

# Postgraduate Certificate

## Taxation in Real Estate Transactions



## Postgraduate Certificate Taxation in Real Estate Transactions

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: university graduates, diploma and degree holders who have previously completed any of the degrees in the field of Social and Legal Sciences, Administration and Business Administration

Website: [www.techtitute.com/us/school-of-business/postgraduate-certificate/taxation-real-estate-transactions](http://www.techtitute.com/us/school-of-business/postgraduate-certificate/taxation-real-estate-transactions)

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# 01 Welcome

Nowadays, Taxation in Real Estate Transactions has become a crucial issue for any company or individual wishing to carry out transactions related to real estate. The complexity of the tax regulations governing these operations and the economic consequences that may arise in the event of ignorance or non-compliance make it essential to have professionals specialized in this area. This university program offers complete and updated instruction in this area, with the objective of providing students with the necessary knowledge to properly apply tax regulations in any real estate transaction. In addition, it is taught 100% online, which allows for great flexibility in organizing academic resources and adapting learning to the needs of each student.



Postgraduate Certificate in Taxation in Real Estate Transactions.  
TECH Technological University



“

*Advance your career by incorporating the best taxation techniques into your daily real estate management work"*

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:



### Analysis

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



### Academic Excellence

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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

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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 groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



### Learn with the best

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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"*

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

With this Postgraduate Certificate, professionals will be able to acquire the necessary knowledge to apply tax regulations in any transaction related to real estate, which will allow them to improve their professional performance and make efficient decisions. In addition, they will be able to develop skills in the fiscal management of real estate operations, which will provide them with greater opportunities for success in this sector. Likewise, thanks to the constant updating of pedagogical resources, the student will have a wide capacity to adapt to legislative changes in this field.



“

*The objective of this Postgraduate Certificate is to improve the student's professional prospects through the most advanced knowledge of property registration, common real rights and VAT"*



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

The Postgraduate Certificate in Taxation in Real Estate Transactions will enable the student to:

01

Know the functioning of the land registry and the registry procedure in its entirety

02

Deepen knowledge in the concept of VAT, its facts and taxable bases, as well as its exemptions and deductions at national and international level

03

Manage the rights and obligations of buyers and sellers







04

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

05

Delve into the rules governing the different types of leasing contracts

06

Establish the different types of valuation to be able to choose the most convenient at any given time

05

# Structure and Content

The design of this university program is tailored to the needs of the professional, since it is taught in a completely online mode, allowing the choice of the most appropriate time and place for study. With a duration of 6 weeks, this personalized program seeks to offer an exclusive and motivating experience, establishing the foundations for success in the field of Taxation in Real Estate Transactions.



“

*These contents will make you a great specialist  
in Taxation in Real Estate Transactions.  
Enroll now and check it out"*

## Syllabus

The Postgraduate Certificate in Taxation in Real Estate Transactions aims to update the knowledge of Real Estate Management professionals in order to improve their ability to make financial decisions.

During 6 weeks, the program focuses on developing managerial competencies for a professional and rigorous performance in uncertain environments, analyzing several case studies through individual and team work. The curriculum covers in depth topics such as Common Real Rights, Land Registry, Inmatriculation and Common Real Estate Taxation, among others.

The objective of broadening the competencies of specialists in this field, from a strategic, technological and innovative perspective, is another focus of the Postgraduate Certificate curriculum. In this way, the program fosters the student's leadership skills to lead high-performance work teams in the real estate sector.

In order to adapt to the academic requirements of each student and to optimize the teaching process, the didactic materials of the Postgraduate Certificate are available in various multimedia and textual formats.

This allows each student to select the learning format that best suits his or her needs.

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

### Module 1

International real estate law and taxation in real estate transactions



### Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Taxation in Real Estate Transactions 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 to boost your professional development and make the definitive leap.*

**Module 1.** International real estate law and taxation in real estate transactions

**1.1. Introduction to Common Real Estate Law**

- 1.1.1. General aspects of common real estate law
- 1.1.2. Registry security
- 1.1.3. Characteristics of common real estate law
- 1.1.4. International Real Estate Law

**1.2. Common real property rights**

- 1.2.1. Definition and concept
- 1.2.2. Common property rights
- 1.2.3. Beneficial interest
- 1.2.4. Easements and ownership limitations

**1.3. The estate and immatriculation**

- 1.3.1. Definition and Basic Concepts
- 1.3.2. Types and description of properties
- 1.3.3. Relationship between cadastre and registry
- 1.3.4. Registration
- 1.3.5. Ownership file

**1.4. Property Registration**

- 1.4.1. General aspects of the Registry
- 1.4.2. The registrant
- 1.4.3. Registration records
- 1.4.4. Registry publicity

**1.5. Registration procedure**

- 1.5.1. The presentation entry
- 1.5.2. Registry qualification
- 1.5.3. Registration in the Land Registry
- 1.5.4. Preventive annotations
- 1.5.5. Other registry entries

**1.6. Horizontal ownership**

- 1.6.1. Definition and basics
- 1.6.2. Constitution
- 1.6.3. Extinction
- 1.6.4. Analogous figures

**1.7. Common security rights: mortgages**

- 1.7.1. Common security rights
- 1.7.2. The real estate mortgage
- 1.7.3. The object and obligation of the mortgage
- 1.7.4. Extinguishment of the mortgage

**1.8. Residual and capitalization method**

- 1.8.1. Definition and concept
- 1.8.2. General aspects common real estate taxation
- 1.8.3. Common obligations and rights of the parties involved
- 1.8.4. Taxes and tax obligations

**1.9. Value Added Tax**

- 1.9.1. Definition and concept
- 1.9.2. Taxable events
- 1.9.3. Exemptions and deductions
- 1.9.4. International acquisitions
- 1.9.5. Taxable income

**1.10. Other Taxes**

- 1.10.1. Property transfer tax and stamp duty
- 1.10.2. Wealth tax
- 1.10.3. Inheritance and gift tax
- 1.10.4. Other common taxes



*A unique, complete and decisive experience that will boost your professional development and allow you to take the ultimate leap to success"*





# 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.*



## 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.

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



## 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, Diplomates and Graduates who have previously completed any of the following programs 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 Taxation.







