

Master Syllabus

RES 1301 - Real Estate Finance

Division: Business and Public Services

Department: Real Estate

Credit Hour Total: 1.5

Lecture Hrs: 1.5

Date Revised: January 2016

Course Description:

Exploration of the institutions, methods, instruments and procedures involved in the financing of real estate, mortgage market and effects of government monetary/ fiscal policy, the requirements for loan application, loan closing process, and defaults and foreclosures. For classes that meet in a classroom, seat hours are strictly enforced by state rule and absences cannot be made up. This course is part of Sinclair's Ohio Real Estate Sales Associate pre-licensure program. Successful completion of the courses in Sinclair's Ohio Real Estate Sales Associate pre-licensure program meets the educational requirement for you to sit for the Ohio Real Estate Salesperson Examination only (further state requirements must also be satisfied). Sinclair's pre-licensure program is not intended to meet requirements for license examination in any other state.

General Education Outcomes:

- Information Literacy Competency

Course Outcomes:

Loan process

Describe the process used to qualify and process a mortgage loan.

Assessment Method: Locally developed exams

Performance Criteria:

Students must attain a minimum of 60% on exams

Loan programs

Describe how the conventional, FHA, and VA loan programs work.

Assessment Method: Locally developed exams

Performance Criteria:

Students must attain a minimum of 60% on exams

Fiscal policies

Describe the role of the Federal Reserve and Treasury Department in fiscal policies.

Assessment Method: Locally developed exams

Performance Criteria:

Students must attain a minimum of 60% on exams

Notes and mortgages

Explain the use and importance of notes and mortgages in real estate finance.

Assessment Method: Locally developed exams

Performance Criteria:

Students must attain a minimum of 60% on exams

Role of government agencies in real estate finance

Explain the role of government (HUD, FNMA, FHLMC, GNMA, RSPA and FIRREA) in real estate finance.

Assessment Method: Locally developed exams

Performance Criteria:

Students must attain a minimum of 60% on exams

Requirements for closing

Explain the requirements for the closing process.

Assessment Method: Locally developed exams

Performance Criteria:

Students must attain a minimum of 60% on exams

Outline:

Role of government in the finance world
Sources of funds and instruments for purchasing properties
Real estate finance programs and options
Real estate closing process
Requirements for loan application
Defaults and foreclosures