

# Expanding Housing Opportunities

A Vital Tool in Today's Economy

## Overview

Expanding Housing Opportunities is a 4-hour course designed to educate real estate professionals on a range of affordable housing opportunities and the clients who seek them. Participants will be able to expand their field of vision to bring lenders, housing counselors, and community organizations into the home-buying process.

## 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.