

# FLOCK TO THE BLOCK

2018 HOUSINGIOWA CONFERENCE





# **TOP 60 TIPS FOR HELPING HOME BUYERS IN 2019 - IN 60 MINUTES**



## TIP 1:

**Keep your credit score maxed by paying your revolving balances at the right time of the month.**





## TIP 2:

**If you don't have a credit card,  
get a credit card.**





## TIP 3:

**The ideal debt utilization for your revolving debt to maximize your credit score is 1-10%.**





## TIP 4:

**A hard credit inquiry does not impact your score as much as many borrowers think.**



## TIP 5:

**Keep your financial, marital, and employment status the same throughout the process.**





## TIP 6:

**The Mortgage Credit Certificate may be even more significant now that the standard deduction has been doubled.**







## TIP 7:

**Save up to \$15,000 in the first five years for first time homebuyers who qualify.**





## TIP 8:

**Conventional loans are less expensive than FHA loans in most cases.**



## TIP 9:

**Most first time home buyers still appreciate a face to face meeting.**





## TIP 10:

**A local lender, a participating lender will be able to offer more options than out of state lenders.**





# TIP 1:

**Review credit history**





## TIP 2:

**Get pre-approved**





## **TIP 3:**

**Inquire about down payment and closing cost grants**





## TIP 4:

**The hunt is the fun part. Look online and local company's websites.**







## TIP 5:

Visit open houses





## TIP 6:

**Find a real estate agent and lender**





## TIP 7:

# Federal Home Loan Bank Home\$tart & Home\$tart Plus Program





## TIP 8:

**Check out the neighborhood**





## TIP 9:

**Be open minded**





# TIP 10:

## Negotiate





## TIP 1:

**Get a Realtor (and not a broker or part-time Realtor)! Ask for referrals and interview more than one. I like to put myself in my buyers' shoes.**





## TIP 2:

**Research financing options and get pre-approved**







## TIP 3:

**Are you ready for homeownership?**





## TIP 4:

Put together a "needs and wants" list





## TIP 5:

**Know your budget**





## TIP 6:

**Are you open to a fixer upper?**





**TIP 7:**

**GET AN INSPECTION**





## TIP 8:

**Be prepared for an aggressive offer  
depending on market**





## TIP 9:

**Don't change your finances**





## TIP 10:

**Stay off social media**







## TIP 1:

**Look around you in the room today.  
Everyone is a resource!**

**MGIC**



## TIP 2:

**Find a mentor.**

**MGIC**



## **TIP 3:**

**Know and understand the products available to you. Be an expert!**

**MGIC**



## **TIP 4:**

**Know what is going on in the industry.  
Be a student of the industry.**

**MGIC**



## **TIP 5:**

**Know and understand resources available to your buyers.**

**MGIC**



## TIP 6:

**Know your partners in the industry. How can they help you help your borrowers?**

**MGIC**



## TIP 7:

Take advantage of FREE training.

**MGIC**



## **TIP 8:**

**Market yourself.**

**Let people know who you are.**

**MGIC**





## TIP 9:

### **Favorite Websites:**

- a. National Mortgage News: [www.nationalmortgagenews.com](http://www.nationalmortgagenews.com)
- b. Housingwire: [www.housingwire.com](http://www.housingwire.com)
- c. Rob Chrisman: [www.robchrisman.com](http://www.robchrisman.com)
- d. Flipboard: [www.flipboard.com](http://www.flipboard.com)
- e. Iowa Finance Authority: [www.iowafinanceauthority.gov](http://www.iowafinanceauthority.gov)

**MGIC**



## TIP 10:

**Use tools from MGIC**

[www.mgic.com](http://www.mgic.com)

**MGIC**



## TIP 1:

**Neighborhood Finance Corporation's (NFC)  
unique loan programs help  
you sell more homes**





## TIP 2:

**The NFC team is friendly and knowledgeable**





## TIP 3:

**No private mortgage insurance**





## TIP 4:

**When you help a homebuyer find a home in one of our NFC lending areas you are also helping Des Moines neighborhoods remain vibrant!**





