



# Home Ownership

## 101

**Cathie Griffith**  
**The Arc of Spokane**  
**320 E 2<sup>nd</sup> Avenue**  
**Spokane, WA. 99202**

**Please note that after December 31<sup>st</sup> , 2013 my  
address will be the following:**

**Cathie Griffith**  
**1067 Slide Creek Road**  
**Colville, WA. 99114**

**\$84,000**



# Lenders and Realtors

- 1-Knowledgeable, experienced
- 2-Client centered and not transaction centered
- 3-Fits your personality and style
- 4-Always looking out for the participants best interest.

# YOU AND YOUR MONEY

June 24, 2009  
Spokane, WA.

## I-The Meaning of Money & How it Works

## II-Money Management Basics

- a. Goals& Decision Making
- b. Managing Money\$\$\$
  - 1-Types of Financial Institutions
  - 2-Savings Account Use
  - 3-Checking Account Use
- c. Budgeting
  - 1-Smart Shopping
  - 2-Smart Transportation
  - 3-Smart Housing
  - 4-Borrowing Money
  - 5-Credit & How to use it responsibly

\$139,390



# Welcome to our World

## Disability Awareness

The biggest barrier people with disabilities face is other people

\$107,000





Let your client drive: Some Will Go  
60mph Some Will Go 5mph

- As professionals this can sometimes be frustrating when all we really want to do is get our clients a loan and close all within a few months!
- Remember quality not quantity!!

\$101,000



# HomeOwnership



# Opportunities

All over America, individuals with developmental disabilities own their own homes. If homeownership is something you truly want, we can assist you!

The Arc Homeownership Specialist will help you develop a plan for purchasing your home through our "person-centered" approach. This means we will honor your individuality, focus on your strengths and aspirations, and allow you to be a full participant in planning for home ownership.

You will learn about the assistance programs that are available in the Spokane area. You will receive support while you learn how to:

- Qualify for a mortgage
- Prepare your loan application
- Shop for just the right house for you
- Manage your finances
- Maintain your home once you are a homeowner



*Homeowners Larry Devou and Wayne Jack (center and right) with their roommate Jina Lightow.*

### *To be eligible an applicant must:*

- Have a documented developmental disability that is attributed to a mental or physical challenge before the age of 22, which is likely to continue indefinitely and results in substantial functional limitations of three or more major life activities, such as self-care, learning, mobility, etc.
- Meet household income requirements to qualify through the funding and down payment assistance programs.
- Purchase a new or existing single-family home or condominium in the Spokane area.

We will assist you in developing an action plan that will break down the complex tasks of homeownership into manageable pieces. Your plan will be implemented over months or even years until you reach your goal of homeownership.

You'll love the feeling of having a home that is all yours!



*"A Home of Their Own"*

To contact the  
Homeownership Specialist  
for assistance, please call  
(509) 328-6326

\$90,000



**HomeOwnership Opportunities Application**

**APPLICANT**

First Name: \_\_\_\_\_ Middle Initial: \_\_\_\_\_ Last Name: \_\_\_\_\_

Date of Birth: \_\_\_\_/\_\_\_\_/\_\_\_\_ Social Security #: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_ Message Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State: \_\_\_\_\_ Zip: \_\_\_\_\_ Neighborhood: \_\_\_\_\_

Length of time at current address: Years \_\_\_\_\_ Months \_\_\_\_\_

Gender (*Please circle*): Male Female

Marital Status (*Please circle*): Single Married Divorced Couple

Education (*Please circle*):

No Diploma

Vocational Certificate

Some college (*not completed*)

H.S. Diploma

Associate's Degree

Master's Degree

GED

Bachelor's Degree

Doctoral Degree

Do you have a legal guardian? (*Please circle*): Yes No

Name: \_\_\_\_\_ Address: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Type of Disability (*Please check all that apply*):

☐ Autism

☐ Cerebral palsy

☐ Blindness/low vision

☐ Deafness/hard of hearing

☐ Epilepsy/seizure disorder

☐ Intellectual disability: Mild \_\_\_\_ Moderate \_\_\_\_ Severe \_\_\_\_ Profound \_\_\_\_

