



Topics Covered

Chapter 1: Real Estate Loans

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

Chapter 2: Real Estate Financing

- 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

- Fundamentals of Investing
- Investing in Real Estate

Chapter 4: Commercial Finance

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

Chapter 5: Introduction to Commercial Real Estate Financing

- 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