

## AIB Introduction to Mortgage Lending

*(Registration deadline is one week prior to start date)*

Mortgage lending has long been a foundational product offered by America's banks, and despite the current upheaval in the mortgage industry, *it still is*. Banks have a proud history of prudent lending, extending the benefit of homeownership to credit-worthy borrowers. Despite the current rise in defaults and foreclosures on home mortgages, many creditworthy borrowers are in the market for mortgages and for refinancing options.

Because of this ongoing demand, and because of their record as responsible lenders, banks have an opportunity to gain more market share in the mortgage lending sector.

AIB's course **Introduction to Mortgage Lending** provides loan officers, underwriters, loan processors, and loan servicing professionals the solid background they need to help their customers borrow responsibly, which benefits the customers, the bank, the banking industry, and the nation's economy.

<b>Price*</b>	\$505 Nonmembers / \$405 Members
<b>Course Length</b>	16 Weeks
<b>Course Credits</b>	AIB: 3.0; ICB: 45 CLBB, CTFA/INV ; ACE: See below
<b>Prerequisites</b>	None
<b>Required Software</b>	Adobe Acrobat Reader; Microsoft Internet Explorer Browser 7.0 or Mozilla Firefox 2.0 or higher
<b>Textbook</b>	<i>Introduction to Mortgage Lending</i> , 3rd Edition, 2009, ABA
<b>Start Date/Catalog #</b>	January 19, 2010      3005410 March 1, 2010        3005440 May 17, 2010        3005488 July 12, 2010        3005508

### Audience

Financial service professionals who want a broad overview of mortgage lending including those who intend to pursue a career in mortgage lending (business development, underwriting, processing) and those individuals who recently joined a mortgage lending department.

### Learning Objectives

After successfully completing this program, you will be able to:

- Discuss the involvement of commercial banks and other financial institutions in the real estate industry
- Explain how property is transferred from one owner to another and the legal implications of transfer of property
- Identify the principle federal laws that apply to origination of home mortgage loans
- Explain the cost approach, market data approach, and income capitalization approach to real estate lending

- Describe the basic procedures involved in purchasing and selling residential property
- Understand the various functions and responsibilities of the loan servicing department
- Describe the organization, principal participants, and basic operations of the secondary mortgage market
- Identify government agencies and government-sponsored agencies that interact to further home ownership
- Explain why banks loan money on the security of income-producing property
- Describe ways to detect and prevent fraud

### Topics Covered

- The Business of Mortgage Lending
- Introduction to Real Estate and Mortgage Law
- The Law of Residential Real Estate Lending
- Determining Property Values
- Financing Residential Real Estate
- Servicing Residential Mortgage Loans
- The Secondary Mortgage Market
- Government Involvement in Mortgage Lending
- Construction Lending and Land Development Lending
- Investing in Residential Real Estate

### ACE College Credit Recommendation

In the lower division baccalaureate/associate degree category, 3 semester hours in Mortgage Lending or Finance.

*\* Registration for one or more courses that include accompanying textbooks will also incur a shipping & handling fee*

