



This course is being sponsored by the

# SOUTH DAKOTA ASSOCIATION OF REALTORS®

204 North Euclid Ave., Pierre, South Dakota 57501  
Phone: 605-224-0554 / Fax: 605-224-8975 / Toll Free in S.D. 1-800-227-5877  
WEBSITE [www.sdrealtor.org](http://www.sdrealtor.org) / E-MAIL: [sdar@sdrealtor.org](mailto:sdar@sdrealtor.org)



# GRI 201 Real Estate Finance



Instructor:  
**RYAN NIESENT**  
Spearfish, SD

Date:  
**WEDNESDAY  
MARCH 21, 2012**

Location: **ABERDEEN, SD  
RAMKOTA HOTEL 605-229-4040  
1400 8TH AVE. SE**

## What this course will cover...

- RESPA
- Closing Costs
- Alternative Mortgages
- Contract for Deed
- Owner Financing
- Fair Housing Laws
- SD Housing Authority
- Mortgage Underwriting

## TUITION FEES

<i>REGISTER ON OR BEFORE</i> <b>MAR 1 TO SAVE \$25 OFF REGULAR TUITION!</b>	<b>Early Bird</b> Discount <small>(On or Before MAR 1)</small>	<b>Regular</b> Tuition <small>(After MAR 1)</small>	<b>On-Site</b>
SDAR REALTOR® Members	<b>\$110</b>	<b>\$135</b>	<b>\$160</b>
REALTOR® w/GRI Designation	<b>\$55</b>	<b>\$67.50</b>	<b>\$80</b>
Non-SDAR Members	<b>\$150</b>	<b>\$175</b>	<b>\$200</b>

## CLASS SCHEDULE:

Sign-In Time:	7:30am
First Session Start Time	8:00am
Lunch Break (1 hr. )	Noon
Second Session Start:	1:00pm
GRI Candidate Exam Begins	4:00pm

*Tuition fees include: Morning and Afternoon break items and beverages, all required classroom materials, administrative fees and submission of CE.*

Do you know how to estimate the break even point of an ARM in comparison to an FRM? Can you calculate interest rates, mortgage payments, down payments, or insurance premiums? Do you have questions about the application process for different types of loans? Do you know what a real estate agent may provide and receive compensation for based on RESPA? *If you would like to know the answers to these questions and more then you should attend!*

Thoroughly examine the terms and conditions of conventional loans and government loans by comparing loan limits, processing time, interest rates, down payments, assumptions, and pre-payment penalties. Students will explore mortgage options and types of loans, analyzing the advantages and disadvantages of each, and determining their effectiveness under different circumstances.

**Real Estate License Renewal**  
**Appraiser CE .....**

**8 Elective**  
**8 hrs. pending**



## Graduate, REALTOR® Institute

### DESIGNATION PROGRAM ~ REQUIRED COURSE

*This is a required course in the SD GRI Designation Program. GRI Candidates must earn a minimum score of 70% on the course exam to successfully complete the course for GRI credit.*

*\*CE not affected by test scores.*

*GRI Designees and Non-members are not required to take the exam.*

## RYAN NIESENT

As an instructor, Ryan has tremendous knowledge, experience, and energy! He has been a Home Mortgage Consultant with Wells Fargo Home Mortgage for 9.5 years and is their Branch Sales Manager for Western South Dakota. He has ranked in the top 25 out of over 10,000 Home Mortgage Consultants for number of loans closed on an annual basis for five consecutive years.

Ryan earned a degree in Economics with an emphasis in Finance from the University of Northern Colorado. He also educates other Home Mortgage Consultants on the guidelines of the more than 750 loan programs.

**SDAR REFUND POLICY:** All requests for refunds need to be submitted **in writing** to SDAR by mail, fax, or e-mail and should include all pertinent information and reason for the refund. Requests for refunds received **14 calendar days** prior to the event will receive a **full refund minus** a processing fee of \$20. Refunds requested **less than 14 calendar days** prior to the class will receive a **50% refund minus** a processing fee of \$20. Refunds requested **the day of the class** or those registrants who do not attend (**no-show**) will **not** be given a refund unless the reason is deemed unavoidable. All approved refunds will be processed within **one week following** the date of the course. **\$25** additional fee for registering at the door.