

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: 27 - Exempt From Repeat Provisions

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:**

**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:  
Limits on Enrollment:

Transfer Credit: CSU;  
Repeatability: Exempt From Repeat Provisions

## **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:
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<b>CSU Transfer:</b>	Transferable	Effective:	Fall 1981	Inactive:
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<b>UC Transfer:</b>		Effective:		Inactive:
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**CID:**

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

## **COURSE CONTENT**

### **Outcomes and Objectives:**

The students will be able to:

1. analyze the credit lending environment in terms of local and national factors, economic indicators, and the Federal Reserve System;
2. evaluate loan analysis including income, assets, credit and property.
3. identify, compare and contrast mortgage markets including the Federal National Mortgage Association, the Federal Home Loan Mortgage Corp., local Banks and Savings Associations and private sources of funds;
4. identify requisites of commercial lending including collateral, leases and vacancy;
5. define instruments of Real Estate Financing including notes, Deeds of Trust, and installment sales contracts.

### **Topics and Scope:**

Money, Credit and the Monetary System

- Real Estate Cycles
- Federal Reserve System, U.S. Treasury
- Federal Home Loan Bank System

Fiduciary, Semi, and Non-Fiduciary Sources for Real Estate Financing

- Commercial Banks, Savings and Loans and Life Insurance Companies
- Mortgage Bankers/Mortgage Brokers, Trusts, Syndications
- FHA--VA.

Conventional, Insured and Government Loans

- Private Sector - Conventional Loans
- Public Sector - FHA, VA, CAL-VET, CHFA

Instruments of Real Estate Finance

- Promissory Notes, Deeds of Trust, Note and Mortgage, Sales Contract

Loan Processing and Loan Underwriting

- Verification of Income, Assets, and Credit

- Property-collateral
  - Exhibits, Documents, and Closing
- Mathematics of Real Estate Finance
- Interest, Payment Schedules, Proations, Discounting

**Assignment:**

1. Reading assignments.
2. Case studies.

**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 25 - 35%
<b>Problem Solving:</b> Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.	
Quizzes, Exams	Problem solving 5 - 10%
<b>Skill Demonstrations:</b> All skill-based and physical demonstrations used for assessment purposes including skill performance exams.	
Class performances	Skill Demonstrations 5 - 10%
<b>Exams:</b> All forms of formal testing, other than skill performance exams.	
Multiple choice, True/false	Exams 50 - 65%
<b>Other:</b> 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 Lush and Sirota. 4th Edition.  
 Dearborn Publishing, copyright 2000