



CHAPTER 1: REAL ESTATE LOANS

LEARNING OBJECTIVES

- Recognize characteristics of underwriting and identify federal lending laws.
- Identify goals for federal loan programs and factors in determining FICO scores.

TOPICS COVERED

- Basic Review of Real Estate
- Estates
- Deeds
- Residential Loan Types
- Real Estate Loan Origination

CHAPTER 2: REAL ESTATE FINANCING

LEARNING OBJECTIVES

- Recognize some of the many regulations and lending laws.
- Identify the sources, classifications and types of mortgages.

TOPICS COVERED

- The Loan Process
- Lending Laws
- Sources of Funds
- Classification of Mortgages
- Mortgage Options
- Housing: The Cost of Shelter

CHAPTER 3: THE FUNDAMENTALS OF INVESTING IN REAL ESTATE

LEARNING OBJECTIVES

- Recognize the factors to be considered in investment decision, including valuation methods and the risk-return tradeoffs.

TOPICS COVERED

- Fundamentals of Investing
- Investing in Real Estate

CHAPTER 4: COMMERCIAL FINANCE

LEARNING OBJECTIVES

- Recognize the main categories of commercial finance.
- Identify benefits from factoring and leasing.
- Identify investment criteria for venture capital firms.

TOPICS COVERED

- Commercial Finance Services
- Accounts Receivable Financing
- Inventory Financing
- Equipment Financing
- Equipment Leasing
- Types of Leases
- The Advantages and Disadvantage of Leasing
- Sale-Leaseback Financing
- Business Financing
- Small Business Administration (SBA) Loans
- Venture Capital Financing

CHAPTER FIVE: INTRODUCTION TO COMMERCIAL REAL ESTATE FINANCING

LEARNING OBJECTIVES

- Identify different income producing commercial properties.
- Recognize how lenders evaluate commercial real estate properties and borrowers.
- Recognize lending rule-of-thumbs and terminology.
- Recognize how property types affect value, risk and financing sources.
- Identify aspects and steps of the construction loan process.

TOPICS COVERED

- Analyzing the Income Property Loan
- The Income-Property Lending Process
- Permanent Mortgage Investors
- Apartments
- Sample Apartment Analysis
- Shopping Centers
- Office-Warehouse
- General Offices (Multi-Tenancy)
- Medical Office Buildings
- Mobile Home Parks
- Hotels and Motels
- Nursing Homes
- Introduction to Construction Loans
- Interim Loan Underwriting