## TIP 5:

Low down payment





## TIP 6:

Quick pre-approval







## TIP 7:

**Homebuyers can apply easily and safely online!**





## TIP 8:

**Forgivable loans for home renovations**





## TIP 9:

**NFC lending areas include: Des Moines and West Des Moines. Coming soon: Cedar Rapids and Windsor Heights**





## TIP 10:

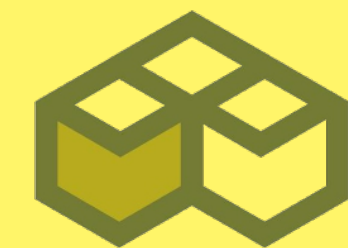
**NFC is proud to be a part of the NeighborhoodLIFT program in collaboration with Wells Fargo and NeighborWorks® America.**





## TIP 1:

**Plus grant – \$2500 – no lien**

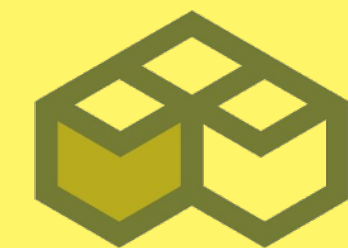


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## TIP 2:

**MHOA \$5000 – does not have to be a VA loan to qualify**

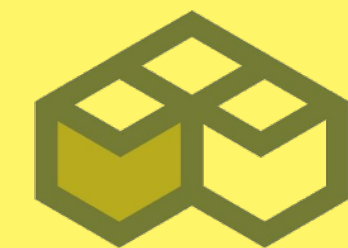


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## TIP 3:

**Conventional products  
offered only by HFA's**

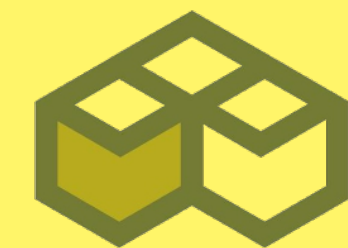


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## TIP 4:

**HFA Preferred – lower MI coverage**



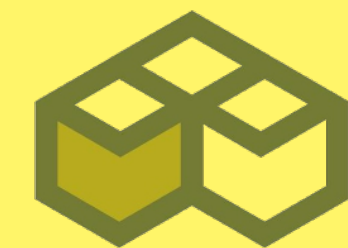
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## TIP 5:

**HFA Preferred - NO MI**

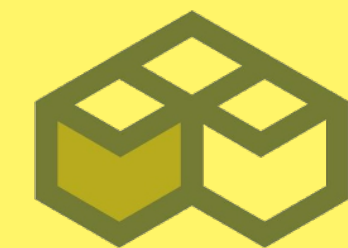


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## TIP 6:

**Mortgage Credit Certificate  
(It's still a benefit)**

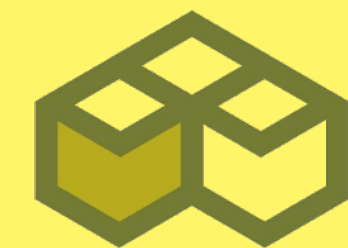


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## TIP 7:

**Participating lenders are featured  
on the Iowa Finance Authority website**

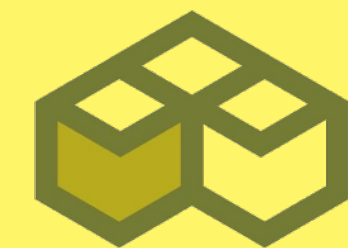


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## TIP 8:

**Borrowers purchasing in Targeted Areas  
receive higher income and purchase price limits**

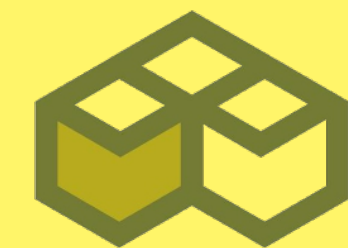


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## TIP 9:

**Military members who have not used a similar first home program from another HFA in the country can qualify under our FirstHome Program**

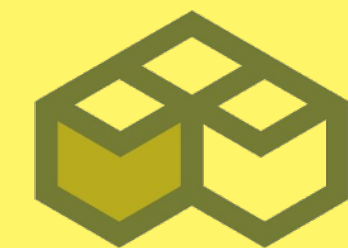


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## TIP 10:

**To use our products must be an approved lender – become an IFA Ambassador and set yourself apart**



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