



The 2022 Northern Virginia Housing Expo Presents

Take 5

**Showcase Your Expertise
to Thousands of
First-Time Homebuyers
in 5 Minutes or Less!**

In its first virtual year, the Northern Virginia Housing Expo attracted some 135,000 page visits from residents looking for guidance and resources on their quest for a home or apartment. We've now passed 250,000 visits and are offering content in a variety of new formats, most notably a series of 5-minute video presentations by individual exhibitors on a broad range of topics related to the home-buying process. These will be featured on our home/workshops and resources pages as well as in your booth, and your video will be promoted in our social media pages and on the social media pages of our partners.

Interested in participating? See the next page for potential topics, and get in touch with us as soon as possible regarding the topic you'd like to do. Once you do that, we'll provide you with the tools and details you'll need to make a great presentation that will be memorable and useful for expo visitors and an outstanding reflection of your expertise.

To participate, email your preferred topic to laura@novahousingexpo.org

This 12th annual event is a cooperative effort of Virginia Housing, the Metropolitan Washington Council of Governments; Prince William, Fairfax, Arlington and Loudoun Counties; Alexandria, Falls Church and Manassas Park; the U.S. Department of Housing and Urban Development DC Field Office; and the Northern Virginia Association of Realtors®. Fiscal agent is First Home Alliance. Event manager is Laura Nickle of Communi-k, Inc.





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If you can give our tens of thousands of visitors five minutes or less of helpful, dynamic and easy-to-grasp content on one of these topics or a relevant subtopic not specifically listed here, email laura@novahousingexpo.org

Personal Finance and Credit

Current financial profile compared with changes that buying a home may create
Is homeownership for you?

Ways to save

Needs versus wants

Working with a HUD-approved housing counselor
How credit works

Why credit matters to your life (job, insurance, interest rates)

How to protect credit

How to improve credit

Working with the Loan Officer

Pre-qualification and pre-approval

Your rights and responsibilities

Lending process details

Working with the Real Estate Agent

What they do and why you should have one

Difference between agent and Realtor

Understanding the contract

Your rights and responsibilities

The Appraisal

Appraisal value versus assessment value

Appraisal process

Home Inspection

Why do one and what protection does it offer?
What should the inspector cover?

Settlement

Do's and Don'ts

What to expect

What will be required

Explanation of title

Moving

Packing/unpacking tips

Avoiding potential moving nightmares

Life as a Homeowner

Planning for maintenance

Setting up your first household

Home maintenance 101

Maximizing energy efficiency

Basic home safety and security

Homebuyer warranty

Foreclosure prevention habits

Who to call for help and when

Getting the right homeowners insurance



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