



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

REAL ESTATE APPRAISAL & PROPERTY MANAGEMENT

May 14 – June 18, 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 & DEVELOPMENT

July 2 – August 6, 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

REAL ESTATE FINANCING, INVESTMENTS & TAX HOLIDAYS

August 20 – September 24, 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.**

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**DLS-CSB School of Professional &
Continuing Education (SPACE)**

400-7405 / 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%)**

**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**

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