive funds from the property and start all over once you have resolved your financial situation without derogatory credit history.

Exit Strategy Method.

1. List the property for Sale - If the lender is going to work with you to help you have a positive outcome, listing the property will allow you to possibly receive funds to relocate and possible funds to pay off debt.

2. If you cannot find a buyer, the lender may work with you in other strategies such as

Short Sale – Provides the option to work with a buyer that wants to purchase the property for less than the balance owed.

Deed In lieu – Provide the homeowner the ability to surrender the home. This method may release the homeowner from further obligation of the balance and/or may hold the homeowner responsible for any amount remaining. We recommend working with an experienced Realtor or Housing Counselor.

Relocation Plan - Many Lender offer "Cash for Keys"

HOME*TODAY*

NOTES

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www.thirdfederal.com/community