



The Handbook of Real Estate Lending

Kathleen Sindell

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The Handbook of Real Estate Lending covers the unique needs of real estate and mortgage lending, highlighting the opportunities and the potential problems typically faced in the field. An excellent overview of the real estate side of the loan portfolio, this start-to-finish guide covers everything from basic background to hands-on strategies and procedures. This comprehensive review of real estate lending includes a thorough look at problem loans, from early warning signs to the aftermath of defaults. The guide contains key strategies for prevention and avoidance of potentially bad loans and the means to ensure protection from loss. Topics covered include: The real estate lending environment; Forecast and assessment of loan quality; Legal and business problems with loan modification and workouts; Construction loan quality and performance; Standard credit analysis for specific projects.

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