

# REAL ESTATE LAW CERTIFICATE

## Program Description

Real estate investing is a great way to diversify your portfolio, build wealth and security, and enhance your personal and professional legacy. With hundreds of years of precedent defining property ownership, use, development and transfer — as well as closely related areas such as administrative and municipal law, environmental law, and the law governing landlord-tenant relations — the laws that govern real estate ownership are vast and complex. As a real estate professional or investor, it is critical that you are familiar with the broad spectrum of real estate laws and aware of the potential pitfalls associated with owning and investing in real property.

In this certificate program, you will examine key aspects of real estate practice. You'll have the opportunity to evaluate different ownership interests, compare ownership entities, analyze real estate contract terms and contingencies, review title issues and curatives, and survey deed types and recording laws. You will then consider common lending practices, explore liens and foreclosure, investigate commercial lease terms and negotiation strategies, and prepare an entitlements strategy.

Through careful examination, analysis, and interpretation of real estate law, you will leave this certificate program with the skills necessary to assess critical elements of real estate transactions to better safeguard real estate interests.

Important: This certificate focuses on U.S. real estate laws and common law practices. It does not cover international laws. The information is intended for educational purposes and to help you to interact effectively with your own legal counsel. The information presented may not work for your specific situation. It is not legal advice, and taking this program does not place you in an attorney-client relationship. Always consult your attorney for guidance on legal issues. For the best experience in this program, it is recommended to take these courses in the order that they appear.

## Key Takeaways

- Identify and assess ownership relationships, rights, and issues
- Evaluate commercial purchases and sales agreements to negotiate effectively
- Investigate title issues and explore different types of deeds
- Analyze the entitlement process and prepare an entitlement plan
- Navigate the terms, roles, and challenges along the mortgage lending process
- Evaluate liens and the foreclosure process
- Interpret, communicate, and navigate tension points in commercial lease agreements
- Prepare to work with legal counsel

## What You'll Earn

- Real Estate Law Certificate from Cornell's SC Johnson College of Business
- 96 Professional Development Hours (9.6 CEUs)
- 96 credits towards the BOMI Continuing Professional Development Program (CPD)

## Who Should Enroll

- Real estate developers, funds, REITS, and advisory firms
- Real estate asset managers, property managers, and project managers
- Commercial leasing agents
- Professionals involved with real estate financing and investments
- Real estate brokers
- Anyone who owns real estate

## Total Investment

3 months to complete all the courses.

## How to Enroll

For more information on how to enroll, please visit Real Estate Law Certificate.

## Courses

| Code            | Title                               | Hours |
|-----------------|-------------------------------------|-------|
| eCornell SHA641 | Real Estate Interests and Entities  | 0     |
| eCornell SHA642 | Contract Formation Principles       | 0     |
| eCornell SHA643 | Deeds and Title Issues              | 0     |
| eCornell SHA644 | Loans, Liens, and Foreclosures      | 0     |
| eCornell SHA645 | Loans, Liens, and Foreclosures      | 0     |
| eCornell SHA646 | Navigating the Entitlements Process | 0     |