

CATALOG INFORMATION

Dept and Nbr: RE 80E

Title: REAL ESTATE FINANCE

Full Title: Real Estate Finance

Last Reviewed: 2/12/2024

| Units   |      | Course Hours per Week |      | Nbr of Weeks | Course Hours Total |       |
|---------|------|-----------------------|------|--------------|--------------------|-------|
| Maximum | 3.00 | Lecture Scheduled     | 3.00 | 17.5         | Lecture Scheduled  | 52.50 |
| Minimum | 3.00 | Lab Scheduled         | 0    | 6            | Lab Scheduled      | 0     |
|         |      | Contact DHR           | 0    |              | Contact DHR        | 0     |
|         |      | Contact Total         | 3.00 |              | Contact Total      | 52.50 |
|         |      | Non-contact DHR       | 0    |              | Non-contact DHR    | 0     |

Total Out of Class Hours: 105.00

Total Student Learning Hours: 157.50

Title 5 Category: AA Degree Applicable

Grading: Grade Only

Repeatability: 00 - Two Repeats if Grade was D, F, NC, or NP

Also Listed As:

Formerly:

**Catalog Description:**  
Analysis of real estate financing, including lending policies and problems in financing transactions in residential apartments, commercial and special purpose properties. Methods of financing properties emphasized. Applies toward State's educational requirements for the broker's examination.

**Prerequisites/Corequisites:**

**Recommended Preparation:**  
Real Estate 80C, 80D.

**Limits on Enrollment:**

**Schedule of Classes Information:**  
Description: Analysis of real estate financing, as applied toward the requirements for the California broker's exam. (Grade Only)  
Prerequisites/Corequisites:  
Recommended: Real Estate 80C, 80D.  
Limits on Enrollment:

Transfer Credit: CSU;  
Repeatability: Two Repeats if Grade was D, F, NC, or NP

## **ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:**

|                      |                      |                      |           |
|----------------------|----------------------|----------------------|-----------|
| <b>AS Degree:</b>    | <b>Area</b>          | Effective:           | Inactive: |
| <b>CSU GE:</b>       | <b>Transfer Area</b> | Effective:           | Inactive: |
| <b>IGETC:</b>        | <b>Transfer Area</b> | Effective:           | Inactive: |
| <b>CSU Transfer:</b> | Transferable         | Effective: Fall 1981 | Inactive: |
| <b>UC Transfer:</b>  |                      | Effective:           | Inactive: |

### **CID:**

**Certificate/Major Applicable:**  
Certificate Applicable Course

## **COURSE CONTENT**

### **Outcomes and Objectives:**

The students will:

1. Be introduced to the mortgage lending environment in today's California Real Estate market.
2. Interview the borrower, analyze the borrower's income, assets and credit history and analysis of the property appraisal.
3. Local and national factors impacting the financial markets.
4. Primary and secondary mortgage markets and private financing.
5. Construction lending.
6. Financing commercial properties.

### **Topics and Scope:**

1. Lending policy and loan types.
2. Evaluating income, employment, assets of the borrower.
3. Loan processing.
4. Property types and specific appraisals.
5. Federal reserve and the government's role in real estate financing.
6. Local financing sources, secondary mortgage market, federal home loan mortgage corporation, Federal National Mortgage Corporation, FHA--VA.

### **Assignment:**

1. Reading assignments.

### **Methods of Evaluation/Basis of Grade:**

**Writing:** Assessment tools that demonstrate writing skills and/or require students to select, organize and explain ideas in writing.

Essay exams

Writing  
1 - 35%

**Problem Solving:** Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

Quizzes, Exams

Problem solving  
1 - 10%

**Skill Demonstrations:** All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

Class performances

Skill Demonstrations  
1 - 10%

**Exams:** All forms of formal testing, other than skill performance exams.

Multiple choice, True/false

Exams  
3 - 70%

**Other:** Includes any assessment tools that do not logically fit into the above categories.

None

Other Category  
0 - 0%

**Representative Textbooks and Materials:**

CALIFORNIA REAL ESTATE FINANCE by Minnie Lush, David Sirota, Longman Financial Services.