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**800**

# Principles of Real Estate Law

**United States Version**

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## Course Overview

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### **Purpose**

This course presents information on contract law, tort law, land use planning, and laws applicable to condominiums.

### **Targeted Audience**

While there are no prerequisites, the course will be a better learning experience if the participants have attended Course 100, Principles of Land Acquisition.

The course is intended for agents who interact with attorneys and others on real property law issues.

### **Objectives**

At the conclusion of the two days, you will be able to:

- Recognize the differences between contract law and tort law.
- Identify several different specific real estate contracts and be able to discuss the major contract terms.
- Identify different land use planning methods and describe how each impacts real estate development.
- Define a condominium and recognize the rights and obligations of condominium associations and the unit owners.

### **Special Instructions**

While this course provides a great deal of information as to contracts, torts, land use planning, and condominiums, it does not cover state-specific real estate statutes and case law. Specific applications should be evaluated with the assistance of legal counsel.

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# Principles of Real Estate Law

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## Training Outline and Schedule

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### Day One

**Instructor: Matt Rhoad, Smith Anderson Blount Dorsett Mitchell & Jernigan**

<b>8:00 - 8:30</b>	<b>Introductions, Etc.</b> Welcome Introductions Objectives Housekeeping Parking Lot Schedule Exam
<b>8:30 - 12:00</b>	<b>Contract Law</b> Introduction Definition Contract Types Contract Elements Defenses to the Formation of a Contract Termination and Discharge of Contracts Interpretation and Construction of Contract Terms Parole Evidence Rule
<b>1:00 - 4:45</b>	<b>Specific Real Estate Contracts</b> Introduction Agreement of Purchase and Sale Commercial Lease Easement Agreement Agency Agreement
<b>4:45 - 5:00</b>	<b>Recap Day One</b>

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# Training Outline and Schedule

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## Day Two

**Instructor:** Matt Rhoad, Smith Anderson Blount Dorsett Mitchell & Jernigan

<b>8:00 - 8:30</b>	<b>Recap Day One</b> <b>Introduce Day Two</b>
<b>8:30 – 12:00</b>	<b>Tort Law</b> Introduction Definition Tort Law Specific Torts Relating to Real Estate
<b>1:00 - 2:45</b>	<b>Land Use Planning</b> Covenants Planning Legislation Comprehensive Plans Zoning Laws or Ordinances Traditional Zoning Use Descriptions Zoning Trends Subdivision Regulations Environmental Regulations
<b>2:45 - 3:30</b>	<b>Condominiums</b> Definition Condominium Statutes How Condominiums Work
<b>3:30 - 4:00</b>	<b>Summary and Review</b>
<b>4:00 - 5:00</b>	<b>Exam</b>

As with all IRWA courses, participants are encouraged to participate in the discussions. While a great deal of material will be covered, the time together will be far more successful if everyone is engaged in the activities.