



# Real Estate Finance Syllabus

**Course Hours:** 45

## **Instructional Mode**

Distance Education

## **Textbooks / Learning Resources**

*Real Estate Finance*, online text

## **Course Description**

The Real Estate Finance covers basic finance principles with a focus on financing residential transactions. The course provides the groundwork for understanding how borrowers are approved and real estate loans are originated. It covers: the loan application process, loan underwriting standards, conventional, FHA, and VA loans, seller financing and includes current coverage of fair lending practices and lending regulations.

## **Course Objectives**

After completing this course, you will be able to:

1. Characterize the role of money in the U.S. economy and in the real estate industry specifically.
2. Recognize the purpose of and participants in the mortgage markets, the types of lenders and loan originators, and the difference between retail and wholesale loan originators.
3. Differentiate among loan amortization types and specify features of real estate loans.
4. Identify and differentiate among various types of loan programs and financing options.
5. Recall aspects of the real estate loan origination process, including application, underwriting, and funding decisions.
6. Distinguish among types and features of real estate finance instruments.
7. Recognize elements of the settlement process, including loan servicing issues.
8. Identify facets of loan default and related procedures, as well as aspects of the foreclosure process.
9. Recall fair lending legislation and specify the consumer protections provided by each fair lending law.

## **Grading/Evaluation Policy**

Evaluation is linked directly to the course objectives. Performance is measured by an online final exam. To complete this course successfully, students must complete: 15 Units including all reading assignments and successfully pass a Final Exam. The final exam consists of 100 multiple-choice questions, and you have 3 hours to complete it. You must answer 70% of the questions correctly to pass the final exam. If you do not pass the final exam, you may retake it after an 18-day period.

## **Contact Information**

**Help Ticket:** [www.alliedschools.com/support.shtml](http://www.alliedschools.com/support.shtml)

**Instructional Support Toll Free:** 888-751-2303

**Student Services Toll Free:** 888-925-4282

**International:** 949-707-5044

**Fax:** 800-898-9188

**Hours:** Monday - Friday, 7:00 a.m. to 6:00 p.m. PST



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## Course Outline and Grading Criteria

<b>Unit Title</b>	<b>Hours</b>	<b>Assignment Title</b>	<b>Points Possible</b>	<b>Required to Pass</b>
1: Money & Markets	2.25	Unit Quiz	10	<i>Optional</i>
2: The Mortgage Markets	2.25	Unit Quiz	10	<i>Optional</i>
3: Sources of Finance	2.5	Unit Quiz	10	<i>Optional</i>
4: Loans - Fixed-Rate, ARM, & GPM	3	Unit Quiz	10	<i>Optional</i>
5: Loans - Conventional	3	Unit Quiz	10	<i>Optional</i>
6: Loans - Government-Backed	4.5	Unit Quiz	10	<i>Optional</i>
7: Alternative Financing	3.5	Unit Quiz	10	<i>Optional</i>
8: The Loan Package	1.75	Unit Quiz	10	<i>Optional</i>
9: Underwriting	3.5	Unit Quiz	10	<i>Optional</i>
10: Promissory Notes	1.75	Unit Quiz	10	<i>Optional</i>
11: Security Instruments	2.25	Unit Quiz	10	<i>Optional</i>
12: Settlement & Closing	3.75	Unit Quiz	10	<i>Optional</i>
13: Loan Servicing	2.25	Unit Quiz	10	<i>Optional</i>
14: Default & Foreclosure	2.25	Unit Quiz	10	<i>Optional</i>
15: Fair Lending Laws	3.5	Unit Quiz	10	<i>Optional</i>
Final Exam	3	Multiple-Choice	100	70
<b>Total</b>	<b>45</b>		<b>100</b>	<b>70</b>

## Student Integrity and Academic Honesty Policy

Allied Schools strives to encourage a spirit of honesty and integrity. This policy was created to foster a climate that promotes the most stringent academic standards. Violations of this policy will be dealt with using fair and consistent methods. Committing one or more of the following actions is considered unacceptable and constitutes a violation of this policy:

- Intentionally using or attempting to use unauthorized materials in any academic exercise;
- Intentionally aiding or attempting to aid another student to commit any act of academic dishonesty;
- Bribing or attempting to bribe, or making threats against any individual, with the intention of affecting a grade or an evaluation of academic performance;
- Falsifying any documents;
- Accessing the institution's computer systems or files without proper authorization.