

MORTGAGE LOAN BROKERING AND LENDING
TEXTBOOK CHAPTER
(NOT California)

It is important to know how real estate loans are handled outside of California. International banking and international real estate sales offices are a challenge for the new loan broker when the firm you are currently working for is bought out by or becomes affiliated with larger money operations. As banks who are already doing real estate loans in other states continue to move into the California real estate lending market, you need to learn other methods of doing business.

You could likely end up doing business in another state or with clients who come from other countries. You may find that you obtain a license and do business in a state surrounding California where regulations, licensing and the way of doing business is drastically different than the way in which the local real estate market proceeds with a real estate loan

Begin by skimming the textbook “Contents” and reading the titles for the various chapters. Select ONE chapter, or section of a chapter for this written report. Your instructor must approve the topic you have selected by the end of the third week of class.

Your finished report must be keyboarded and emailed to the instructor. You are taking a part of the book and stripping out all reference to doing business in California. Your report must indicate which state, country or area that you are using. You must include references, bibliography and similar original source materials, including Internet sites.