

2017 Home Buyer Education Annual Report



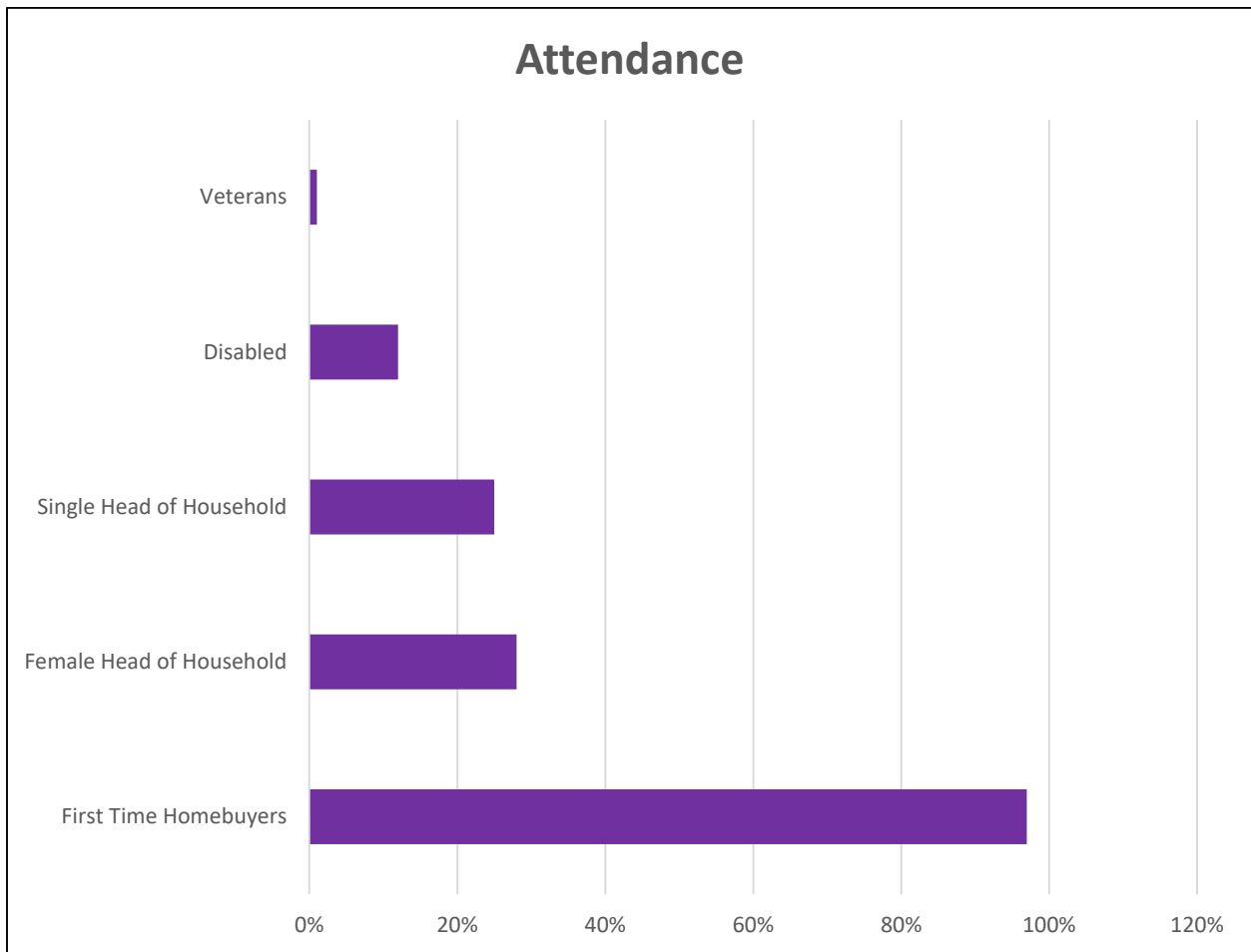
Homeownership
Done Right.®



Movin' Out

Attendance

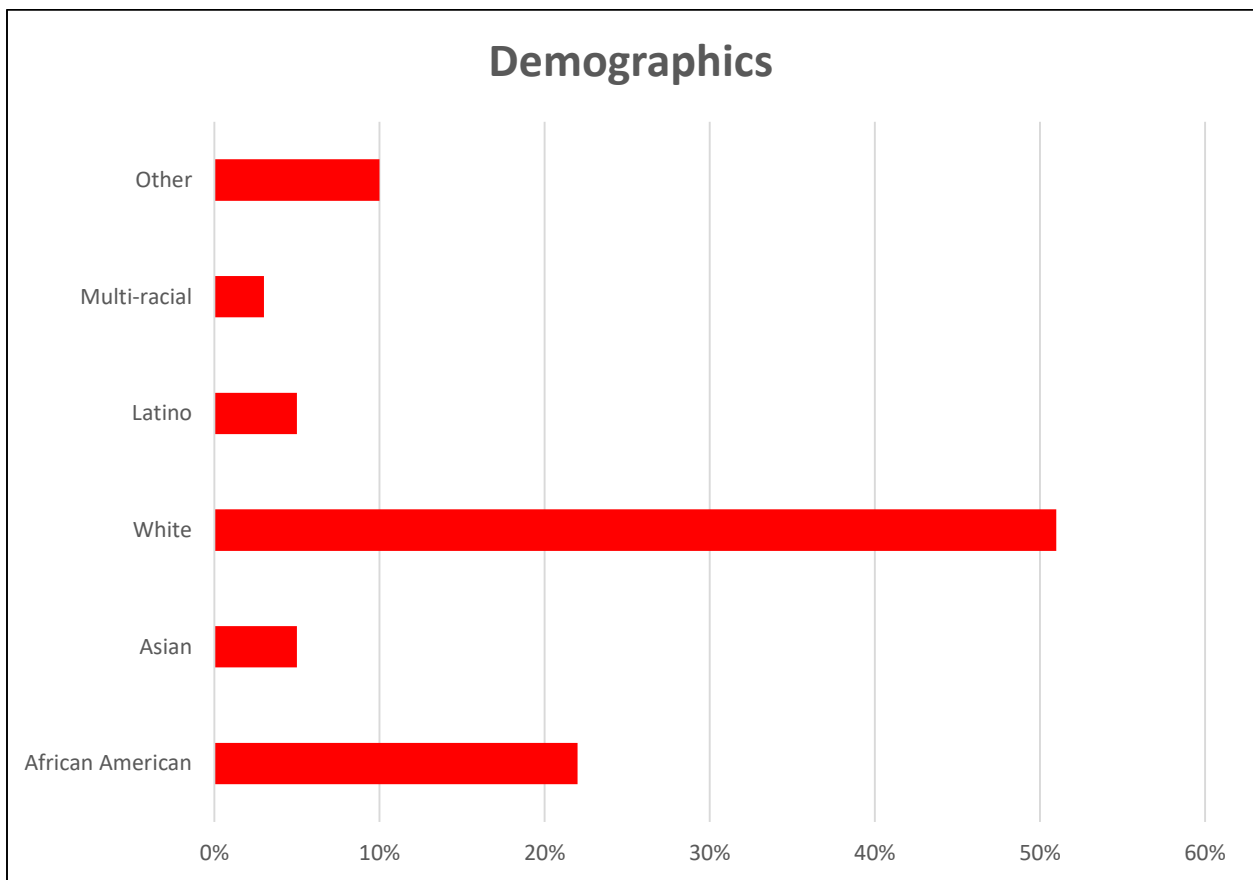
Through December, 2017, 263 individuals representing 204 households attended our Home Buyer education classes. The number of participants has decreased from 2016 due in part to one less class offered.



