Real Estate & Property Taxation Training Course

Professional Development Training Course Outline

Category	Taxation and Revenue	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Real Estate & Property Taxation Training Course provides participants with a comprehensive understanding of taxation principles and policies governing real estate ownership, development, and transactions. It explores property tax laws, land valuation, capital gains taxation, and the role of local governments in property revenue collection. The course also covers indirect tax aspects related to leasing, construction, and property transfers, offering a detailed view of compliance and planning in the real estate sector.

By the end of this program, participants will gain the technical expertise to handle valuation, documentation, and tax computations for various property-related transactions. Additionally, the course emphasizes the impact of tax reforms, digital property registration, and urban development policies on real estate taxation. Participants will analyze policy frameworks, incentive programs, and tax exemptions that influence property investment decisions. The program also focuses on practical strategies for minimizing tax risks, improving compliance, and enhancing the efficiency of property tax administration.

Programme Curriculum

Real Estate & Property Taxation Training Course

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Course Objectives

By the end of this course, participants will be able to:

1. Understand the legal framework governing real estate and property taxation.
2. Differentiate between land, building, and development taxation systems.
3. Apply methods for property valuation and tax assessment.
4. Calculate capital gains tax on property sales and transfers.
5. Interpret VAT/GST rules on property transactions and construction services.
6. Manage withholding tax and stamp duty obligations.
7. Identify exemptions and reliefs for housing and development projects.
8. Understand municipal property tax systems and local revenue structures.
9. Analyze tax implications of leasing, renting, and property management.
10. Evaluate the fiscal impact of real estate investments and REITs.
11. Handle documentation and compliance requirements for property transactions.
12. Interpret emerging policy trends and real estate tax reforms.
13. Develop strategic tax planning for real estate portfolios and investors.

Target Audience

This course is ideal for:

- Tax practitioners and consultants
- Accountants and auditors in real estate
- Property developers and investors
- Municipal and county revenue officers
- Real estate agents and valuers
- Legal professionals handling property law
- Finance and compliance officers in construction firms
- Policy makers in housing and urban development

Course Duration: 5 Days

Course Modules

Module 1: Overview of Real Estate & Property Taxation

- Introduction to real estate taxation systems
- Classification of property and land use categories
- Overview of national and local property tax laws
- Fiscal role of property taxes in government revenue
- Impact of taxation on the real estate market
- **Case Study:** Comparative property tax systems in Kenya, South Africa, and the UK

Module 2: Property Valuation & Assessment

- Principles of property valuation for tax purposes
- Valuation methods: cost, income, and comparative approach

- Periodic revaluation and assessment cycles
- Appeals and dispute resolution in valuation
- Documentation for assessment and rate computation
- **Case Study:** Valuation process for urban commercial buildings

Module 3: Transfer, Capital Gains & Stamp Duties

- Tax implications of property sale and ownership transfer
- Capital gains tax computation and exemptions
- Stamp duty assessment and payment procedures
- Taxation of inheritance and gift transfers
- Legal documentation and registration compliance
- **Case Study:** Capital gains calculation in property resale

Module 4: VAT/GST in Property Transactions

- Applicability of VAT/GST on sale, lease, and construction
- Tax treatment of commercial vs residential property
- Reverse charge mechanism in construction services
- Input tax credits for developers and contractors
- Common VAT compliance issues in real estate
- **Case Study:** VAT analysis for a property development project

Module 5: Municipal & Local Property Taxation

- Structure and administration of local property taxes
- Land rates and annual rental value systems
- Billing, collection, and enforcement procedures
- Use of digital systems for property tax management
- Enhancing compliance and reducing evasion
- **Case Study:** Modernization of municipal property tax in Nairobi County

Module 6: Real Estate Investment & Tax Planning

- Taxation of Real Estate Investment Trusts (REITs)
- Depreciation and amortization on real property assets
- Tax incentives for affordable housing and green buildings
- Corporate tax implications for developers
- Strategies for optimizing real estate tax liabilities
- **Case Study:** Tax planning for a mixed-use development project

Module 7: Compliance, Audits & Dispute Resolution

- Filing obligations for property owners and developers
- Common audit triggers in real estate taxation
- Dispute resolution mechanisms and appeals
- Role of professional valuers and tax agents in audits
- Penalties, interest, and compliance risk management
- **Case Study:** Audit review of a large-scale property portfolio

Module 8: Emerging Trends & Policy Reforms

- Real estate digitization and e-governance in taxation
- Land use reforms and property registration modernization
- Urbanization, infrastructure, and their tax implications
- Public-private partnerships in real estate development
- Impact of global property tax trends on local systems
- **Case Study:** Fiscal reforms under national housing programs

Training Methodology

- Interactive instructor-led presentations
- Group discussions and peer learning sessions
- Real-world case studies and data-driven analysis
- Practical workshops on property valuation and computation
- Hands-on exercises on tax filing and documentation
- End-of-course evaluation and personalized feedback

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com