

Guide to Commercial Real Estate and Finance

Course Description

This course is designed to help both working CPAs and financial personnel develop the knowledge and techniques required to review a variety of financing activities pertinent to businesses and commercial and residential real estate endeavors.

The course focuses on the basic principles, concepts, terminology and instruments to learn and understand how to review a client or loan, and also delineates the various services available in the financial community.

It introduces the reader to the available commercial financial services, specialized terminology and financial documents and instruments used in these services. Various business financing sources are covered. The course covers commercial real estate financing, analyzing income property loans, and the lending processes involved. A sample analysis of a proposed apartment project, as well as factors to be considered for projects involving shopping centers, office-warehouses, general offices, and other types of real estate ventures, are included in the last chapter.

Completion Deadline & Exam: This course, including the examination, must be completed within one year of the date of purchase.

Course Level: Overview. This program is appropriate for professionals at all organizational levels.

CPE Credits: 9 (CPA)

Field of Study: Specialized Knowledge

Prerequisite: None

Advanced Preparation: None

Course Learning Objectives

Chapter One: Real Estate Loans

After studying this chapter you will be able to:

1. Recognize characteristics of underwriting and identify federal lending laws.
2. Identify goals for federal loan programs and factors in determining FICO scores.

Chapter Two: Real Estate Financing

After studying this chapter you will be able to:

1. Recognize some of the many regulations and lending laws.
2. Identify the sources, classifications and types of mortgages.

Chapter Three: The Fundamentals of Investing in Real Estate

After studying this chapter you will be able to:

1. Recognize the factors to be considered in investment decision, including valuation methods and the risk-return tradeoffs.

Chapter Four: Commercial Finance

After studying this chapter you will be able to:

1. Recognize the main categories of commercial finance.
2. Identify benefits from factoring and leasing.
3. Identify investment criteria for venture capital firms.

Chapter Five: Introduction to Commercial Real Estate Financing

After studying this chapter you will be able to:

1. Identify different income producing commercial properties.
2. Recognize how lenders evaluate commercial real estate properties and borrowers.
3. Recognize lending rule-of-thumbs and terminology.
4. Recognize how property types affect value, risk, and financing sources.
5. Identify aspects and steps of the construction loan process.