

## **LEARNING OBJECTIVES**

Upon successful completion of this course, students will have demonstrated the following:

### **Knowledge:**

- ✧ The Canadian mortgage industry and roles of various participants in the market
- ✧ Regulation of the Canadian mortgage industry
- ✧ Types of ownership of real estate including the registration of real estate mortgages
- ✧ The various appraisal methods and their use in determining lending value
- ✧ Various mortgage and related products including Mortgage Default Insurance and Title Insurance
- ✧ Types of funding sources and how mortgage payments are calculated
- ✧ Fundamentals of Contract Law
- ✧ Mortgage administration and mortgage servicing
- ✧ Disclosure documents
- ✧ Consumer credit, the mortgage application process, and mortgage lending

### **Skills:**

- ✧ Calculate qualifying ratios
- ✧ Complete disclosure documents
- ✧ Analyze borrower income, financial statements, and income taxation
- ✧ Record ownership and mortgage documentation
- ✧ Identify various types of mortgage transactions
- ✧ Arrange financing through the appropriate lender
- ✧ Calculate mortgage payments and rates
- ✧ Explain the use of technology within the Canadian mortgage industry

### **Attitudes:**

- ✧ Acceptance of standards of professional conduct, best practices, consumer protection, and advertising standards

### **Essential Employability Skills:**

- ✧ Execute mathematical operations accurately
- ✧ Apply a systematic approach to solve problems
- ✧ Use a variety of thinking skills to anticipate and solve problems