COURSE NAME: Real Estate Transactions
COURSE NUMBER: Law 8875
PROFESSOR: Don Dagenais
ESSENTIAL PREREQUISITE(S): Property I and II
DESIRABLE PREREQUISITE(S): None
COURSE BOOKS:
Korngold & Goldstein, Real Estate Transactions: Cases and Materials on Land Transfer, Development and Finance (5th ed.2009)

Additional materials in the form of sample agreements and documents, to be provided prior to the relevant classes.

METHOD OF GRADING AND APPRAISAL OF STUDENT FOR GRADE:
The course grade will consist of several components, including the extent and quality of class participation, the quality of written work (primarily drafting of sample contracts and agreements, or sample clauses), several quizzes throughout the year which will probably be of a short essay nature, and a final exam consisting of writing answers to address specific fact situations.

SUMMARY DESCRIPTION OF COURSE:
Practice-oriented course, including the development of drafting skills, in which questions involving basic residential and commercial real estate sales and sales land leasing transactions are considered, such as title, title insurance, contract conditions, contract remedies, commercial leasing (office and shopping center issues) and issues concerning brokers; special emphasis on Missouri and Kansas law.

COURSE OBJECTIVES
At the end of this course, students will be able to
♦ describe the legal steps involved in a typical commercial real estate transaction,
♦ draft some of the basic documents necessary for these steps,
♦ identify the issues that are typically the subject of negotiation in these transactions and demonstrate some beginning skills in engaging those negotiations,
♦ identify the collateral legal issues that a real estate transaction typically raises (e.g., taxation, bankruptcy, environmental law) and be sensitive to the need to consult with experts when operating outside one’s area of expertise.

RELEVANCY OF COURSE FOR CAREER PURPOSES:
Critical for students planning real estate practice (either transaction or litigation); helpful for students in any practice representing clients in large transactions.

RELEVANCY OF COURSE FOR MISSOURI BAR EXAM PREPARATION:
There have been numerous real estate questions in recent years on bar exams, but no student should select a course solely because it is covered by the bar exam.