

Know which industry most strongly affects the American economy.

Know the definitions of disintermediation, leverage, and hypothecation.

Know what law requires lenders to provide a Good Faith Estimate of all closing costs within three days of loan application.

Be familiar with the secondary loan market and be able to distinguish between Fannie Mae, Freddie Mac, Ginnie Mae, and Sallie Mae and know the functions of each.

Know the traditional function of Savings and Loans in the real estate market.

Review the use of real estate bonds to finance municipal improvements and the type of bonds used for that purpose.

Know the difference between equitable and statutory rights of redemption.

Be familiar with the ruling by the U.S. Supreme Court in “Fidelity Federal Savings and Loan Association v. de la Cuesta”.

Be familiar with the six-month Treasury Bill and how it may affect adjustable rate mortgages.

Know when the first payment is due on a new mortgage whether the loan closes on the first of the month or any other day of the month.

Know how to calculate the number of days of prepaid interest that will be required for new mortgage loans.

Be familiar with the Equal Credit Opportunity and who or what is not permitted to discriminate under the act.

Be able to identify the protected classes under the Equal Credit Opportunity Act and the Fair Housing Act and know which classes are not included in both.

Be able to identify the most popular system used to calculate credit scores.

Be familiar with the involvement of insurance companies in real estate financing and what a “participation mortgage” is.

Be able to define “encumbrance” and be able to provide examples of different types of encumbrances.

Know the requirements for “zero money down” mortgage loans.

Be familiar with the basic FHA loan program and know where FHA loans are originated.

Know the qualifying criteria for VA loans and the entitlement amount.

Know that the time involved to complete a project is the biggest concern of a developer looking at the long-term cycle in real estate.

Know the major functions of the Federal Home Loan Bank system.

Be familiar with the provisions of RESPA.

Be familiar with the mortgage or financing instruments such as the “note” and “mortgage” and be familiar with the contents and requirements of each – including the clauses contained in the note and the mortgage, the purpose of each document, who signs each document, and which documents are normally recorded.

Know the most important characteristic of a financial fiduciary.

Know how to calculate the Georgia real estate transfer tax.

Know the various basis upon which a borrower may be found in default on a mortgage.

Be familiar with the Office of Thrift Supervision (OTS) including when and how it was created.

Be familiar with the Federal Reserve System and know what activities are permitted by the member banks.

Be familiar with the Interstate Land Sales Full Disclosure Act.

Be able to define a “discount point”.

Know the effect on bond values as interest rates increase or decrease.

Be familiar with the general provisions of FIRREA.