Demographics

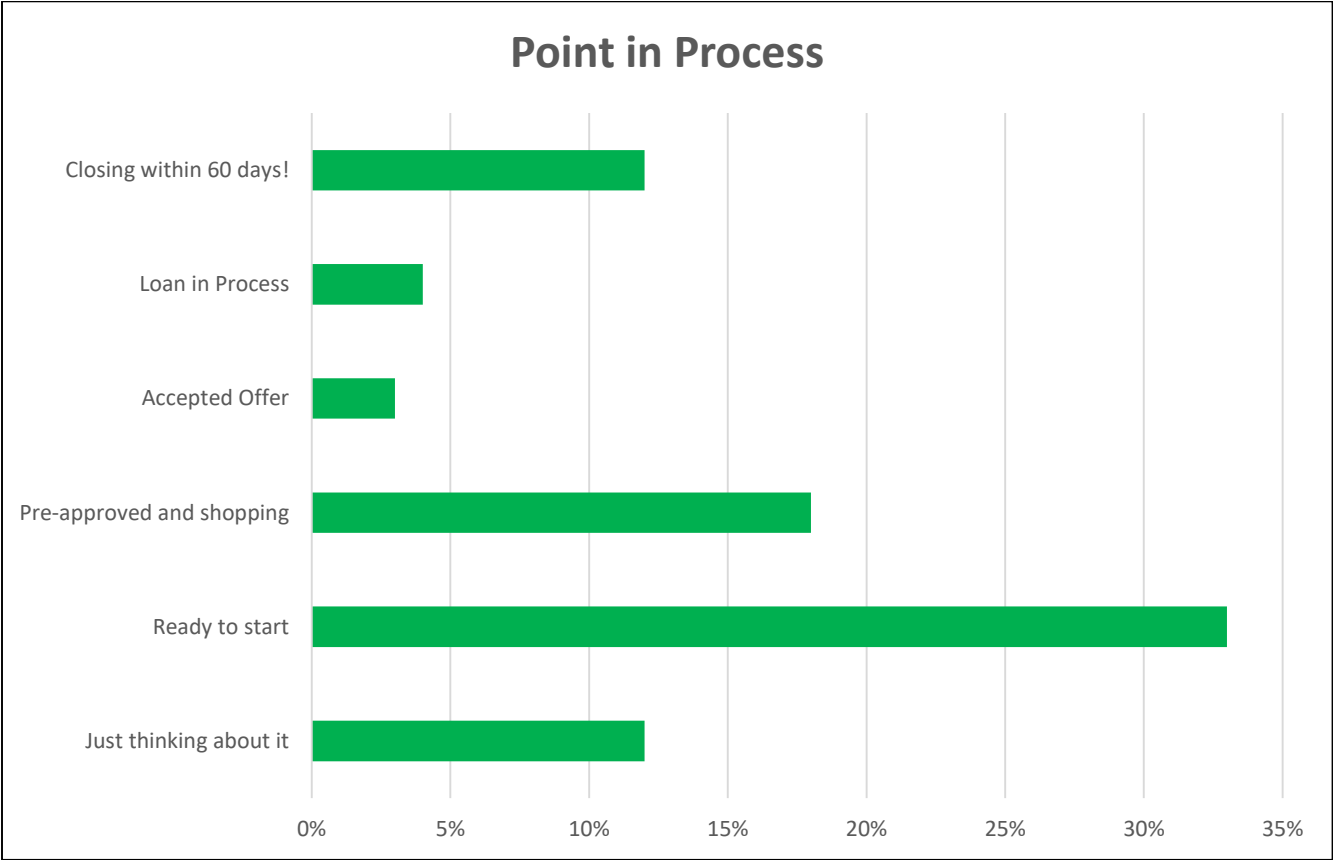
Income: 76% of class participants were below 80% of County Median Income (CMI). These low-to-moderate income households are the target group for this class. Movin' Out has seen an increase in the use of our down payment assistance programs this year.

Breakdown by race: The continued effort to improve outreach to communities of color has met with some success. Minority groups showed an increase from 2016.



