

All levels SLOs achievement Real Estate - Real Estate Lending & Mortgage Brokering-Certificate of Specialization during CCC Fall 2012

SLO Achievement

SLO Text	SLO Level	Course Number	Fully Achieved	Partially Achieved	Failed to Achieve
Given technical processing documents, such as 1003 (Loan Application) and 1008 (Transmittal Summary), the student will describe and explain the difference between the documents and other technical documents used in processing. In addition, the student will explain the importance of each document used in the industry (C	RE-C352	N/A	N/A	N/A
Given a variety of loan programs (stated income, alternative documentation, and full documentation), the student will identify and demonstrate basic understanding of commonly used processing forms (1003, 1008, VOE, VOD, VOM).	C	RE-C352	N/A	N/A	N/A
Given a situation, the student will demonstrate the ability to interview and communicate with clients and lenders to identify and match client needs with appropriate lending solutions. The student will describe, compare, and evaluate the different financing methods available to the consumer.	C	RE-C352	N/A	N/A	N/A
The student will be proficient in identifying “fraudulent” documents. By using standard industry guideline established by the Federal National Mortgage Association, the student will be able to identify altered checks, forged signatures, and altered pay-stubs and W-	C	RE-C352	N/A	N/A	N/A
Given a loan application, the student will be able to operate a variety of computer software programs used in the industry, such as Caylex Point and Encompass software. In addition, the student will demonstrate computer shortcuts used to speed up the processing of a loan file.	C	RE-C352	N/A	N/A	N/A
Be prepared to list, market, show, rent, lease and/or sell a property.	P	RE-C100	73.53 %	20.59 %	5.88 %
Be prepared to list, market, show, rent, lease and/or sell a property.	P	RE-C120	91.89 %	2.70 %	5.41 %
Demonstrate ability to apply common knowledge of loan processing and underwriting.	P	RE-C352	N/A	N/A	N/A
Guide and assist buyers or sellers with the purchase or sale process, including identifying and articulating issues, ensuring compliance with relevant laws, coordinating inspections and appraisals, negotiating sales price, and helping clients understand a	P	RE-C100	73.53 %	20.59 %	5.88 %
Guide and assist buyers or sellers with the purchase or sale process, including identifying and articulating issues, ensuring compliance with relevant laws, coordinating inspections and appraisals, negotiating sales price, and helping clients understand a	P	RE-C120	89.19 %	5.41 %	5.41 %
Select and complete appropriate real estate forms, including listing agreements, purchase contracts, and cost sheets	P	RE-C100	73.53 %	17.65 %	8.82 %
Select and complete appropriate real estate forms, including listing agreements, purchase contracts, and cost sheets	P	RE-C120	86.49 %	8.11 %	5.41 %
Students will have basic real estate knowledge to be prepared to take the State of California Real Estate Salesperson exam.	C	RE-C100	61.76 %	32.35 %	5.88 %
Student will have the necessary fundamental real estate knowledge and understanding to be able to sit for the California Real Estate Salesperson license exam.	C	RE-C120	81.08 %	13.51 %	5.41 %