

First Time Home Buyer Resource Guide

During this presentation a variety of resources were mentioned. This handout contains a list of web sites and resources you may want to review to help you build an effective first time home buyer niche.

Down Payment Assistance State Agencies

Check out your state's non-profit housing organization for more information about the available housing assistance programs.

Alabama	www.ahfa.com	Montana	http://housing.mt.gov
Alaska	www.ahfc.state.ak.us	Nebraska	www.nifa.org
Arizona	www.housingaz.com	Nevada	www.nvhousing.state.nv.us
Arkansas	www.state.ar.us/adfa	New Hampshire	www.nhhfa.org
California	www.calhfa.ca.gov	New Jersey	www.nj-hmfa.com
Colorado	www.colohfa.org	New Mexico	www.housingnm.org
Connecticut	www.chafa.org	New York City	www.nychdc.org
Delaware	www2.state.de.us/dsha	New York	www.nyhomes.org
District of Columbia	www.dchfa.org	North Carolina	www.nchfa.com
Florida	www.floridahousing.org	North Dakota	www.ndhfa.org
Georgia	www.dca.state.ga.us	Ohio	www.ohiohome.org
Hawaii	www.hcdch.hawaii.gov	Oklahoma	www.ohfa.org
Idaho	www.ihfa.org	Oregon	www.ohcs.oregon.gov
Indiana	www.in.gov/ihfa	Pennsylvania	www.phfa.org
Iowa	www.ifahome.com	Rhode Island	www.rihousing.com
Kansas	www.kshousing.org	South Carolina	www.schousing.com
Kentucky	www.kyhousing.org	South Dakota	www.sdhda.org
Louisiana	www.lhfa.sata.la.us	Tennessee	www.tennessee.gov/thda
Maine	www.mainhousing.org	Texas	www.tdhca.state.tx.us
Maryland	www.dhcd.state.md.us	Utah	www.utahhousingcorp.org
Massachusetts	www.state.ma.us/dhcd	Vermont	www.vhfa.org
Michigan	www.michigan.gov/mshda	Virginia	www.vhda.com
Minnesota	www.mhfa.state.mn.us	Washington State	www.wshfc.org
Mississippi	www.mshomecorp.com	West Virginia	www.wvhdf.com
Missouri	www.mhdc.com	Wisconsin	www.wheda.com
		Wyoming	www.wyomingcda.com

Down Payment Assistance Programs

There are multitudes of down payment assistance programs available for your use. Here are some agencies that you may want to check out and add to your list.

downpaymentalliance.org/index.html

HAND is composed of nine organizations that have combined to provide education and down payment assistance to borrowers.

www.americanfamilyfunds.com

American Family Funds provides extensive marketing support including letters to agents and builders, sign riders and buyer/Realtor brochures.

www.americandream.org

AmeriDream, Inc. provides an online home buyer education course.

www.cdsgrants.com

Consumer Debt Solutions/CDS Grants offers consumer education services including personal budget analysis, credit education and spending planners. Home ownership workshops are offered in different regions.

www.fairhousingassistance.com

Fair Housing Assistance offers a series of training videos for

real estate agents, lenders and others.

www.familyhomeproviders.org

Family Home Providers provides free software to calculate the contract price. They also offer an online education program in Spanish.

www.thegenesisprogram.org

The Genesis Program provides payment protection if a client loses his/her job within the first 12 months of owning their home.

www.ezdownpayment.com

Homes for all Program provides a home buyer education section with a "Freddie Mac" slant. They provide in depth information about acquiring a loan and the down payment assistance program.

www.nehemiahprogram.org

Nehemiah Program offers a paperless feature which eliminates the need to fax documents. They provide a list of closing offices, builders and lenders to reduce data entry requirements.

www.neighborhoodgold.com

Neighborhood Gold provides a default mitigation clause that provides lenders with a \$2,000 reimbursement benefit during the first 36 months of the loan for job loss, bankruptcy, separation, divorce, disability or death of the borrower results in loan default.

www.partnersincharity.org

Partners in Charity provides free marketing materials, homebuyer leads and marketing to your closed loans to obtain referrals. They offer an online home buyer education course.

Business Journal

Each year the business journal publishes its annual lists. These lists often include information about industry and employment trends within major cities. To accurately assess the probable economic and population trends in your community, use the web site below for access to the major city journals. There are 42 cities to choose from. If your city isn't listed, go to your local library and ask your librarian for assistance in gathering this information.

<http://www.bizjournals.com/>

Credit Bureau Report Information

When clients don't qualify, help them create a plan to resolve whatever issues exist on their credit report. To help you accurately assess your client's credit situation, you may want to consider using one of the following credit advisory services.

www.myfico.com

My Fico provides consumers with a variety of educational information and tools. They offer one time credit bureau report purchase and subscription services.

www.scoreadvisor.info

Score Advisor is a fee-paid per use lender service. Once you've entered the information into the system it analyzes it and indicates the score effect of each derogatory item and all active and closed accounts. This information is invaluable in aiding your clients to prioritize their credit clean up.

<https://www.annualcreditreport.com/cra/index.jsp>

Annual Credit Report.com provides consumers with one free credit report from each of the credit reporting agencies annually. This is a great way for clients to monitor their score and activity on an ongoing basis.

Newlywed Resources

If you tap into the newlywed market, you will find a multitude of resources available to you. You might want to consider advertising on one of these sites to increase your visibility to this niche.

http://www.weddingmanor.com/advertise_in_wedding_manor.html

Wedding Manor acts as a wedding resources clearing house. They list vendors for every facet of the wedding experience including real estate agents. To date no mortgage lenders are listed on this site.

www.bspishows.com

Bridal Show Producers International lists every bridal expo scheduled for 2006. They provide a variety of resources for those who exhibit within this industry.

www.theknot.com

The Knot.com provides those to be wed and newlyweds with everything needed to have the perfect event and the best first year together.

Want More Information?

For more information about our services, contact us at 303-426-1027 or 800- 433-3755.

For questions, please email us at questions@intouchtoday.com.

To request a catalog and samples, please email us at samples@intouchtoday.com.

For lenders: Subscribe to our free ezine Top Producer Strategies, sign up at <http://www.intouchtoday.com/mortgage/index.asp>.

For real estate agents: Subscribe to our free ezine Top Real Estate Strategies, sign up at <http://www.intouchtoday.com/realestate/index.asp>.