

Dear Certified Affordable Housing Provider Candidate,

Below is a series of 50 questions discerned from your training. Some of you may feel these are trick questions, but I assure you, all of these answers were covered during the training. Do the best you can and return your answers back to us as soon as possible via fax to **800-578-8580** or email to StreetSmartDennis@LouisBrown.com ... We will respond back with your score and the determination for your designation.

1. Where do you go to get deals from HUD? _____
2. When can you begin bidding on a HUD property? _____
3. How long do homeowners get to make their bid? _____
4. Can anyone make a bid on the HUD website? _____

5. How much is the earnest money when offering below \$50,000? \$_____
6. How much is the earnest money when bidding above \$50,000? \$_____
7. Can a trust buy a property from HUD? _____
8. Can a HUD contract be assigned? _____
9. How much of a discount do teachers and firefighters receive when bidding on a HUD property? _____
10. When bidding on a HUD property that has been on the market for a while what should you bid for a three bedroom home? _____
11. Where do you go to find a good Real estate agent?

12. List three websites you can go to find leads for houses to buy.
 1. _____
 2. _____
 3. _____
13. When inspecting a property for repairs what should you do first to ensure that you do not miss anything on the exterior?

14. What are the four types of plumbing that may be present in a home?
1. _____
 2. _____
 3. _____
 4. _____
15. What is a good repair solution for a cracked driveway?

16. In what year did lead-based paint become an issue? _____
17. What is the typical lifespan of a roof? _____
18. What should you budget to replace an outdoor compressor air conditioning unit? \$_____
19. What is a good solution when water is getting into a basement?

20. If you are new to the business should you use the services of a home inspector? _____
21. What should you do to verify the type of neighborhood that a property is located in? _____
22. What are the resources you should use when looking for property comparable values? _____
23. Where can you get the legal description for a property?

24. If you are just getting started what should be the limit to the amount of repairs you should take on doing? _____
25. What three things should you consider the most when coming to an offer price? _____

26. What can be two possible profit centers in a deal?
1. _____
 2. _____
27. How should you arrive at the amount to deduct for repairs?

28. Where should you find out about rental rates in the neighborhood you are buying in? _____

29. When considering after repair value should you have two different numbers? _____
30. These different numbers should represent two different _____ strategies. Fill in the blank.
31. What is the Street Smart formula for making an offer?

32. What is a good color scheme for the interior of a home?

33. What are the best locations to focus on for long-term income and appreciation? _____

34. What five important players do you need on your team regardless of the size of operation you plan?
1. _____
 2. _____
 3. _____
 4. _____
 5. _____
35. What repairs should you make if you are planning to sell to a buyer for all cash? _____

36. What repairs should you make when you are planning to offer a property on the path of homeownership? _____

37. Do all homes qualify to be placed on the work for equity program? _____
38. What is the Street Smart solution for online property management and collections? _____
39. Should you have a selling/renting website congruent with the program you are promoting? _____
40. Certified Affordable Housing Providers[®] have a business model that produces four different types of incomes. Name them.
1. _____
 2. _____
 3. _____
 4. _____

41. Name the four levels in the Path To Home Ownership.
1. _____
 2. _____
 3. _____
 4. _____
42. Name 10 different items of branding that CAHP's can use in the marketplace to promote the Path to Homeownership.
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|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |
43. What network are you now a member of? _____
44. What single thing must you do in order to be recognized as a Community Affordable Housing Provider by the GD Sanford Foundation?

45. What training must you attend in order to learn the 37 different ways to structure a deal? _____
46. Should you buy properties in your own name? _____
47. If not, what name should you buy them in? _____
48. How does being a Certified Affordable Housing Provider[®] enhance your real estate business? _____
49. What two types of technology should you put in place in order to manage leads? _____
50. What Street Smart tool is needed in order to implement the Work For Equity program? _____

We look forward to receiving your answers to these questions back as soon as possible and presenting you with your designation as a Certified Affordable Housing Provider.

Thank you for your business and your interest in this important program. We look forward to working with you and continuing to help build your business.

Best, Lou

Mission: Transform Lives through Affordable Housing to Empower Families and Individuals to Enjoy the American Dream of Home Ownership.