



**NEIGHBORHOOD  
HOUSING SERVICES  
OF NEW ORLEANS**

**4700 Freret Street  
New Orleans, LA 70115  
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## **Neighborhood Housing Services of New Orleans, Inc. Homebuyer Training Curriculum**

### **FORMAT**

A 12-hour training session which consists of two 6 ½ hour Saturday classes held monthly. The class consists of components which are designed to educate prospective buyers on all facets of the home buying process. The content is delivered by agency staff and various real estate professionals on their specific areas of expertise. The structure of the curriculum is designed to meet the certification requirements as specified by federal and local government funders and community lenders.

### **CONTENT**

**Introduction** - Welcome, program review, renting vs. buying and self-qualifying.

**The Real Estate Agent** - Selection of a real estate agent; services that agents provide in the home buying process.

**Mortgage Lending** - The loan application and qualification process; ratios, affordability, etc.

- **Qualifying for a Loan**
- **Who's Who in the Loan Process:** Originators, Servicers, Investors
- **Mortgage Loans** – The various types of loan products: FHA, VA, Conventional
- **Sub-prime and Predatory lending**

**Fair Housing** – Fair housing practices in real estate and your rights under the Fair Housing Act.

**Credit and Financial Planning** – Budgeting, planning and managing your finances; credit report review.

**Insurance** – Insurance coverage (explanation of the various types of policies required for homeowners and their uses); current issues in the insurance industry.

**The Real Estate Appraisal** – An explanation of the property appraisal and its role in the home buying process.

**The Closing** – An explanation of closing process; a review of the closing documents and settlement statement.

**Inspections and Maintenance** – How and what to look for in a home; the importance of inspections; the home maintenance process.