

CONTRACTS MANAGEMENT | CON-019

Real Estate Contracts, Leasing and Legal Due Diligence

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Course content

Why Attend

Real estate transactions and leases create long-term rights and obligations. Unclear contracts, missed clauses and incomplete due diligence are among the most common causes of disputes and financial loss in property.

This course gives non-lawyers a practical understanding of the main real estate contracts: sale and purchase agreements, off-plan contracts, commercial and residential leases, and development and construction agreements. Participants learn what to check, which clauses matter most and how to manage contracts after signing.

Course Methodology

- Expert briefings explained in practical, non-legal language
- Review of sample contracts and lease clauses
- Due diligence checklists and exercises
- Case studies of real estate disputes and how they arose
- Group negotiation exercises on key lease terms

Course Objectives

- Understand the main types of real estate contracts and their purpose
- Identify key clauses in sale, purchase and off-plan agreements
- Review and negotiate the key terms of commercial and residential leases
- Carry out structured legal and commercial due diligence
- Recognise risks in development and construction agreements
- Manage contracts and prevent disputes after signing

Course content

| Target Audience

- Real estate, leasing and property managers
- Contract managers and legal support staff
- Development and investment managers
- Procurement and commercial staff in real estate companies

Course outline

Detailed course outline

Day-by-day outline for Real Estate Contracts, Leasing and Legal Due Diligence.

| Day 1 - Real Estate Rights and Contracts

- 09:00-09:54 | Ownership, tenure and property rights
- 09:54-10:48 | The parties in real estate transactions
- 10:48-11:00 | Types of real estate contracts
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Types of real estate contracts (continued)
- 12:12-13:06 | Contract formation and key principles
- 13:06-14:00 | Local law differences and when to involve lawyers

| Day 2 - Sale, Purchase and Off-Plan Agreements

- 09:00-09:54 | Structure of a sale and purchase agreement
- 09:54-10:48 | Price, payment terms and conditions
- 10:48-11:00 | Off-plan contracts and escrow arrangements
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Off-plan contracts and escrow arrangements (continued)
- 12:12-13:06 | Completion, handover and defects
- 13:06-14:00 | Termination and remedies

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| Day 3 - Leases and Leasing

- 09:00-09:54 | Commercial versus residential leases
- 09:54-10:48 | Rent, reviews, term and renewal options
- 10:48-11:00 | Service charges and repair obligations
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Service charges and repair obligations (continued)
- 12:12-13:06 | Assignment, subletting and break clauses
- 13:06-14:00 | Negotiating lease terms

| Day 4 - Due Diligence and Development Agreements

- 09:00-09:54 | Legal and title due diligence
- 09:54-10:48 | Commercial, technical and environmental checks
- 10:48-11:00 | Development and joint venture agreements
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Development and joint venture agreements (continued)
- 12:12-13:06 | Construction contracts and their interface with sales
- 13:06-14:00 | Due diligence reporting

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Day 5 - Managing Contracts and Disputes

- 09:00-09:45 | Contract administration and key dates
- 09:45-10:30 | Managing variations and claims
- 10:30-11:00 | Common causes of real estate disputes
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Common causes of real estate disputes (continued)
- 11:45-12:30 | Negotiation, mediation and other resolution options
- 12:30-14:00 | Case study and personal action plan

Seminar dates

Available seminar dates

Live dates and pricing for Real Estate Contracts, Leasing and Legal Due Diligence generated from the course details page.

Date	Location	Format	Fee
21 - 25 December 2026	Istanbul	Classroom	€1,978
18 - 22 January 2027	Frankfurt	Classroom	€2,275
15 - 19 February 2027	Rome	Classroom	€3,460
15 - 19 March 2027	Kuala Lumpur	Classroom	€1,925
19 - 23 April 2027	Barcelona	Classroom	€2,815
17 - 21 May 2027	London	Classroom	€2,315
21 - 25 June 2027	Munich	Classroom	€3,225
19 - 23 July 2027	Amsterdam	Classroom	€2,830
16 - 20 August 2027	Istanbul	Classroom	€1,978
20 - 24 September 2027	Frankfurt	Classroom	€2,275

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19 - 23 April 2027	Online / Live	Online / Live	€1,815
17 - 21 May 2027	Online / Live	Online / Live	€1,815
21 - 25 June 2027	Online / Live	Online / Live	€1,815

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16 - 20 August 2027	Online / Live	Online / Live	€1,815
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