



Workforce Housing Certification

Are you WHC?

Increasingly, housing costs in many areas are exceeding the financial reach of many low-to-moderate-wage earners, such as service-sector employees, entry-level staff and essential health personnel, as well as teachers, police and firefighters. Additionally, as many REALTORS® and lenders know, minorities and new immigrants often fall victim to discrimination and predatory lending practices. There are financial programs and tools that can help address the problem of affordability and you can learn about them. Develop your knowledge and expertise to serve this important and growing market by taking the steps to become **WHC**. Are you **WHC**?

Workforce Housing Certified (WHC) REALTORS® are specially trained to receive customer inquiries on workforce and affordable housing finance programs for selected jurisdictions. Earning this NEW certification requires completion of the following classes in any sequence:

1. **CreditSmart™** (6 hours - no CE), taught by Freddie Mac certified trainers, is a "Training for Trainers" program with a comprehensive curriculum that will prepare you to educate consumers about getting and maintaining good credit, credit scoring and money management towards achieving their financial goals. *Any prior CreditSmart™ certification is counted toward WHC.*
2. **Bridging the Gap between Availability and Affordability** (2 hours CE - Professional Enhancement), taught by WHC REALTORS®, lenders or mortgage brokers, is designed to give practical information about financial products and eligibility standards that may help challenged or first-time homebuyers.
3. **State and Local Programs and Using www.MDhomeprograms.com** (2 hours - CE Professional Enhancement), taught by WHC REALTORS®, directors of local financing programs and/or staff from the Maryland Department of Housing & Community Development, provides fundamentals about state & local programs available for low/no downpayment, closing cost grants, extended term mortgages, as well as other tax credits, plus local government resources for homeownership education and counseling. (Some content may vary by jurisdiction.)
4. **Federal Programs and National Initiatives** (2 hours - CE Professional Enhancement) includes information on programs and new regulations for HUD/FHA, Veteran's Administration, Rural Housing, as well as national private sector loan/guaranty programs, taught by secondary market reps and lenders, PLUS training from WHC REALTORS® on how to best utilize the website.

Upon completion of the classes, there is no exam and there are no MAR charges or fees for the **WHC** certification. (PLEASE NOTE: There may be some materials or facility costs associated with certain classes and locations.)

After completing the required classes, your name will be placed on a revolving referral list on the www.MDhomeprograms.com website, based on your preferred business location. The first name on the top of the list is always changing. **WHC REALTORS®** may choose to be listed for up to 3 jurisdictions. You will also be able to promote your new certification on your business cards, personal website, etc.

After the **WHC** certification is obtained, it is good for two years. All certificates expire on either July 1 or January 1, whichever date immediately follows the two-year anniversary date of certification. Renewal is simple: (1) Re-take the class entitled **State and Local Programs** and (2) Provide evidence that you assisted the purchase of a home, utilizing any of the programs offered on the website, during the previous certification period.