Point in Process

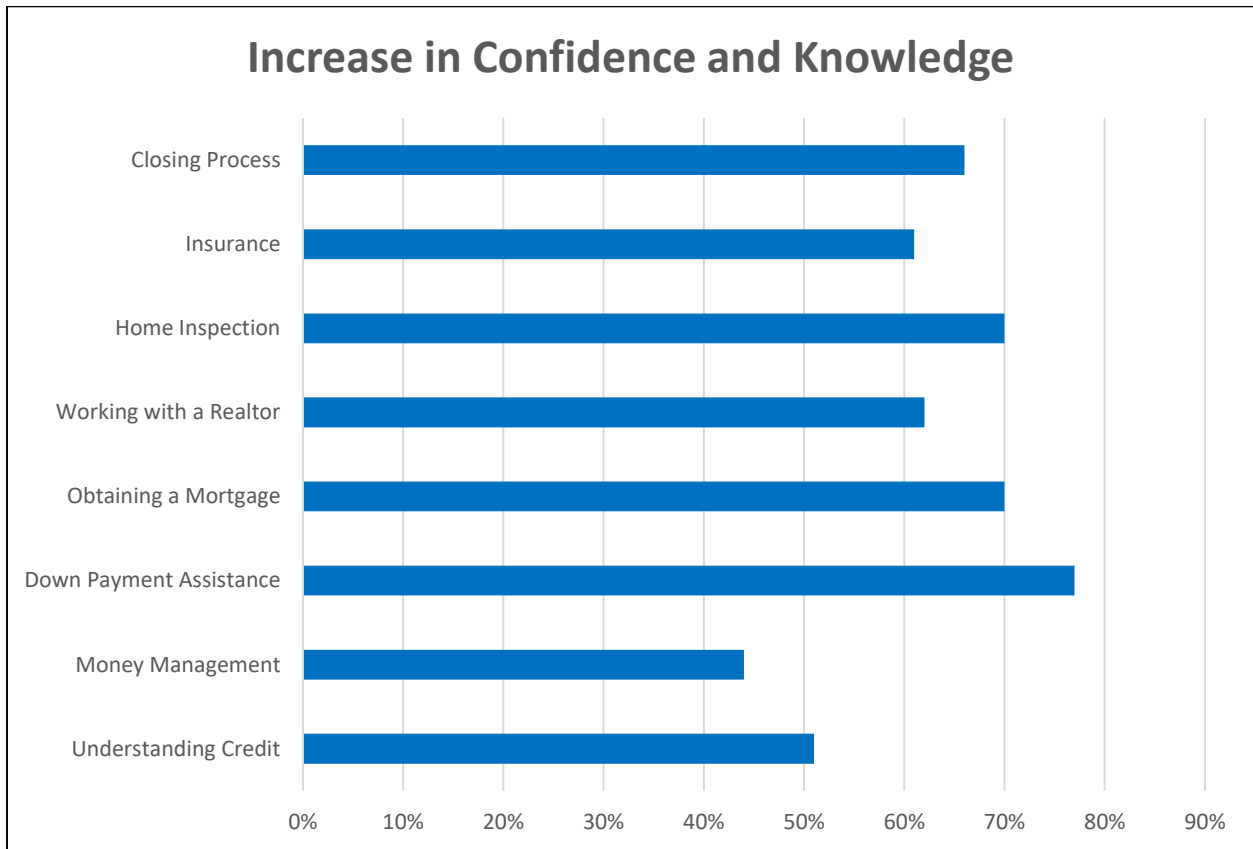
Class participants are attending class early in the process according to the statistics below. We see this as a great benefit for the potential buyer as they enter into the process of homeownership.



“Very useful program and information to get started buying a home. “

Increase in Confidence and Knowledge

Thanks to our amazing speakers our class participants reported they significantly increased their knowledge in all areas. We continue to be thankful for our wonderful volunteers and their time and effort on our behalf.

