

Postgraduate Certificate

Management of Real Estate Transactions: Sale and Purchase





Postgraduate Certificate Management of Real Estate Transactions: Sale and Purchase

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: University Graduates who have previously completed any of the degrees in the fields of Social and Legal Sciences, Administrative and Business Sciences.

Website: www.techtitute.com/us/school-of-business/postgraduate-certificate/management-real-estate-transactions-sale-purchase

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01 Welcome

Nowadays, the sale and purchase and management of real estate transactions are essential activities in the real estate market. Buying and selling property can involve large sums of money and have significant legal and financial implications, which makes it important to have trained and experienced specialists in the field. Therefore, this university degree is an excellent opportunity to become educated in this area, as it offers the most advanced skills and competencies in the evaluation of investment opportunities, negotiation of purchase and sale contracts, preparation of legal documents, management of financing and supervision of the transfer of ownership, among other key topics. In addition, its format is 100% online, which allows professionals to organize their academic resources in a flexible way and adapt to their learning pace.



Postgraduate Certificate in Real Estate Operations Management: Sale and Purchase.
TECH Technological University



“

Are you looking to differentiate yourself by your level of knowledge about Real Estate Sales and Purchases? Enroll in this Postgraduate Certificate and start a program that will change your career”

02

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.



“

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

At TECH Technological University



Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95% | of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

+100000

executives prepared each year

+200

different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

+500

collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, volume + technology = a ground-breaking price. This way, TECH ensures that studying is not as expensive for students as it would be at another university.

03

Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

01

A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of students achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.

04

You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.

05

Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.

06

Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

20% of our students develop their own business idea.

07

Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.

08

You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to study with a team of world-renowned teachers.

04 Objectives

The main objective of this Postgraduate Certificate is to train students in the necessary skills and knowledge in the skills and knowledge necessary to perform successfully in the real estate market, with a special focus on the sale and purchase of real estate. Upon completion of the program, specialists will be able to identify and evaluate investment opportunities, negotiate purchase and sale contracts, prepare legal documents, and supervise the transfer of property and evaluate investment opportunities, negotiate purchase and sale contracts, prepare legal documents, and oversee the transfer of ownership, enabling them to successfully perform in this field and achieve their career goals.



“

You will be able to perfectly identify the types of sales contracts and their obligations and implications. Don't wait any longer and enroll now"

TECH makes the goals of their students their own goals too.
Working together to achieve them.

The Postgraduate Certificate in Management of Real Estate Transactions: Sale and Purchase will enable the student to:

01

Managing the rights and obligations of buyers and sellers

02

Identify the different types of sales contracts and their obligations and implications

03

Delve into the rules governing the different types of leasing contracts





04

Have an overall economic and technical idea of foundations, structures and installations most commonly used today

05

To know the methodology to monetize in the construction world

06

Analyze the differences between the existing types of returns and their causes and benefits. Deepen the guidelines for minimizing financial risk

05

Structure and Content

This university program has been designed with the needs of real estate professionals in mind, and is taught entirely online. This allows students to choose the time and place that best suits their pace of study. With a duration of 6 weeks, this qualification offers a unique and motivating learning experience, providing the fundamental foundations to excel in the field of Real Estate Sales and Purchasing. The structure is designed to be accessible and flexible, making it easy for specialists to organize academic resources according to their schedules and work responsibilities.



“

You will be able to delve into specific aspects such as earnest money and purchase contracts, the obligations of the seller and the buyer, or the powers of the parties involved”

Syllabus

The Postgraduate Certificate in Real Estate Operations Management: Sale and Purchase seeks to update and improve the knowledge of professionals specialized in the field of Real Estate Management so that they can make more efficient financial decisions.

During the 6-week program, we will work on the development of managerial competencies to improve analytical skills and decision making in uncertain environments. The agenda will focus on topics such as the limitation to the sale and purchase, the pre-contract, the Real Estate Due Diligence and the obligations of the buyer and seller. The objective is to train leaders capable of leading high-performance teams in the real estate sector.

