COURSE NAME: Real Estate Transactions Planning Workshop

COURSE NUMBER: 8873

PROFESSOR: Michael O’Flaherty

ESSENTIAL PREREQUISITES: successful completion of Property I and II, Real Estate Transactions

DESIRABLE PREREQUISITES: successful completion of or concurrent enrollment in Real Estate Finance

COURSE BOOKS:

REQUIRED:


RECOMMENDED:

METHOD OF GRADING & APPRAISAL OF STUDENT FOR GRADE: Grading is based upon participation in the various daily class exercises and on the final exam. Credit / No Credit.

SUMMARY DESCRIPTION OF COURSE: This course examines four (4) major elements of commercial real estate practice: (a) Acquisition of Real Estate, (b) Disposition of Real Estate, (c) Financing the Acquisition and Development of Real Estate, and (d) Development and Operation of Real Estate (with emphasis on leasing and construction issues). It is designed to cover the fundamentals of each of these subjects. Experts are brought in to address in detail some of the major elements such as entity selection, title insurance, development incentives, current financing issues and lease negotiations.

COURSE CONTENT: The course materials are divided into four (4) Divisions that address each of the above-mentioned major elements. Three (3) class sessions are devoted to each of the four (4) Divisions. Typically, the first session involves an advance reading of the course materials followed by instruction and discussion of these materials in the first session. There is a Problem associated with each topic. There is discussion of the Problem and the students are to address the Problem in writing in advance of the second session and turn in the work product at the second session. The second session includes (a) continued discussion of the course materials, (b) distribution of an ethics problem associated with the materials and (c) a guest expert. The third session starts with a review and discussion
of the drafting problem work product. In the third session, there is a discussion of any relevant forms and an open discussion of the ethics problem. Big Points are distributed for each Division and these are discussed. Case studies are developed in some cases and discussed at this time.

RELEVANCY OF COURSE FOR CAREER PURPOSES: The objective is to approach the four (4) Divisions as if we were in a law firm setting addressing real issues.

RELEVANCY OF COURSE FOR MD/MULTI-STATE BAR EXAMINATION:

MAJOR LEARNING OBJECTIVES OF THIS COURSE: 1) Prepare the student for the practice of real estate law by providing information on the key components of the practice and the methods and strategies of addressing these components. 2) Develop writing skills and habits. 3) Impress the students with the importance of ethical considerations. 4) Engage the students interest by exposing them to outside experts on the topics and discussion of case studies based on current projects of note.