

Real Estate 192
Real Estate Finance
Student Learning Outcomes

Upon successful completion of this course, students will be able to:

- 1) Identify and describe sources and type of funds used in real estate transactions and evaluate which source is most appropriate for mortgage and lending.
- 2) Solve real estate financing problems. Use finance terms to explain important finance concepts and complete an FNMA/FHLMC Uniform Residential Application form. (Work Based Learning Outcome).
- 3) Identify, compare, and contrast supplements and alternatives to mortgage financing, describe and evaluate the difference between institutional lenders and their source of funds, identify creative or alternative financing options in a given situation, and identify the concerns a lender might raise in qualifying a borrower for a loan.
- 4) Determine the most appropriate ethical course of financing from the point of view of each of the parties to the transaction.