☐ Other \_\_\_\_\_

DD Case Manager: \_\_\_\_\_ Phone Number: \_\_\_\_\_



## Housing Counseling Action Plan

Name: \_\_\_\_\_

Issue: \_\_\_\_\_

Client's Objective/Participation:

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Program Objective & Strategies To Be Implemented:

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Referrals:

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Date Case Plan Completed: \_\_\_\_\_

Client Signature \_\_\_\_\_

11/15/2010

## *HomeOwnership Opportunities*



### Steps to HomeOwnership

- 1- Intake with HomeOwnership Opportunities
- 2- Assessment of Financial Status of Participant
  - a. Clear up any credit problems
  - b. Utilize a budget class for participant if needed
  - c. Obtain needed credit score for loan
  - d. Prepare HomeChoice Budget if needed
- 3- Take a Home Buyer Class
- 4- Meet with a Lender
  - a. Get pre-approved for loan
- 5- Identify a Real Estate Consultant to work with
- 6- Make an Offer on a home of choice
- 7- Have Home inspection(s) required
  - a. Ask for things to be repaired
  - b. Re-inspect to see that they have been repaired
- 8- Bank will order Home Appraisal
- 9- Closing
- 10-Get the keys to the new home
- 11-Move in

*HomeOwnership  
Opportunities*



**Client Name:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Issue:** \_\_\_\_\_

Date	Notes	Initial

**Issue Resolved:** ( ) Yes ( ) No **Date:** \_\_\_\_\_ **Initial:** \_\_\_\_\_



*HomeOwnership  
Opportunities*



Pre-Closing Compliance Review File  
Checklist

Participant: \_\_\_\_\_  
Phone number: \_\_\_\_\_  
Email: \_\_\_\_\_

Lending Institution: \_\_\_\_\_  
Phone number: \_\_\_\_\_  
Contact: \_\_\_\_\_  
Email: \_\_\_\_\_

These items may be found in a completed file:

- This checklist
- Copy of Housing Counseling Agreement
- Copy of Housing Action Plan
- Copy of Income documentation
- Copy of Credit Repair Assistance
- Copy of Documentation Eligibility due to Disability
- Copy of First Time Homebuyer Education Certificate
- Copy of Loan Specific Budgets
- Copy of Purchase and Sale Agreement (signed around)
- Copy of Home Inspection(s)
- Copy of Appraisal
- Copy of HTF Cover Sheet Submission (this triggers release of down payment)
- Copy of GFE
- Copy of Estimated HUD-1
- Copy of Title Insurance
- Copy of Final HUD-1
- Copy of Signed Promissory Note
- Copy of Recorded Deed of Trust

\$165,000



## *HomeOwnership Opportunities*



### HomeOwnership Opportunities Statistics

Since 2004 ---3,057 families living with developmental disabilities have received counseling, attended classes, or asked questions about affordable housing through our program.

Of those families—65% have incomes of less than 50% of AMI (area median income)  
24% have incomes between 50- 79% of AMI  
5% have incomes between 80-100% AMI  
1% have incomes over 100% AMI  
5% didn't chose to report their income...resource inquiries

As of August 1, 2010 –64 family units have purchased with our help.  
Current caseload is 62 families working towards homeownership.

Serving six counties: Spokane, Stevens, Ferry, Pend Oreille, Lincoln, Whitman.

Funding obtained since 2004:

\$620,000 for 31 families in down payment @ \$20,000 each  
\$27,795 in Donations  
\$120,776.25 Grants for program purposes  
\$26,141.93 Program Fees  
\$2,619.54 Interest on Loans and Foreclosure/Emergency funds

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\$793,332.72 total

Community agency participation since 2004:

Spokane Low Income Housing Consortium  
Northeast WA Fair Housing Alliance  
Regional Homeownership Advisory Counsel  
Spokane Community Land Trust Formation Committee  
Governor's Committee on Disability Issues and Employment (GCDE)  
Outreach sub committee co-chair  
Membership sub committee  
New Member Mentorship sub committee  
Employment sub committee  
Spokane's Washington Families Fund Committee  
Spokane Community Warehouse Steering Committee

\$70,000



[illegible]