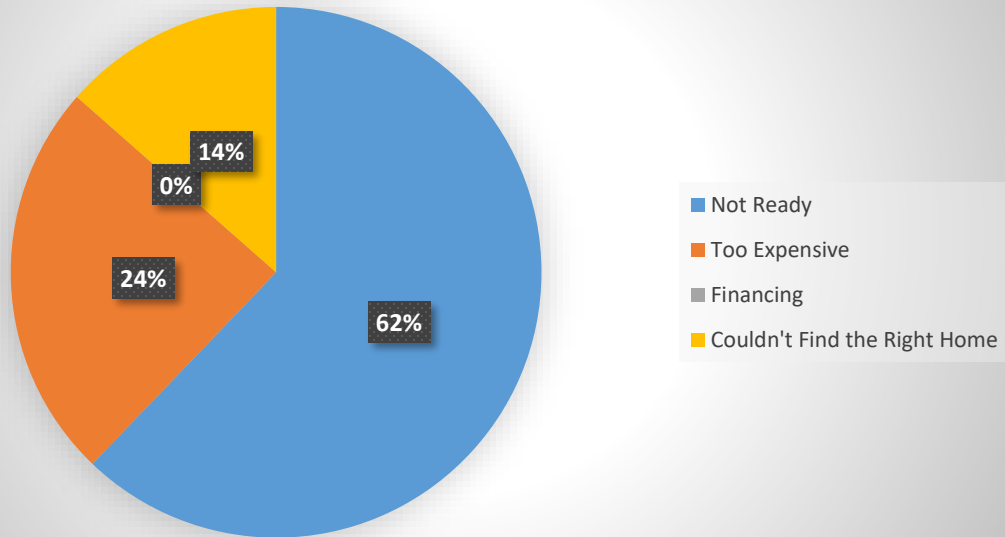


Homes Purchased

Once again, class participants were surveyed to determine what obstacles they faced when purchasing a home. As in the past, the main reason for not purchasing a home is that they determined they weren't ready after taking the class.

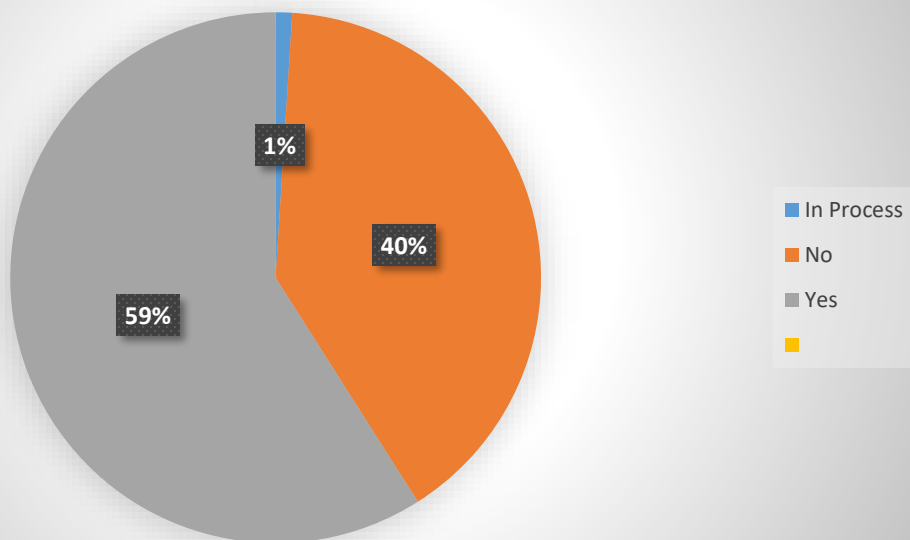
I am very glad I attended the Home Buyer's Round Table Class. It showed me how much I'm not ready to buy a home right now. I will attend again when I have more of my ducks in a row!

Reasons for not buying a home



In 2017 there was a marked increase in the percentage of class participants that purchased homes. Of those participants that returned our survey, 59% purchased homes.

Home Purchase



Evaluations

100% of class participants stated they were happy that they took the class!

Content Experts

Movin' Out, Inc. was grateful to have wonderful speakers who dedicated their time to provide valuable insight into the home buying process.

Sid Boersma, Realtor

Rebecca Laird, Inspector

April Carlisle, Insurance

Dan Piazza, Insurance

Dave Clem, Lender

Ann Raschien, Realtor

Kevin Garvoille, Insurance

Laura Stanfield, Lender

Terri Goldbin, DPA Expert

David Strandberg, Inspector

Monica Gonzales, Lender

Kate Sullivan, Realtor

Jill Hauk, Inspector

Gib Thompson, Insurance

Gerardo Jimenez, Realtor

Sara Whitley, Lender

In 2017, Movin' Out, Inc. developed a successful partnership with Deb Neubauer from the Dane County UW-Extension Financial Education Center to provide education to our participants for money management and understanding credit.

Conclusion

Movin' Out, Inc. would like to thank the Homebuyers Round Table of Dane County, Inc. for the opportunity to provide this essential service to first time home buyers. We hope that the Round Table, funders and volunteers agree that it was a truly successful year and we look forward to building on to the existing program for an even greater year in 2018.