|  |  |
| --- | --- |
| **Title** | **International Real Estate Transactions** |
| **Lecturers:** | **dr. Szilárd Kui,** DLA Piper, local partner  [szilard.kui@gmail.com](mailto:szilard.kui@gmail.com) |
| **Brief description** | During this course we will dive into the exciting world of cross border commercial real estate (office buildings, shopping malls, logistic centers, factories, hotels) transactions. We will examine how the commercial real estate market works, who are the actors and what forces drive the behaviour of those actors. We will take a typical international real estate transaction from inception, trough initial negotiations to signing and closing and will inspect how the different bits and pieces work and what are the risks and liabilities that the parties want to address and allocate. |
| **Schedule** | 1. Introduction, schedule and requirements 2. What are commercial real estates? Is there an international market for them? 3. How do lease agreements work and why are they important? 4. Putting a sale and purchase on track; negotiating a letter of intent 5. The role of due diligence and what to look for 6. How to structure an international real estate transaction? 7. Sale and purchase agreements I. 8. Sale and purchase agreements II. 9. Sale and purchase agreements III. 10. Limitation of liability, claims 11. W&I insurance and other tools to manage risks 12. Summary, consultation, course test |
| **Materials/Recommended readings** | Any required reading materials will be sent or handed over to students. |
| **Assessment/Exam** | Written test |