



DE LA SALLE COLLEGE OF SAINT BENILDE
School of Professional and Continuing Education

In partnership with

CHAMBER OF REAL ESTATE & BUILDERS'
ASSOCIATIONS, INC. (CREBA, Inc.)



DIPLOMA PROGRAM IN REAL ESTATE MANAGEMENT

1 module **REAL ESTATE MARKETING and BROKERAGE** *October 15 – November 19, 2011*

- Overview of the Real Estate Industry
- Key Housing Agencies
- Insights on R.A. 9646 or the RESA
- Code of Ethics for RE Practitioners
- Fundamentals of RE Marketing & Brokerage
- Salesmanship: The Art of Selling
- Fundamentals of RE Development (Subdivision and Condominium)
- Fundamentals of Property Ownership & Real Estate Laws
- Documentation and Registration of Legal Aspects of Sale, Mortgage and Lease
- Planning, Development and Zoning
- Urban and Rural Land Use
- Basic Principles of Ecology
- Real Estate Finance and Economics
- Principles of Real Estate Taxation

2 module **REAL ESTATE LAWS and REGULATIONS** *January 28 – March 10, 2012*

- Doctrines on Land Ownership
- Local Gov't Code: Town Planning & Zoning
- Land Registration Systems: Titles, Patents & Deeds
- Real Estate Development Laws
- Magna Carta for HOA & Intra-Corporate Disputes
- Land Classification, Reclassification & Conversion
- Contracts & Real Estate Forms
- Taxation on RE Transactions
- HLURB: Jurisdiction, Registration, Adjudication, Monitoring & Clearances
- Comprehensive Agrarian Reform Law & CARP
- Registration of Land Transactions at LRA/RD

3 module **ENVIRONMENTAL PLANNING and REAL ESTATE** *March 31 – May 12, 2012*

- Intro to Environmental Planning
- Philippine Planning and Implementation System
- The Urban Planning Profession
- Land Use Planning Concepts: CLUP
- Water Supply & Sanitation
- Solid Waste Management
- Utilization of Public Domain & Protection of Natural Resources
- Transportation and Infrastructure
- Strategic Planning: Urban Planning Context
- DENR: ECC, EIS, EIA, EGGAR in RE Development
- Impacts of Climate Change Adaptation & Disaster Risk Reduction Management to Real Estate Projects

4 module **RE APPRAISAL and PROPERTY MANAGEMENT** *May 26 – June 30, 2012*

- Fundamentals of Real Estate Principles and Practices – Standards and Ethics
- Theories and Principles in Appraisal
- Valuation Procedures and Research
- Methodology of Appraisal Approaches
- Appraisal of Machinery and Equipment & Specialized Properties
- Practical Appraisal Mathematics
- RE Finance and Economics (with Phil. Investment Guidelines) and Report Writing
- Fundamentals of Real Estate Consulting
- Land Management Systems and Related Laws
- Human and Physical Geography in the Selection of Development Sites
- Case Study 1: Asset and Property Mgmt
- Case Study 2: Leasing & Tenant Relations

5 module **REAL ESTATE PLANNING and DEVELOPMENT** *July 14 – August 18, 2012*

- Pre-Development Criteria for RE Projects
- Types of Property Development
- Subdivision & Condominium Devt Standards (BP220 and PD957)
- Tourism & Retirement Facilities
- Farm & Leisure Estates
- Administration & Control of Construction
- Columbarium & Memorial Parks
- Technical Aspect of Const. Process
- Commercial & Industrial Estates
- Residential & Townhouse Subdivisions
- High-Rise & Medium-Rise Condominiums
- Green Technology and Sustainable Development Approaches
- Fieldtrip and Actual Site Inspection and Evaluation Exercise

6 module **RE FINANCING, INVESTMENTS and TAX HOLIDAYS** *September 1 - October 6, 2012*

- Feasibility Studies
- Joint Venture Packaging & Partnerships
- Dev't & Buyers' Financing: Banks and Other Private Institutions
- Dev't & Buyers' Financing: PagIBIG Fund and Other GIFs
- Real Estate Investment Trust (REIT) and Asset-backed Securitization
- Housing Finance Models
- Credit & Collection Management
- Real Estate Incentives & Tax Holidays
- Loans, Mortgages, Foreclosures & Remedies
- Philippine Equities and the IPO Process
- Investment Guidelines and IPP
- Feasibility Studies Presentation

Chamber of Real Estate & Builders' Associations Inc.
to 75 • creba_national@yahoo.com
DLS-CSB School of Professional & Continuing Education (SPACE)
7405 / 400-5425

CREBA Members & Govt - Php 10,000 per module)
Non-Members - Php 11,000 per module)
DLSU Alumni / Faculty / Staff / Early Bird (LESS 5%)

400-** Course Fees are subject to change without prior notice. Please confirm with our secretariat.*

Classes are held every Saturday, 1:00 to 7:30pm at the 9F CSB School of Design & Arts Building, 950 P. Ocampo Street, Malate, Manila