

**SAN BERNARDINO VALLEY COLLEGE**  
**COURSE OUTLINE FOR REAL ESTATE 210**  
**REAL ESTATE FINANCE**

I. CATALOG DESCRIPTION

REAL ESTATE 210: REAL ESTATE FINANCE

3 hours lecture = 3 units

Analysis of real estate financing, including lending policies and problems in financing transactions in residential, apartment, commercial and special purpose properties, emphasizing methods of financing. Mandatory prerequisite to real estate broker's examination.

PREREQUISITE: None.

DEPARTMENTAL RECOMMENDATION: REALST 100 or real estate license.

II. NUMBER OF TIMES COURSE MAY BE TAKEN FOR CREDIT: One.

III. EXPECTED OUTCOME FOR STUDENTS

Upon completion of the course, the student should be able to:

- A. Research types of loans available to consumers.
- B. Discuss how loans are acquired.
- C. Interpret the various sources for financial assistance.
- D. Analyze financial strategies.

IV. CONTENT

- A. Introduction to Real Estate Finance and the Mortgage Market
- B. Conventional Loans
- C. Institutional Lenders
- D. Noninstitutional Lenders
- E. Alternative Mortgage Instruments
- F. Government - Backed Loans
- G. Points, Discounts, and the Secondary Mortgage Market
- H. Qualifying the Property
- I. Qualifying the Borrower
- J. Processing, Closing, and Servicing Real Estate Loans
- K. Foreclosures and Other Lending Problems

- L. Construction Loans
- M. Mathematics of Real Estate Finance
- N. Creative Financing

V. METHODS OF INSTRUCTION

- A. Lecture
- B. Demonstration

VI. TYPICAL ASSIGNMENTS

VII. EVALUATION(S)

- A. Methods of Evaluation
  - 1. Quizzes and examinations
- B. Frequency of Evaluation
  - 1. Weekly quizzes
  - 2. One final examination

VIII. TYPICAL TEXT(S)

IX. OTHER SUPPLIES REQUIRED FOR STUDENTS: None.