



community development partnership

Creating opportunities for people to live, work, and thrive on the Lower Cape

Giving First Time Home Buyers a Boost

Sarah Robinson has been part of the CDP's First Time Home Buyer workshop for nine years, leading it for the past four. She first became involved by teaching the Budgeting and Credit part of the class, a natural fit with her profession as a financial advisor (Robinson Financial Solutions). Eventually the opportunity arose to lead the class and Sarah took it on. According to Sarah, "The First Time Home Buyer workshop is important because it helps participants put themselves into a position to buy a house."

A big component of this process is the personal financial piece. Sarah commented, "A lot of folks do not have this skillset naturally. Individuals join the class in various places – some with lots of debt; others not making enough income to save; and still others who don't know how to save. We give them the resources to take charge of their finances—to change their mentality to one of being in charge of their personal financial situation."



First Time Home Buyer Graduates

Sarah also talked a bit about the flow of the class. She gets people involved and participating in the class from the beginning. According to her this makes everyone more comfortable. "Because the process of buying your first home can be so daunting, we try to let participants know they are not alone", Sarah said. "We do this by learning from each other's situations, as well as from the diverse expertise of the class speakers who are all resources in the home buying process."

When asked what she thought the biggest benefit of the class is to participants, Sarah said, "Participants come to understand they can be part of the process – whether it be by decreasing their debt or increasing their savings or any number of other things, they leave knowing there is concrete action they can take towards their goal of buying a home."

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