# Training course on Advanced Real Estate Transactions

Professional Development Training Course Outline

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|---|---|---|---|
| **Category** | Legal Institute | **Duration** | 10 Days |
| **Base Fee** | $3,000 USD | **Delivery Mode** | Online / On-site Hybrid |

## Course Introduction

Real estate transactions are the backbone of global commerce and investment, involving complex legal, financial, and strategic considerations. While fundamental real estate courses often cover basic sales, leases, and financing, the advanced landscape of modern real estate demands a much deeper understanding of sophisticated deal structures, intricate financing mechanisms, and the myriad of regulatory and environmental challenges. This field is constantly evolving, driven by market cycles, technological innovation (PropTech), and changing investment strategies, such as private equity and joint ventures. For legal professionals, developers, investors, and real estate executives, navigating these multifaceted transactions requires not only a strong grasp of foundational law but also advanced analytical skills, strategic foresight, and the ability to mitigate high-stakes risks. Training Course on Advanced Real Estate Transactions is meticulously designed to equip participants with the advanced theoretical insights and practical tools necessary to structure, negotiate, and execute complex real estate deals, ensuring both legal defensibility and successful commercial outcomes. This course will delve deeply into complex legal theories and advanced transactional strategies, moving beyond introductory concepts to explore the intricacies of commercial real estate finance, including sophisticated debt and equity structures. Participants will gain crucial insights into the legal aspects of real estate development, from zoning and land use to construction contracts and environmental compliance. Emphasis will be placed on understanding the nuances of joint ventures, private equity investments, and the complexities of distressed real estate transactions. By analyzing landmark cases, engaging with advanced drafting exercises for purchase agreements and loan documents, and discussing contemporary issues such as the impact of PropTech and ESG considerations on real estate, attendees will develop the strategic acumen to effectively advise clients, manage legal risks, and structure deals that achieve their complex financial and business objectives, fostering both innovative deal-making and robust regulatory adherence.

## Programme Curriculum

**Training Course on Advanced Real Estate Transactions**

**Introduction**

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This course will delve deeply into complex legal theories and advanced transactional strategies, moving beyond introductory concepts to explore the intricacies of **commercial real estate finance**, including sophisticated debt and equity structures. Participants will gain crucial insights into the legal aspects of **real estate development**, from zoning and land use to construction contracts and environmental compliance. Emphasis will be placed on understanding the nuances of **joint ventures**, **private equity investments**, and the complexities of **distressed real estate transactions**. By analyzing landmark cases, engaging with advanced drafting exercises for purchase agreements and loan documents, and discussing contemporary issues such as the impact of **PropTech** and **ESG considerations** on real estate, attendees will develop the strategic acumen to effectively advise clients, manage legal risks, and structure deals that achieve their complex financial and business objectives, fostering both **innovative deal-making** and robust **regulatory adherence**.

**Course Objectives**

Upon completion of this course, participants will be able to:

1. Analyze the legal and practical aspects of **advanced real estate finance** structures.
2. Understand the comprehensive **legal framework of real estate development**, from acquisition to disposition.
3. Master the formation, negotiation, and governance of **real estate joint ventures**.
4. Navigate the complexities of **real estate private equity investments** and fund structures.
5. Examine the unique legal challenges and strategies in **distressed real estate transactions**.
6. Comply with intricate **environmental laws** and conduct thorough environmental due diligence in real estate.
7. Understand the legal implications of **land use, zoning, and entitlement processes**.
8. Draft and negotiate sophisticated **commercial purchase and sale agreements**.
9. Assess and mitigate risks related to **title insurance**, surveys, and easements in complex deals.
10. Explore the impact of **PropTech** and emerging technologies on real estate law and transactions.
11. Discuss **cross-border real estate investments** and international regulatory considerations.
12. Formulate advanced **risk management strategies** for complex real estate transactions.
13. Tax Implications of International Real Estate Ownership and Repatriation of Profits

**Target Audience**

This course is designed for legal professionals, real estate executives, and investors with existing foundational knowledge in real estate law and transactions:

1. **Real Estate Attorneys:** Lawyers specializing in commercial real estate, finance, development, or corporate transactions.
2. **Real Estate Developers:** Principals and executives of development companies.
3. **Real Estate Investors:** Private equity professionals, fund managers, and high-net-worth investors.
4. **Commercial Lenders & Underwriters:** Professionals involved in financing large-scale real estate projects.
5. **Corporate Counsel:** In-house lawyers managing real estate portfolios or transactions for their companies.
6. **Asset Managers:** Professionals overseeing large real estate asset portfolios.
7. **Senior Real Estate Brokers/Agents:** Those involved in complex commercial transactions.
8. **Urban Planners/Consultants:** Professionals dealing with land use and development approvals.

**Course Duration: 10 Days**

**Course Modules**

**Module 1: Advanced Commercial Real Estate Finance**

- **Debt Structures:** Non-recourse vs. Recourse Loans, Mezzanine Debt, CMBS, Construction Loans, Syndicated Loans
- **Equity Structures:** Preferred Equity, Common Equity, Promote Structures, Carried Interest
- Intercreditor Agreements and Subordination Agreements
- Loan Document Review and Negotiation (e.g., loan agreements, mortgages, security agreements)
- Legal Challenges in Commercial Mortgage Foreclosures and Workouts

**Module 2: Real Estate Development Law: Acquisition to Entitlement**

- Site Selection and Due Diligence for Development Projects
- Land Acquisition Strategies: Options, Purchase Agreements, Assemblage
- **Zoning and Land Use Planning:** Comprehensive Plans, Zoning Ordinances, Special Use Permits, Variances
- **Entitlement Process:** Navigating Local Government Approvals, Public Hearings, Community Relations
- Development Agreements and Vested Rights

