

NATIONAL

HOMEOWNERSHIP

CELEBRATION

CONTINUES

FREDDIE MAC CLASSES

hosted by:



TUESDAY, JULY 13

1 - 2 P.M.

State of the Housing Market: Future Homebuyer Trends and Business Solutions

Carmen Mercado, Manager, Affordable Lending Business Development, Freddie Mac

This session will cover the latest economic market trends, changing home buyer demographics and practical business solutions that will grow your business in 2021 and beyond.

CE: 1 elective (for new 2023 term)

Registration link: njrealtorsace.com/ur/state-of-the-housing-market/



TUESDAY, JULY 20

1 - 2 P.M.

Discover the Possibilities with Home Possible® Mortgages and Home One

Carmen Mercado, Manager, Affordable Lending Business Development, Freddie Mac & Brian Scholz, National Trainer, Customer Education Services Department, Single-Family Strategic Delivery, Freddie Mac

Learn more about Freddie Mac's conventional low-down payment offering Home Possible and how it is expanding homeownership opportunities for borrowers with low to moderate income and very low-income homebuyers. We will also introduce you to HomeOne® Freddie Mac's conventional low-down payment solution for first-time homebuyers. Session will take a deep dive into the point-of-sale experience and best practices to help you meet the needs of your borrowers and the communities you serve.

CE: 1 elective (for new 2023 term)

Registration link: njrealtorsace.com/ur/discover-the-possibilities/