**How KeySteps complements first-time homebuyer workshops**

**Topic KeySteps**

|  |  |
| --- | --- |
| Factors that impact your credit score | Consumers can receive their credit scores and credit reports and use the credit simulator to test the impact of various scenarios on their credit scores. |
| Basics of budgeting to pay down debt and save for a downpayment | Consumers can enroll their financial accounts for money management and create goals to pay down debt and save for their down payment. The spending tool categorizes their banking and credit card transactions, which they can use to create a personal budget. |
| Mortgage eligibility guidelines | Prospective homebuyers can monitor their progress toward mortgage readiness using the Homeownership Snapshot and receive an action plan to overcome any financial challenges. |
| Loan options and mortgage payment. Originators specializing in VA loans or down payment assistance programs should highlight this in their marketing to attract home buyers with specific needs.  | Consumers can compare conventional, FHA and VA loans in the home affordability calculator and receive a home buying budget and mortgage payment that suits their income. |
| Documents required for a mortgage application | Short videos on common mortgage terms. Consumers can upload their documents in preparation for pre-qualification and their mortgage application. |
| Mortgage pre-qualification; the difference between pre-qualification and pre-approval; and why it’s important to get pre-qualified before starting a home search | Consumers can share their financial data and documents with their originator directly from their FinLocker app to pre-qualify for a mortgage before starting their home search. |
| Searching for a home to buy, determining location, and setting realistic expectations of wants versus needs in a first home.  | Property search widget of MLS listings offered nationwide; ability to save searches |
| Mortgage application process | Consumers can share their financial data and documents with their loan officer directly from their app, streamlining the application process for the homebuyer, originator, and operations team. |
| Realtor connection | Co-brand the app with each realtor you’re co-hosting the workshop. They can distribute your app to their customers, keeping both of you top-of-mind and building your database. |
| Lender connection | Customers can contact you at any time through their app and share the results of their Homeownership Snapshot to show they are ready to get pre-qualified. |