**Module 3: Real Estate Development Law: Construction and Permitting**

- Types of Construction Contracts: Lump Sum, Cost-Plus, Design-Build, GMP
- Key Contract Clauses: Change Orders, Delays, Liquidated Damages, Indemnification
- Construction Liens: Perfection, Priority, and Enforcement
- Building Codes, Permits, and Inspections
- Environmental Permitting and Compliance during Construction

**Module 4: Real Estate Joint Ventures**

- Reasons for Forming Joint Ventures: Risk Sharing, Capital Access, Expertise
- Types of JV Structures: LLCs, Partnerships, Corporations
- Key JV Agreement Provisions: Capital Contributions, Governance, Distributions, Buy-Sell Rights, Exit Strategies
- Fiduciary Duties among JV Partners

- Tax Implications of Different JV Structures

**Module 5: Real Estate Private Equity and Fund Structures**

- Overview of Real Estate Private Equity Funds: Investment Strategies, Capital Raising
- Fund Structures: Limited Partnerships, REITs, Commingled Funds
- Investor Relations and Legal Compliance for Fund Managers
- Carried Interest and Compensation Models
- Distressed Debt and Opportunity Fund Strategies

**Module 6: Distressed Real Estate Transactions**

- Identifying Distressed Assets: Non-Performing Loans, Foreclosures, Bankruptcies
- Legal Strategies for Acquiring Distressed Properties: Loan-to-Own, Deed-in-Lieu
- Negotiating with Lenders and Special Servicers
- Due Diligence in Distressed Situations: Expedited Reviews, Title Issues
- Bankruptcy Code Provisions Affecting Real Estate Assets

**Module 7: Advanced Environmental Law in Real Estate**

- Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA/Superfund) and State Equivalents
- Phase I and Phase II Environmental Site Assessments (ESAs): Scope and Limitations
- Brownfield Redevelopment: Legal Incentives and Liabilities
- Wetlands Permitting and Endangered Species Act Considerations
- Emerging Environmental Issues: Climate Change Risk, Green Building Regulations (ESG)

**Module 8: Complex Commercial Purchase and Sale Agreements**

- In-depth Negotiation of Key PSA Provisions: Representations & Warranties, Covenants, Indemnities
- Due Diligence Periods and Closing Conditions: Specifics and Waivers
- Earnest Money Deposits and Remedies for Breach
- Handling Title Defects, Survey Issues, and Environmental Contingencies
- Escrow Agreements and Closing Mechanics

**Module 9: Advanced Commercial Leasing**

- Sophisticated Lease Clauses: Exclusivity, Co-Tenancy, Recapture, Options
- Common Area Maintenance (CAM) and Operating Expense Provisions: Audit Rights, Caps
- Tenant Improvement Allowances and Work Letters
- Subleasing, Assignment, and Recognition Agreements
- Ground Leases and Build-to-Suit Leases

**Module 10: Real Estate Litigation and Dispute Resolution**

- Common Real Estate Disputes: Contract Breaches, Partnership Disputes, Construction Defects
- Landlord-Tenant Litigation in Commercial Contexts
- Title Disputes, Boundary Disputes, and Easement Challenges
- Environmental Litigation and Enforcement Actions
- Alternative Dispute Resolution (ADR) in Real Estate: Mediation, Arbitration

**Module 11: Real Estate Technology (PropTech) and Emerging Legal Issues**

- Impact of Blockchain and Tokenization on Property Ownership and Transactions
- AI in Real Estate: Valuation, Due Diligence, Property Management
- Data Privacy and Cybersecurity in PropTech platforms (e.g., GDPR, CCPA)
- Legal Implications of Smart Contracts in Real Estate
- Regulatory Sandboxes and Innovation in Real Estate Finance

**Module 12: Cross-Border Real Estate Investments and Global Trends**

- Legal and Regulatory Frameworks for Foreign Investment in Real Estate
- Tax Implications of International Real Estate Ownership and Repatriation of Profits
- Currency Exchange Risks and Hedging Strategies
- Global Market Trends: Capital Flows, Emerging Markets, Geopolitical Risks
- International Property Rights and Enforcement Challenges

**Training Methodology**

- **Interactive Workshops:** Facilitated discussions, group exercises, and problem-solving activities.
- **Case Studies:** Real-world examples to illustrate successful community-based surveillance practices.
- **Role-Playing and Simulations:** Practice engaging communities in surveillance activities.
- **Expert Presentations:** Insights from experienced public health professionals and community leaders.
- **Group Projects:** Collaborative development of community surveillance plans.
- **Action Planning:** Development of personalized action plans for implementing community-based surveillance.
- **Digital Tools and Resources:** Utilization of online platforms for collaboration and learning.
- **Peer-to-Peer Learning:** Sharing experiences and insights on community engagement.
- **Post-Training Support:** Access to online forums, mentorship, and continued learning resources.

**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**

- Participants must be conversant in English.
- Upon completion of training, participants will receive an Authorized Training Certificate.
- The course duration is flexible and can be modified to fit any number of days.
- Course fee includes facilitation, training materials, 2 coffee breaks, buffet lunch, and a Certificate upon successful completion.
- One-year post-training support, consultation, and coaching provided after the course.
- Payment should be made at least a week before the training commencement to Fineskill Training Center account, as indicated in the invoice, to enable better preparation.

## Upcoming Scheduled Sessions

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **23 Nov 2026** | 04 Dec 2026 | Online | $2,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $3,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $6,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $6,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $12,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $9,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $12,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $12,000 |

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

**Register Online Now**

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