

Residential Lending

Description

This course will provide participants with an introductory overview of the residential lending process. Topics will include the history of residential lending, delivery methods, loan origination and documentation as well as underwriting and appraisal. Construction, permanent and home equity loans will be covered. Participants will receive an overview of real estate law as it applies to residential lending.

Delivery Details 21 hours, 3 days

Course Content

- History of residential lending and its context within the banking system
- Construction and Permanent Financing
- Home Equity Loans
- Loan Origination and processing
- Underwriting and Appraisal
- Government and Private loans
- Insurance considerations
- Loan Closing process and documentation
- Overview of Real Estate Law
- Sales and Servicing of secondary mortgage

Learning Outcomes – After completing this course, participants will be able to:

- Understand the business of residential lending within the banking system
- Be able to describe the residential lending process
- Identify the different mortgage instruments
- Understand the role of underwriting, appraisal and insurance
- Be able to explain loan documents and how to close a residential loan
- Understand the basics of real estate law and how it applies to residential lending
- Compare primary and secondary mortgage markets

Methodology

- Facilitator led discussion
- Small group exercises and discussion
- Computer and/or video presentations

Materials – Each participant will receive comprehensive handouts for the topics presented and discussed in the course.

Pre-Requisites:

- High School Diploma or GED, Math and English at the 12th grade level.
- Two or more years of experience in the insurance or financial services industry.
- One or more years in supervisory/team leader role recommended.

Assessment (pre and post):

- At the beginning of the first session, participants will be given a pre-assessment to determine their subject knowledge.
- At the completion of the course, participants will be given a post-assessment to determine successful completion of the learning outcomes.

CEU's: 2.1