

COURSE CONTENT OUTLINE

What are the Levels of Learning that are to be expected from the student? The Levels will be reflected in the active verbs that are used when you write your Learning Objectives. For help in remembering some of the verbs for each level, see the attachment at the back of this application form.

LEARNING OBJECTIVES. Please provide three to five Learning Objectives for every three hours of course work (what will the student be able to do with the knowledge gained?)

Learning
Level:

Knowledge 1. The licensee will be able to Name the major sources of mortgage loan funding in the primary market
and identify and explain the role of the key player in the secondary market.

Knowledge 2. The licensee will be able to Name and explain the functions of the government agencies most that are
most influential in home mortgage financing.

Comprehension 3. The licensee will be able to Describe the most significant congressional acts that apply to home
mortgage lending.

Comprehension 4. The licensee will be able to Identify the cause and effect of the collapse of the subprime market and
and recognize the impact of rising foreclosure rates.

Comprehension 5. The licensee will be able to Describe the guidelines of the Fannie Mae/Freddie Mac standard and
affordable loan products.

The following will be the means used in assessing whether the Learning Objectives have been reached:

Students are assessed during course by class discussions at the end of each section of the course. Class discussions are made up of study questions taken from the course textbook. At the end of each section students will complete the study questions provided in the textbook and we will review their answers as a class.

COURSE OUTLINE: Describe in detail the components of the course by breaking it down into subject areas of no greater than 15 minutes (more detail is acceptable). What will be the method of instruction or teaching technique used for each area (lecture, slides, group involvement, videotape, etc.)? If this section is NOT completed, your application will be returned without review. If you wish, you may provide this information on a computer generated sheet.

Length in Time
(no greater than
15 min. segments)

Teaching
Technique

Subject Matter Segment and Description

Please see attached timed outline/spreadsheet.

(continued on next page)

Real Estate Finance Today

Description	Minutes		Start Time	9:00 AM Finish
	Section	Cumulative		
Part 1: Basics of Real Estate Finance				
Financing Instruments	3	3	9:00 AM	9:03 AM
The Primary Market	5	8	9:03 AM	9:08 AM
The Secondary Market	3	11	9:08 AM	9:11 AM
<i>Class Discussion and Review</i>	7	18	9:11 AM	9:18 AM
Part 2: Government Influences on Real Estate Finance				
The Federal Reserve	2	20	9:18 AM	9:20 AM
Federal Home Loan Banks	1	21	9:20 AM	9:21 AM
U.S. Department of Treasury	2	23	9:21 AM	9:23 AM
National Credit Union Administration (NCUA)	1	24	9:23 AM	9:24 AM
U.S. Department of Housing and Urban Development(HUD)	1	25	9:24 AM	9:25 AM
Congressional Acts Affecting Real Estate Finance	5	30	9:25 AM	9:30 AM
<i>Class Discussion and Review</i>	7	37	9:30 AM	9:37 AM
Part 3: Current Issue in Mortgage Lending				
Understanding the Subprime Crisis	10	47	9:37 AM	9:47 AM
Foreclosure Rates Reach New Levels	3	50	9:47 AM	9:50 AM
Lender Workout Options	1	51	9:50 AM	9:51 AM
Increased Importance of Credit Score	5	56	9:51 AM	9:56 AM
Required Homeowner Insurance	1	57	9:56 AM	9:57 AM
<i>Class Discussion and Review</i>	7	64	9:57 AM	10:04 AM
BREAK	10	74	10:04 AM	10:14 AM
Part 4: Conventional Mortgage Loans				
Standard Conforming Loans	3	77	10:14 AM	10:17 AM
Affordable Loan Products	3	80	10:17 AM	10:20 AM
Nonconforming Conventional Loans	2	82	10:20 AM	10:22 AM
Adjustable Rate Mortgages (ARMS)	5	87	10:22 AM	10:27 AM
Growing Equity Mortgages (GEMS)	1	88	10:27 AM	10:28 AM
Important Formulas Using Interest Rate Factors	5	93	10:28 AM	10:33 AM
Calculating the Monthly Mortgage Payment	5	98	10:33 AM	10:38 AM
<i>Case Studies</i>	15	113	10:38 AM	10:53 AM
<i>Case Study Review and Discussion (5 Minutes/case)</i>	15	128	10:53 AM	11:08 AM
<i>Class Discussion and Review</i>	7	135	11:08 AM	11:15 AM
BREAK	10	145	11:15 AM	11:25 AM
Part 5: Government Insured or Guaranteed Loans				
Federal Housing Administration (FHA)	10	155	11:25 AM	11:35 AM
Department of Veterans Affairs (VA) Loans	10	165	11:35 AM	11:45 AM
State or Local Programs	10	175	11:45 AM	11:55 AM
<i>Case Studies</i>	15	190	11:55 AM	12:10 PM
<i>Case Study Review and Discussion (5 Minutes/case)</i>	15	205	12:10 PM	12:25 PM
<i>Class Discussion and Review</i>	7	212	12:25 PM	12:32 PM
BREAK	10	222	12:32 PM	12:42 PM
Part 6: Special Financing Alternatives				
Seller Financing	3	225	12:42 PM	12:45 PM
Low/Doc or No/Doc Loans	1	226	12:45 PM	12:46 PM
Loans for Self-Employed Borrowers	1	227	12:46 PM	12:47 PM
Alternative Sources of Cash	1	228	12:47 PM	12:48 PM
Reverse Mortgage Annuity Mortgage (RAM)	5	233	12:48 PM	12:53 PM
<i>Class Discussion and Review</i>	7	240	12:53 PM	1:00 PM
Total Hours	4.00			