

# Certificate in Real Estate Transactions: A Practical Guide

*A partnership between the Center for Real Estate and  
the Office of Executive Education*

Obtain analytical tools and practical guidance to enhance your career and improve your ability to develop successful real estate projects by gaining an in-depth appreciation and understanding of the entirety of commercial real estate transactions. Go beyond the basics and gain a deeper understanding of the true fundamentals of real estate transactions, development and real property principles including purchase contracts, construction contracts, lending and loan documentation, title policies and problems, and basic entitlement and land use issues.

This new four-session course provides you a robust understanding of the necessary legal and technical sides of any real estate transaction in California. Starting with the actual purchase, the attendee will learn step-by-step how the transaction progresses through:

- Construction
- Cost estimation
- Design and architecture
- Entitlements
- Financing and loan documentation
- Loan security
- Purchase and sale documents
- Survey and engineering impact
- Title and title insurance

Learn, grow, and network with academic and industry experts as well as with your peers as you get hands-on exposure to forms and procedures that experts in each of these fields use daily. And, learn the “why” behind the procedures and forms used so that you can confidently interact with attorneys, title officers, architects, and civil engineers, and others whose work is critical to successful real estate development.

## COURSE TAKE AWAYS

- Learn and understand what forms and documents underlie commercial real estate transactions; purchase and sale agreements, construction contracts and architectural services agreements, title policies, architectural plans, survey, and lending documents
- Gain an in-depth appreciation and understanding of how developers and landowners use consultants, lawyers, and engineers in creating and completing major developments
- Create your own library of essential templates, examples and procedures to use in development projects of your own
- Understand the function of how a loan is obtained, “hot button” issues to negotiate, see close-up how the construction process is planned and documented

## THE CENTER FOR REAL ESTATE

The Center for Real Estate is a privately funded Center of Excellence that enables the UCI Paul Merage School of Business to offer a comprehensive professional and academic program in Real Estate and Urban Development. The Center’s mission is to advance real estate knowledge and best practices through activities of teaching research and industry outreach. For more information about the Center, please visit [merage.uci.edu/CRE](http://merage.uci.edu/CRE).

**UCI** Paul Merage  
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## PROGRAM DETAILS

### DATES:

Four (4) Wednesdays, March 18, 25  
April 1, 8

### TIME:

6:00 – 8:30 p.m.

### LOCATION:

UC Irvine’s Paul Merage School of Business

### REGISTRATION:

\$1,395\*

*\*Registration includes program sessions, course materials, and parking permits. Note - Students will need to bring/supply their own laptop for each class*

The Center for Real Estate at UCI’s Paul Merage School of Business is offering scholarships and preferred pricing to current Merage School students, UCI School of Law students, UCI Alumni and current CRE advisory board members.

To register or request information, visit [merage.uci.edu/RETransaction](http://merage.uci.edu/RETransaction) or contact the Office of Executive Education at [ExecEd@merage.uci.edu](mailto:ExecEd@merage.uci.edu) or 949.824.6610.

Register at:  
[merage.uci.edu/RETransactions](http://merage.uci.edu/RETransactions)