



Florida Financing Strategies Syllabus

Course Hours: 6

Instructional Mode

Distance Education

Textbooks / Learning Resources

Florida Financing Strategies, online text

Course Description

This course describes the interaction between the primary and secondary mortgage markets and their importance to residential finance, which is an essential part of most real estate transactions. It gives an overview of the variety of loan products offered by lenders—conventional and government-backed loans and even subprime loans. There are loans for nearly every borrower and lenders that specialize in providing those loans. The benefits of both traditional and nontraditional mortgage products are explained; and a brief description of ARMs is included

Many people purchase real estate as an investment rather than for personal use. The different types of investors, their investment criteria, and the characteristics of real estate investments are discussed.

The course ends with a discussion of the importance of good underwriting and accurate risk assessment that is based on the new ability-to-repay rules. As with any industry, the real estate industry lenders who prey on consumers with predatory lending practices and fraud rings set up to defraud homebuyers and lenders. Frequently, the people in the fraud rings are industry insiders, such as loan originators, lenders, appraisers, underwriters, accountants, real estate professionals, settlement attorneys, land developers, investors, builders, bank account representatives, and trust account representatives. Because they have experience in the banking, mortgage, and real estate industries, they are able to conduct sophisticated, multifaceted mortgage fraud schemes. Be alert not to be caught up in one of these swindles. The FBI published a list of Red Flags to watch for in potentially fraudulent real estate transactions.

Grading/Evaluation Policy

Performance is measured by successful completion of online lesson exercises, quizzes, and examinations. To successfully complete this course, students must complete: 6 chapters including all reading and exercises, and successfully pass 6 chapter quizzes and a Final Exam. A minimum passing score of 70% or better is required on all assignments. Assignments with scores below 70% must be retaken until the score meets or exceeds 70%. If you do not pass the final exam, you are allowed to retake it.

Course Outline and Grading Criteria

Chapter Title	Hours	Assignment Title	Points Possible	Required to Pass
1: Conventional Financing	1.00	Chapter Quiz	5	4
2: Government Loan Programs	1.00	Chapter Quiz	5	4
3: Adjustable Rate Mortgage Basics	0.50	Chapter Quiz	5	4
4: Subprime Financing	1.25	Chapter Quiz	5	4
5: Financing for Investors	1.00	Chapter Quiz	5	4
6: Credit Scoring and Other Lending Issues	1.00	Chapter Quiz	5	4
Final Exam	0.25	Multiple-Choice	10	7
Total	6.00		40	31

Contact Information

Help Ticket: 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



Florida Financing Strategies **Syllabus**

Course Objectives

After completing this course, you will be able to:

1. Specify the purpose of the mortgage markets.
2. Recall the functions of Fannie Mae.
3. Recall the functions of Freddie Mac.
4. Identify characteristics of conventional loans.
5. Select conventional loan terms.
6. Name conforming loan guidelines.
7. Identify FHA financing guidelines.
8. Recognize FHA loan programs.
9. Identify VA financing guidelines.
10. Recognize VA loan programs.
11. Identify the features of adjustable-rate loans.
12. Identify characteristics of non-conforming loans.
13. Recall elements of predatory lending.
14. Name federal credit protection laws, including Title X of the Dodd-Frank Act that established the Consumer Financial Protection Bureau.
15. Identify different types of investors.
16. Recognize common investment criteria.
17. Recall advantages and disadvantages of real estate investments.
18. Differentiate among real estate investment syndicates, trusts, and conduits.
19. Recognize the three Cs of credit.
20. Recognize underwriting guidelines.
21. Identify "red flags" and how MLOs can protect themselves.

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.