\$135,000







# **HomeOwnership Opportunities at The Arc of Spokane**

**is here to help you get financially ready  
to look into the option of home ownership**

**Serving persons with intellectual and developmental disabilities**

Call (509)328-6326

\$132,900







**Mark your calendar**

**Creative Living Options Forum**  
**Wednesday, August 27, 2008**

**to be held at the**  
**City Hall Council Chambers**  
**170 S. Oak**  
**Colville, WA.**  
**1p.m. to 2 p.m.**

**Come share your ideas and community living needs with us. An open discussion will follow a short presentation by Cathie Griffith who is the coordinator of the HomeOwnership Opportunities program at The Arc of Spokane.**

**We want to hear from you what your housing needs are and share information about how persons with developmental disabilities can become homeowners if they choose to. We will share funding resource information with attendees.**

**Please contact Cathie at (509)328-6326 or [cgriffith@arc-spokane.org](mailto:cgriffith@arc-spokane.org) if you plan to attend. *Light refreshments will be provided.***

\$155,935



# WANTED!!! DO YOU LIVE IN SPOKANE COUNTY?

We are looking for a few hosts willing to contact families and individuals who are affected by developmental disabilities who may be interested in exploring homeownership. We would like to share information about programs that could make homeownership possible for them at a gathering in your neighborhood.



If you are willing to be a host please contact Cathie  
at 328-6326 x208.



\$199,000



## Home Ownership Opportunities

A "person-centered" approach for supporting clients with documented developmental disabilities to plan for homeownership.

(A documented developmental disability is a condition resulting from chronic physical or mental impairment which occurs before 22 yrs of age. It is a disability that significantly affects the person's abilities in at least three of the following areas: communication, independent living, economic self-sufficiency, learning, mobility, self-care and self-direction. It is a disability that may require lifelong supports and services.)

Goals/Objectives	Activities	Assessment	Outcomes
1-Develop an advisory board	1-Write newspaper ad to recruit new members 2-Approach possible new members in areas of banking and real estate.	1-Have an annual board retreat for planning and tracking program success or problems.	1- Board membership will be 6-8 committed members at the end of 10 mths.
2-Project coordination	1-The coordinator will contact a minimum of 25 local programs and develop a working relationship with those agencies. 2-Recruit and support adults with DD to participate in the HomeOwnership project. 3- Hold an Open House for HOO to market program. 4-Give clients a pre and post housing assessment. 5-Identify sources for long-term supports needed to maintain independent living and home ownership. 6- Connect clients with community sources for pre-purchasing counseling. 7-Partner with local agencies to create transitional housing and homeownership options for DD clients. 8-Give presentations to market this program in the area.	1-Submit monthly reports to the DD Council. 2-Make 2 trips to the DD Council meeting to give a direct report on the progress of the project. 3-Quarterly advisory board mtg. reports. 4-Coordinator performance evaluations.	1-Recruitment of 25 adults with DD to receive homeownership education. 2-There will be 15 adults with DD make and implement a plan for homeownership 3-Clients will access long term supports needed to maintain independent living and homeownership. 4-Clients will obtain down payment assistance and lower rates through accessing local programs. 5- Spokane area agencies will refer DD clients to our program. 6- A steady client request for service will emerge the first yr due to client knowledge of availability.
3-Community Education	1-The coordinator will contact transition coordinators at the school districts in our grant area to schedule presentations about HomeOwnership Opportunities. 2-The coordinator will give a presentation to the DD area representatives. 3-The coordinator will give a presentation to area advocacy groups. 4-The coordinator will participate in at least 2 community events that promote support for DD clients.	1-Inclusion in monthly reports to the DD Council 2-Quarterly advisory board mtg. reports. 3-Coordinator performance evaluations.	1-Contact will be made with 4 or more transition coordinators each yr. 2-A presentation will be made annually to the DD area representatives. 3-The hired coordinator will give 6-8 presentations annually to advocacy groups and other organizations to promote HomeOwnership Opportunities to the community. 4- HomeOwnership Opportunities will receive 8-10 referrals from the community.
4-Prepare for sustainability of the homeownership program.	1-Research city, county, state and private grant sources. 2-Heavily market this program as a way to make a difference when planning wills or trusts.	1-Partner agencies will contact our program to collaborate on grants.	1- Two additional sources to sustain this program will be awarded within 29 months.



\$90,000

