

Expanding Housing Opportunities

A Vital Tool in Today's Economy

Overview

Expanding Housing Opportunities (EHO) is a 4-hour education course developed by the National Association of REALTORS® (NAR). The course is designed to help real estate professionals understand affordable housing issues and how their role in increasing housing opportunities.

The class is designed to: educate students on the range of affordable housing opportunities and clients seeking them; increase students' knowledge and understanding of how affordability impacts the housing market, their clients, their business, and their community; help students analyze affordable financing options through credible lenders, including local, state, federal, and non-profit assistance programs for buyers and renters; and teach students how to better leverage partnerships and resources to expand housing opportunities through workforce housing initiatives, green building concepts, and advocacy to benefit the student, their clients, and their communities.

The class is designed for an audience of real estate professionals, including real estate brokers and owners.

Class Timeline

4 hours

Course Learning Outcomes

Upon completion of this course, participants will be able to:

1. Describe your role in affordable housing.
2. Describe and discuss affordable housing and housing opportunities.
3. Describe how demographic changes impact affordable housing and housing opportunities.
4. Describe special considerations for first-time homebuyers.
5. Describe the benefits of working with housing counselors.
6. Describe where to locate down payment and closing cost assistance.
7. Describe qualifying guidelines for conventional and government loans.
8. Describe how housing opportunities can be increased in your community.
9. Identify opportunities for local advocacy.
10. Locate resources online and in your local community to educate yourself and assist your client regarding affordable housing.

EHO Timed Agenda with Learning Objectives: With One 15 Minute Break

Time	Time minutes	Subject	Learning Objectives <i>After completion of module, participant will be able to:</i>
8:30am		Registration	Registration and start Icebreaker exercise as participants walk in.
9:00am	10 minutes	Welcome and Icebreaker/Introductions	<ul style="list-style-type: none"> • Introduce instructor • State classroom rules • Identify facilities locations • Identify course objectives • Icebreaker/introductions
9:10am	7 minutes	Module 1 – Your Role in Affordable Housing • Affordable Housing and Housing Opportunities	Define affordable housing and housing opportunities
	7 minutes	• Issues affecting affordable housing	Identify current issues affecting affordable housing
	3 minutes	• Benefits of expanding housing opportunities	Describe benefits of housing opportunities
	3 minutes	• Partnerships	List team of partners
9:30am	10 minutes (includes activity)	Module 2 – You and the Client • Changing Picture of Client Needs	Describe demographic changes • Complete activity regarding population shifts by age groups
	5 minutes	• Housing and Transportation	Describe how transportation costs impact affordability.
	5 minutes	• First-time homebuyer Special Considerations	Point out special considerations for first-time homebuyers
	5 minutes	• The Rental Market	Discuss affordability/availability in rental market
	5 minutes	• Alternatives to Homeownership	Describe alternatives to traditional homeownership
10:00am	7 minutes	Module 3 – You and the Housing Counselor • Importance of Housing Counseling	Explain importance of housing counseling
	13 minutes	• Role of Real Estate Professional and Role of Housing Counselor	Describe working relationships between real estate professional and housing counselor
	15 minutes	• Finding Housing Counselors and Nonprofit Housing Agencies	Locate a housing counselor and nonprofit housing organization to form a partnership
	10 minutes	• Finding Down Payment & Closing Cost Assistance	Describe where to locate down payment and closing cost assistance
10:45am	15 minutes	BREAK	
11:00am	10 minutes	Module 4 – You and the Lender • Credit and Effect on Affordability	Explain the basics of credit scoring
	20 minutes (includes activity)	• Prequalifying and Preapproval (activity with flip chart and PQ worksheet)	Prequalify buyer clients to determine loan amount and appropriate price range • Complete Prequalification Worksheet activity

	5 minutes	<ul style="list-style-type: none"> Finding an Affordable Loan 	Determine where to find affordable loans
	10 minutes	<ul style="list-style-type: none"> Describe qualifying guidelines for various loan products – includes Conventional and FHA 	Compare qualifying guidelines for various loan products – includes Conventional and FHA
	10 minutes	<ul style="list-style-type: none"> Describe qualifying guidelines for various loan products – includes VA, and USDA 	Compare qualifying guidelines for various loan products – includes VA and USDA
	5 minutes	<ul style="list-style-type: none"> Review grid/overview 	Compare Conventional, FHA, VA, and USDA summary.
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12:00pm		Module 5 – You and the Community	
	8 minutes	<ul style="list-style-type: none"> Workforce Housing and EAH 	Describe how workforce housing impacts local communities
	7 minutes	<ul style="list-style-type: none"> Building Affordable Communities 	List ways communities can develop affordable housing
	7 minutes	<ul style="list-style-type: none"> Land Usage 	Explain how land-use policies affect housing
	4 minutes	<ul style="list-style-type: none"> Going Green 	Discuss impact of “green” in planning
	4 minutes	<ul style="list-style-type: none"> Housing and Transportation 	Describe how transportation affects the community
12:30pm		Final Exercise, Review and Wrap Up	
	5 minutes	<ul style="list-style-type: none"> Sources and resources 	Review/remind participants of documentation in Sources and Resources section of the training materials.
	10 minutes	<ul style="list-style-type: none"> Complete the Individual Action Plan with One Action for Each of the 5 Modules 	Complete the Individual Action Plan
	10 minutes	<ul style="list-style-type: none"> Review/questions 	Summarize materials learned in class, answer questions
12:55pm	5 minutes	Conclusion	Share next steps and complete evaluations