In addition, the Postgraduate Certificate seeks to broaden students' competencies from a strategic, technological and innovative perspective. For this reason, the curriculum includes contents that allow the acquisition of skills in decision-making and management of real estate projects to foster leadership and teamwork.

In another order of priorities, the flexibility of the degree program stands out, since it adapts to the academic needs of each student by offering didactic materials in different multimedia and textual formats. This guarantees a personalized and efficient learning experience.

This Postgraduate Certificate is developed over 6 week and is divided into 1 module:

Module 1

Management of Real Estate Transactions: Sale and Purchase



Where, When and How is it Taught?

TECH offers the possibility of developing this Management of Real Estate Transactions: Sale and Purchase completely online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the students to self-manage their study time.

A unique, key and decisive educational experience and decisive to boost your professional development and make the definitive leap.

Module 1. Management of Real Estate Transactions: Sale and Purchase

1.1. Introduction to the sale and purchase transaction

- 1.1.1. Definition and concept
- 1.1.2. Purpose and requirements
- 1.1.3. General aspects of buying and selling
- 1.1.4. The thing and the price

1.2. Powers of the parties involved

- 1.2.1. Capacity and incapacity
- 1.2.2. Prohibitions on purchase and disposal
- 1.2.3. Limitations on buying and selling
- 1.2.4. Purchase and sale of encumbered and/or leased property

1.3. Pre-purchase formalities

- 1.3.1. Pre-purchase formalities
- 1.3.2. Letter of Intent
- 1.3.3. Pre-contract and promise of sale
- 1.3.4. Option to purchase

1.4. Real Estate Due Diligence

- 1.4.1. Definition and aspects to be considered
- 1.4.2. Information Sources
- 1.4.3. The Due Diligence Process
- 1.4.4. The report

1.5. Deposit agreement

- 1.5.1. Definition and types of earnest money contracts
- 1.5.2. Confirmatory deposits
- 1.5.3. Penitential deposits
- 1.5.4. Penalty deposits

1.6. Contract of sale

- 1.6.1. Definition and General Aspects
- 1.6.2. Concept and characteristics of the contract
- 1.6.3. Perfection of the contract
- 1.6.4. Formalizing the Contract

1.7. Obligations of the Seller

- 1.7.1. Delivery of the property
- 1.7.2. Conservation and custody
- 1.7.3. Sanitation
- 1.7.4. Expenses and taxes

1.8. Obligations of the Buyer

- 1.8.1. Pago del precio
- 1.8.2. Payment Methods
- 1.8.3. Purchase and sale with deferred payment and warranties
- 1.8.4. Expenses and taxes

1.9. Termination of the purchase contract

- 1.9.1. Definition and General Aspects
- 1.9.2. Termination of the contract and its causes
- 1.9.3. Common right of first refusal
- 1.9.4. Unilateral withdrawal

1.10. Models of purchase contracts

- 1.10.1. Letter of Intent
- 1.10.2. Promise of sale
- 1.10.3. Deposit agreement
- 1.10.4. Purchase option contract



Would you like to become a prestigious real estate sales and purchase manager? Enroll now in this Postgraduate Certificate and start working on it today"



06

Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: ***Relearning***.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”



This program prepares you to face business challenges in uncertain environments and achieve business success.



Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

Our Students' Profiles

The Postgraduate Certificate is aimed at University Graduates, Graduates and Graduates who have previously completed any of the following degrees in the field of Social and Legal Sciences, Administrative and Economic Sciences.

The diversity of participants with different academic profiles and from multiple nationalities makes up the multidisciplinary approach of this program.

The Postgraduate Certificate may also be taken by professionals who, being university graduates in any area, have two years of work experience in the field of Real Estate Management and Sale and Purchase.





