Class Hours: 2.0  Credit Hours: 2.0
Laboratory Hours: 0.0  Revised: Spring 04

Note: This course is not designed for transfer credit.

Catalog Course Description:
This course covers construction and permanent financing for residential property; real estate law; documentation; mortgage loan servicing; the secondary mortgage market; the role of government in mortgage lending; and residential real estate as an investment. The discussion of underwriting, processing and servicing will give participants a framework for learning the mortgage lending business and refining their existing knowledge. Additionally, the coverage of laws and regulations affecting mortgage lending provide an understanding of mortgage lending’s history and a glimpse into its future.

Entry Level Standards:
Students must be able to read, write, speak, and reason at the college level.

Prerequisites:
None

Textbook(s) and Other Course Materials:

I. Week/Unit/Topic Basis:

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II. Course Objectives*:

A. Discuss why mortgage lending has become important for financial services companies.

B. Understand the legal aspects of mortgage lending and how lenders should document mortgage loans.

C. Demonstrate how a lender determines if a mortgage loan application should be approved.

D. Understand the advantages and disadvantages of residential real estate as an investment.

E. Understand the advantages and disadvantages of loans for apartment buildings and loans for real estate developers and builders.

*Roman numerals after course objectives reference goals of the university parallel program.

III. Instructional Processes*:

Students will:

1. Practice elements of the work ethic such as professionalism, preparedness, punctuality, honesty, cooperation, dependability, contribution, effectiveness, good manners, etc. 
   *Personal Development Outcome, Cultural Diversity & Social Adaptation Outcome, Transitional Strategy*

2. Carry out course assignments such as team discussions; team case studies; experiential exercises; oral, written, PowerPoint, and/or email presentations; Internet research; etc. that help develop a respect for diversity. 
   *Communication Outcome, Personal Development Outcome, Problem Solving & Decision Making Outcome, Cultural Diversity & Social Adaptation Outcome, Information Literacy Outcome, Transitional Strategy, Active Learning Strategy*

3. Take part in course assignments such as team discussions; team case studies; experiential exercises; oral, written, PowerPoint, and/or email presentations; Internet research; etc. that help develop teamwork, leadership, and followership skills. 
   *Communication Outcome, Personal Development Outcome, Problem Solving & Decision Making Outcome, Cultural Diversity & Social Adaptation Outcome, Information Literacy Outcome, Transitional Strategy, Active Learning Strategy*

4. Perform course assignments such as team discussions; team case studies; experiential exercises; oral, written, PowerPoint, and/or email presentations; Internet research; etc. that
help develop critical thinking, problem solving, goal setting, and planning skills.

*Strategies and outcomes listed after instructional processes reference Pellissippi State’s goals for strengthening general education knowledge and skills, connecting coursework to experiences beyond the classroom, and encouraging students to take active and responsible roles in the educational process.

IV. Expectations for Student Performance*:

Upon successful completion of this course, the student should be able to:

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*Letters after performance expectations reference the course objectives listed above.

V. Evaluation:

A. Testing Procedures:

Students are evaluated primarily on the basis of tests. A minimum of three major tests is recommended.

B. Laboratory Expectations:

N/A

C. Field Work:

N/A

D. Other Evaluation Methods:

Class participation, group work, and homework will also comprise the final grade for the course. Each instructor must provide full details the first week of class via a syllabus supplement.

E. Grading Scale:

90 - 100   A  
80 - 89    B 
70 - 79    C 
60 - 69    D  
Below 60    F 

VI. Policies:

A. Attendance Policy:

Pellissippi State Technical Community College expects students to attend all scheduled instructional activities. As a minimum, students in all courses must be present for at least 75 percent of their scheduled class and laboratory meetings in order to receive credit for the course.