Advanced Real Estate Law and Transaction Risk Course

7 – 11 June 2027
Athens

AGILE LEADERS
Training Center

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Ref: 1035_176347 **Date:** 7 – 11 June 2027 **Location:** Athens **Fees:** 6700 Euro

Overview

Advanced Real Estate Law and Transaction Risk Course is a one-week advanced course for property development, asset management, investment, facilities, contract, legal, compliance, and advisory teams, who leave with a Real Estate Legal Risk and Transaction File. Participants apply property rights analysis, title due diligence, acquisition contract controls, commercial lease obligations, and property dispute prevention. The course connects legal evidence with development, financing, management, claims, and closing decisions. Agile Leaders Training Center develops applied real estate law capability.

Who Should Attend

- Property teams responsible for ownership, acquisition, disposal, leasing, and asset decisions
- Development teams responsible for land, planning, construction, and delivery interfaces
- Investment and finance teams responsible for transaction evidence, security, and approvals
- Contract and legal teams responsible for drafting, review, negotiation, claims, and remedies
- Facilities and property management teams responsible for occupation, maintenance, access, and tenant duties

The course assumes participants already work with property transactions, contracts, assets, facilities, investments, or risk and leaves jurisdiction-specific legal opinions and document approval to qualified local counsel.

Departments and Industries

The course supports organizations that acquire, develop, finance, occupy, lease, operate, or advise on real property.

- Real estate development, investment, brokerage, and asset management
- Facilities management, hospitality, retail, logistics, and corporate occupiers
- Banking, insurance, funds, lending, and transaction advisory
- Construction, engineering, infrastructure, and project delivery
- Legal, compliance, procurement, risk, and internal audit

Learning Objectives

By the end of this course, participants will be able to:

- Analyze property interests, restrictions, authorities, and stakeholder rights
- Build a title and transaction due diligence file
- Evaluate sale, acquisition, lease, development, and finance clauses
- Prioritize planning, environmental, building, and professional liability risks
- Apply negotiation, claim, remedy, and dispute-prevention controls
- Design a governed transaction closing and handover process

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Course Agenda

Day 1: Property Rights and Legal Interests

- Property Interest, Ownership, and Occupation Rights Map
- Possession, Use, Transfer, and Restriction Analysis Matrix
- Stakeholder Authority and Capacity Verification Checklist
- Title, Registry, Survey, and Boundary Evidence Register
- Rights, Encumbrances, Easements, and Access Risk Log

Day 2: Due Diligence and Transaction Contracts

- Property Legal Due Diligence Request List
- Sale and Acquisition Agreement Clause Matrix
- Representations, Warranties, Indemnities, and Disclosure Schedule
- Conditions Precedent and Approval Tracking Register
- Transaction Authority, Signature, and Document Control Plan

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Day 3: Leasing, Management, and Occupation

- Commercial Lease Rights and Obligations Matrix
- Rent, Review, Deposit, Security, and Payment Control Schedule
- Repair, Maintenance, Alteration, and Service Duty Map
- Assignment, Subletting, Renewal, and Exit Decision Tree
- Default, Notice, Remedy, and Possession Response Checklist

Day 4: Development, Finance, and Dispute Risk

- Planning, Land-Use, Permit, and Approval Interface Register
- Development and Construction Contract Responsibility Map
- Real Estate Finance, Security, and Priority Review Sheet
- Environmental, Building, and Professional Liability Risk Matrix
- Claim, Negotiation, Escalation, and Dispute Prevention Plan

Day 5: Property Transaction Legal Simulation

- Exercise: Classify Property Rights, Restrictions, and Authority
- Exercise: Test Title Evidence and Due Diligence Exceptions
- Exercise: Negotiate Acquisition and Lease Risk Clauses
- Exercise: Resolve Closing Conditions, Claims, and Handover Gaps
- Capstone Exercise: Real Estate Legal Risk and Transaction File

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Practical Exercises

The course uses suggested activities that connect property evidence, contract language, operational duties, and decision records.

- Suggested activity: trace ownership interests and restrictions through a title evidence pack
- Suggested activity: mark up acquisition and lease clauses against an allocated risk position
- Suggested activity: prepare a response path for a development claim and threatened dispute
- Suggested activity: present a closing recommendation with unresolved legal questions and local-review gates

FAQs

Who suits advanced real estate law and transaction risk training?

The course suits experienced property, development, investment, facilities, contract, legal, compliance, and advisory professionals. It assumes regular work with property evidence, contracts, asset decisions, or transaction risk and access to qualified local legal review.

How does advanced real estate law training differ from property management training?

Advanced real estate law training concentrates on rights, title evidence, transaction contracts, lease obligations, liability, remedies, disputes, and closing controls. Property management training generally emphasizes operation, tenant service, maintenance, occupancy, and asset performance.

What belongs in real estate title due diligence?

Title due diligence identifies the parties, authority, legal interest, registry and survey evidence, boundaries, restrictions, encumbrances, access rights, disputes, approvals, document gaps, and questions requiring local legal confirmation.

Which clauses matter in real estate acquisition and lease contracts?

Relevant clauses address subject property, rights transferred, price or rent mechanics, deposits, conditions, authority, disclosure, warranties, indemnities, repair, use, assignment, default, remedies, termination, handover, and dispute processes, subject to the applicable law and transaction facts.

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How can property teams reduce real estate dispute risk?

Property teams reduce dispute risk through verified evidence, clear authority, defined obligations, controlled notices, issue registers, documented decisions, escalation paths, negotiated remedies, closing discipline, and timely advice from qualified local professionals.

Conclusion

Participants take back a Real Estate Legal Risk and Transaction File linking rights, title evidence, contracts, leases, development interfaces, finance, liability, claims, and closing decisions. The file creates a traceable basis for review and escalation. Teams can use it to identify gaps, allocate actions, set local-review gates, and support governed property decisions.