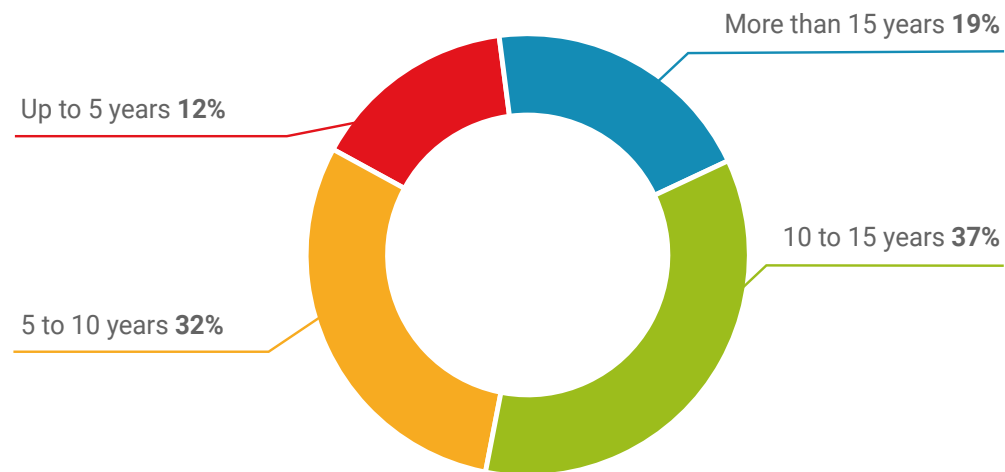
“

A program designed based on the current market demand and adapted to the needs of all graduates of the current market and adapted to the needs of all graduates interested in the management of real estate operations"

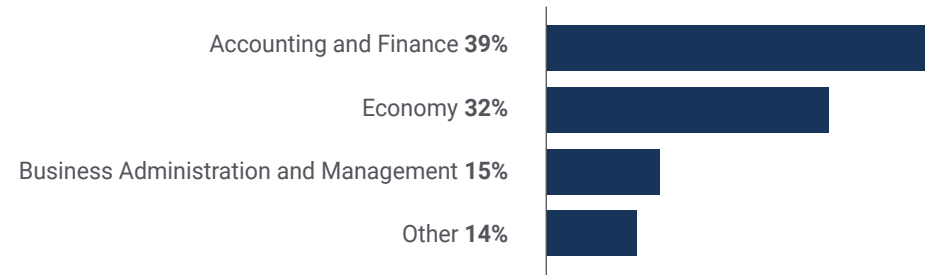
Average Age

Between **35** and **45** years old

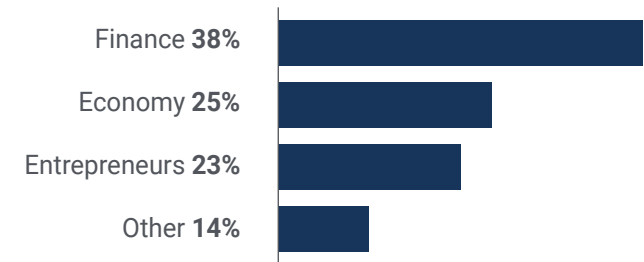
Years of Experience



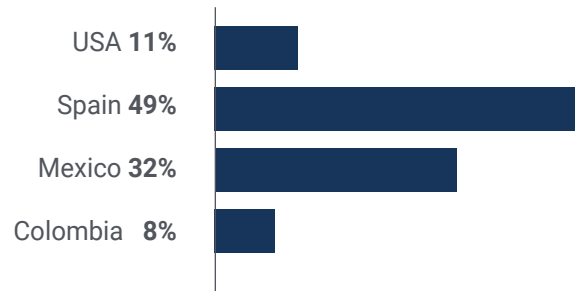
Training



Educational Profile



Geographical Distribution



Juan Padrón Toledo

Real Estate Sales and Purchase Manager

"The Postgraduate Certificate in Real Estate Operations Management: Sale and Purchase has been an enriching experience for my career in real estate. It has allowed me to update my knowledge and acquire skills to make financial decisions and lead work teams. In addition, the flexibility of the online program has allowed me to adapt my study schedule to my work and personal life"

08

Course Management

The teaching staff of the Postgraduate Certificate in Real Estate Operations Management: Sale and Purchase is composed of experts in the real estate sector with extensive professional background and experience in the area of buying and selling and property management. The specialists have a solid academic background and an outstanding professional trajectory in leading companies of the sector, which allows them to offer a practical and updated vision of the trends and best practices in the administration of real estate operations. In addition, many of them are active, which allows them to provide a fresh and updated perspective of the market.



