

Course Title: Essentials of Mortgage Lending

Course Description: This course provides an overview of Mortgage Lending with a history of home financing in the US, an overview of the mortgage process and cycle, a review of the major lending programs available in New Mexico and their requirements, a discussion of mortgage loan underwriting and its requirements, a review of closing costs in a mortgage transaction, a discussion of the basics of using Real Estate Contracts for financing New Mexico properties, and finally, a discussion of what is next in the mortgage finance industry

Learning Objectives (See attachment on Bloom’s Taxonomy and Learning Levels)

Learning Level	Learning Objective
1. Knowledge	Identifies mortgage programs available in the marketplace, outlines the requirements of each and defines common terms used in Real Estate Finance
2. Understand	Understand the mortgage process and the structure of government regulations and secondary mortgage market requirements, so that the student can explain sometimes confusing concepts to their customers
3. Apply	Students should be able to take the information and prepare their clients for the mortgage process and better estimate timelines and foresee objections and complications that would otherwise delay the process
4. Analyze	Through the understanding of the history and context of mortgage lending, the students will be better able to analyze the market they are working in and put financing terms into a context that their buyers can understand.
5. Evaluate	Students will be better equipped to assist their buyers in evaluating different financing options and better conclude how financing effect the overall value to the consumers
6. Create	Students will be equipped to create processes to incorporate financing variables into their marketing.

The following will be the means used in assessing whether the Learning Objectives have been met (Pre and post test, Q&A etc.)

Timed Outline: Describe in detail the components of the course by breaking it down into subject matter areas of no greater than 15 minutes. What will be the method of instruction or teaching technique used for each area (lecture, slides, group activities, videotape etc.)

Length in Time (15 min. increments)	Teaching Technique	Subject Matter Segment and Description
0-15 Mins	Lecture/Slides	Introduction and history of Mortgage Lending in the US: The background and relevance of FHA, VA, Fannie Mae, etc, as well as the development of the secondary market for mortgages
15-30	Lecture/Slides	Continuation of the history of Mortgage Lending including the modern developments of Mortgage Backed Securities and “sophisticated” financial instruments that led to the Mortgage Crisis of the 21 st century
30-45	Lecture/Slides	Causes of the Financial Crisis of 2007-2008
45-60	Lecture/Slides	Effects of, and response to, the Financial Crisis
60-75	Lecture/Slides	Mortgage Loan Programs: FHA: Requirements & Suitability

75-90	Lecture/Slides	Mortgage Loan Programs: VA: Requirements & Suitability
90-105	Lecture/Slides	Mortgage Loan Programs: Conventional: Requirements & Suitability
105-120	Lecture/Slides	Mortgage Loan Programs: NMMFA, JUMBO and Rural Housing: Requirements & Suitability
120-135	Lecture/Slides	The purpose and process of Mortgage Loan Underwriting
135-150	Lecture/Slides	Qualifying ratios, income, assets
150-165	Lecture/Slides	Appraisal issues
165-180	Lecture/Slides	Credit scores and credit reports
180-195	Lecture/Slides	Closing costs: what they are and how much they cost, as well as what is allowed and not allowed under different programs
195-210	Lecture/Slides	NM Real Estate Contracts: Mechanics and issues
210-225	Lecture/Slides	What's next? What programs are changing, what new regulations are coming and how might the markets change?
225-240	Lecture/Slides	Wrap up and review. Q & A