

### **Dates**

Monday – February 10, 2020 PM Thursday – April 2, 2020 PM Tuesday – May 19, 2020 AM Wednesday – September 16, 2020 PM Tuesday – December 8, 2020 AM

#### **Time**

# AM

Check-In: 8:30 AM

Class Time: 9:00 AM - 12:15 PM

#### PM

Check-In: 12:45 PM

Class Time: 1:15 PM - 4:30 PM

### Location

Honolulu Board of REALTORS® 1136 12<sup>th</sup> Ave., Holomua Room Honolulu, HI 96816

## **CE Credit**

3.0 Continuing Education Credit approved by the Real Estate Commission. You must be present 100% of the time to earn CE.

## **Course Fee**

\$30 Members \$75 Non-members

### Register

members.hicentral.com/register Call: [808] 732-3000

If you require a reasonable accommodation to access our services, please inform us when registering so we may better assist you.

The need for affordable housing in our island community continues to grow and REALTORS® need to be informed about the various programs available to assist their clients, both buyers and sellers.

This course will provide real estate licensees with a basic operating framework to understand "affordable housing" in residential sales. The course outlines the key elements and characteristics of affordable housing including:

- Basic terminology
- Qualifications and criteria for both income and assets
- What owners need to know when selling under the various programs
- The differences between HCDA, HHFDC, and the city's affordable housing programs

Students will have an opportunity to apply the different concepts through case scenarios. While each project is unique, there are some basic principles and guidelines that licensees should be familiar with in order to assist both buyers and sellers in navigating the affordable housing options available on Oahu to achieve their goals.