“

TECH has carefully selected the teaching team for this Postgraduate Certificate, who have extensive experience and practical experience in the real estate sector"

Management



Dr. Diego Loras González

- ♦ CEO of Oikos Inmobiliaria
- ♦ CEO and founder of Loan Soluciones Financieras
- ♦ Sales Manager at Homes Agents
- ♦ Area Manager at Tecnocasa
- ♦ Law degree from Madrid Complutense University

Professors

Mr. Raúl Martínez Monte

- ♦ CEO at S.I. Bassegoda
- ♦ Commercial and Financial Director at Homes.AG
- ♦ Rental Management Coordinator at Solfinc SL
- ♦ Graduate in Economics from Pompeu Fabra University
- ♦ Postgraduate degree in Financial Markets from the University of Alicante



09

Impact on Your Career

The Postgraduate Certificate in Real Estate Operations Management: Sale and Purchase can have a major impact on a real estate professional's career by providing specialized, up-to-date training in topics crucial to financial decision making and project management. The knowledge acquired and skills developed allow students to stand out in a highly competitive market and access new job opportunities, as well as improve their performance in their current job.



“

Add to your curriculum a distinctive mark guaranteed by the prestige of a university such as TECH”

Are you ready to take the leap? Excellent professional development awaits you.

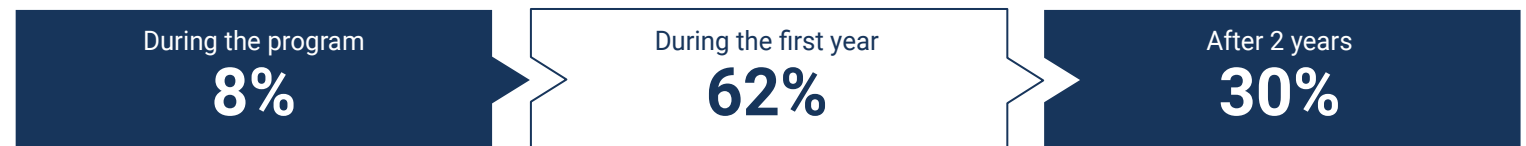
The Postgraduate Certificate in Real Estate Operations Management: Sale and Purchase is an intensive program that prepares you to face challenges and business decisions in the field of Real Estate Investment. The main objective is to promote your personal and professional growth. Helping you achieve success.

If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

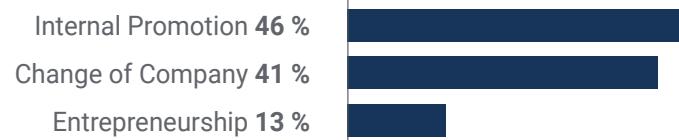
A qualification that will enable you to successfully resolve complex situations related to pre-sale procedures.

You will deepen in the keys to start your own business through the exhaustive knowledge of the obligations of the buyer and seller in real estate transactions of sale and purchase.

Time of Change



Type of change



Salary increase

This program represents a salary increase of more than **26%** for our students



10

Benefits for Your Company

Real estate professionals who have completed the Postgraduate Certificate in Real Estate Operations Management: They are highly valued for their ability to make financial decisions and their ability to lead teams in uncertain environments. These experts are up-to-date on the latest industry trends and can apply their knowledge to the management of real estate projects, enabling them to offer innovative and strategic solutions that benefit both the company and its clients. In addition, thanks to their training, they can ensure legal and regulatory compliance in all sales and purchase transactions.





“

The boost your career needs is just a click away. What are you waiting for?"

Developing and retaining talent in companies is the best long-term investment.

01

Growth of talent and intellectual capital

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

02

Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

04

Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.



05

Project Development

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

06

Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.

11 Certificate

The Postgraduate Certificate in Management of Real Estate Transactions: Sale and Purchase guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.





“

Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”

This **Postgraduate Certificate in Management of Real Estate Transactions: Sale and Purchase** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery*.

The diploma issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Certificate, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Postgraduate Certificate in Management of Real Estate Transactions: Sale and Purchase**

Official N° of hours: **150 h.**



*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



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