



## HOWNW.com Certified Specialist Education Program

1. WELCOME – Why Are We Here Today?
2. FAIR HOUSING – Practical Tips For Compliance
3. HOWNW.com™ *Website Overview*
4. TRENDS/BARRIERS/OPPORTUNITIES
  - a. *Market Trends*
    - Portland Metro Overview
    - National Population Statistics
    - Regional Minority Homeownership Gap
    - Workforce Housing
    - Who Can Afford a Home?
    - Women & Homeownership
    - Homebuyers with Disabilities
  - b. *Barriers to Homeownership*
    - Knowledge
    - What Other Barriers Discourage Potential Homebuyers?
    - Oregon Barriers to Affordable Housing
    - What are Common Fears of Homebuying? (Audience Participation)
  - c. *Homeownership Opportunities*
    - Tools to Help Serve Today's Homebuyers
    - Oregon Homebuyer Education Agencies
    - Accessible Homeownership Opportunities
    - Available Accessibility Tool
    - Benefits of Homeownership: Financial
    - Survey Says: Home as an Investment
    - Benefits of Homeownership
5. FUNDAMENTALS OF LENDING
  - a. *5 C's of Credit*
    - Credit
    - Capital
    - Capacity
    - Collateral
    - Compensating Factors
  - b. *Credit Score Make-Up*
    - What does a Credit Score Consider?
    - Credit Scores
    - Credit Reporting Agencies
    - How Long Will Negative Information Remain?
    - How Long Will Bankruptcy Affect FICO Scores?
      - Short Sale or "Deed In Lieu"
    - Foreclosure
    - Tips for Improving Credit Score
    - Solving Credit Problems
    - Consumer Credit Counseling Agencies
    - Danger signals of "Quick Credit Fixes"
    - The Cost of Credit
    - What if I Don't Have Credit?
  - c. *Ratios*
    - Debt-to-Income Ratio
    - Housing or "Front End" Ratio
    - Debt-to-Income or "Back End" Ratio
  - d. *Current Lending Conditions*