NVCC COLLEGE-WIDE COURSE CONTENT SUMMARY

REA 217 - REAL ESTATE FINANCE (3 CR.)

COURSE DESCRIPTION

Presents principles and practices of financing real estate sales and properties. Analyzes various types of mortgage payments and contracts, financing of homes and industrial properties and building, loan applications, relationship between correspondent and investor, construction loans. Lecture 3 hours per week.

GENERAL COURSE PURPOSE

This course is a one-semester course designed to give the student both a basic and comprehensive understanding of the study and analysis of all aspect of real estate finance. Emphasis is placed on acquainting the student with the forces that determine the demand for funds in the real estate industry and what sources constitute the supply of these funds. Since it is the interaction of supply and demand, which determines equilibrium in the market, particular emphasis will be placed on the variables which affect supply and demand.

ENTRY LEVEL COMPETENCIES

A basic understanding of real estate theory and practice is desirable.

COURSE OBJECTIVES

A. To acquaint the student with all the financial markets - securities, commodities, bonds, foreign exchange, and how they apply to real estate
B. To give the student an understanding of the interaction of the many financial markets, and how this intercourse relates to the real estate market, both from a marketing and investment vantage point
C. In general, to discuss the role of economic activity with respect to the real estate industry
D. In particular, to discuss the role played by financial institutions with respect to the real estate industry

MAJOR TOPICS TO BE INCLUDED

A. Real estate financial market analysis
B. Understanding of major real estate financing instruments
C. An introduction to the many types of financial institutions and their role in the real estate industry

EXTRA TOPICS (optional)

A. Government regulations
B. New concepts; innovations, alternatives