“

*TECH is always looking for ways to help its students achieve their goals and this program is one of the quickest and easiest ways to experience significant advancement on a professional level"*

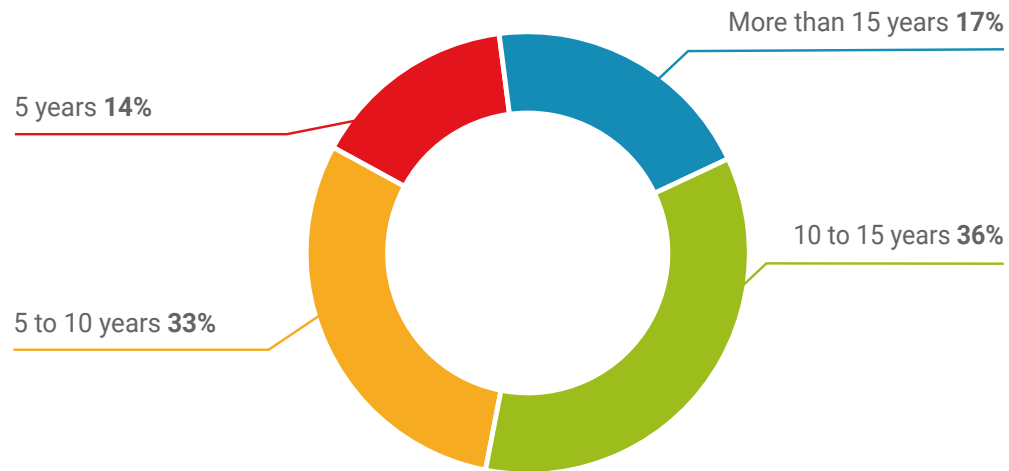
### Average Age

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

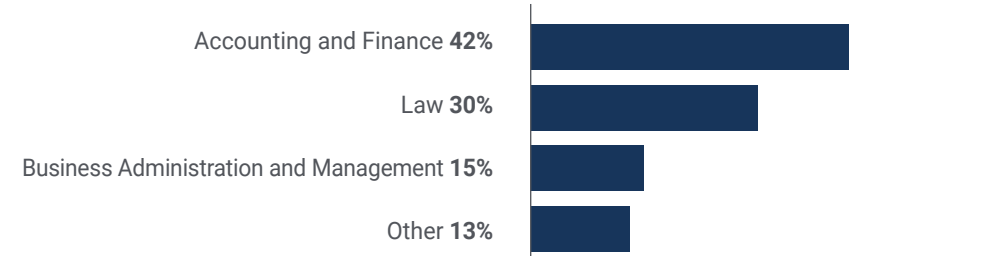
### Years of Experience

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### Training

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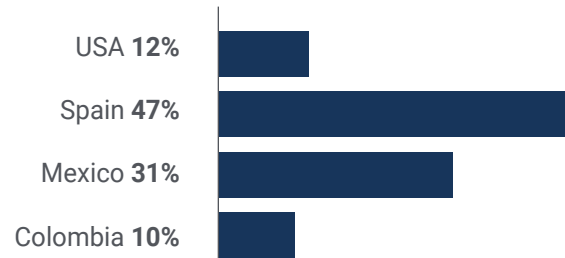
### Educational Profile

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## Geographical Distribution

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## Carla Cruz Hernández

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Tax Advisor

*"It has truly been an enriching experience to take the Postgraduate Certificate in Taxation in Real Estate Transactions. The knowledge I have gained is immediately applicable to my work in real estate, and has allowed me to make better financial decisions. In addition, the online methodology of the program gave me the flexibility to study at my own schedule and pace, which allowed me to combine my studies with my work"*

08

# Course Management

This Postgraduate Certificate has a highly prestigious teaching team in the sector, made up of specialists trained in the field of Real Estate Tax Consultancy. The professionals have vast experience and updated knowledge in both theoretical and practical aspects. In addition, they distinguish themselves by providing a rigorous and quality education, effectively transmitting the skills and knowledge required for students to achieve a complete and up-to-date education in the sector.



“

*TECH offers you a teaching team of great prestige and experience that guarantees you a complete and updated learning in Real Estate Tax Consultancy”*

## Management



### Mr. Diego Loras González

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





09

# Impact on Your Career

The Postgraduate Certificate in Taxation in Real Estate Transactions has a significant impact on the student's professional career. With this program, the professional acquires an updated and complete knowledge of the real estate sector, which allows them to improve their ability to make financial and strategic decisions. In addition, the flexibility and customization of the program gives the specialist the opportunity to tailor their study to specific professional needs, making it a valuable resource for development and growth in the field.





“

*Looking for a career change? Take the initiative and make your future brighter with TECH"*

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

TECH's Postgraduate Certificate in Taxation in Real Estate Transactions 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.

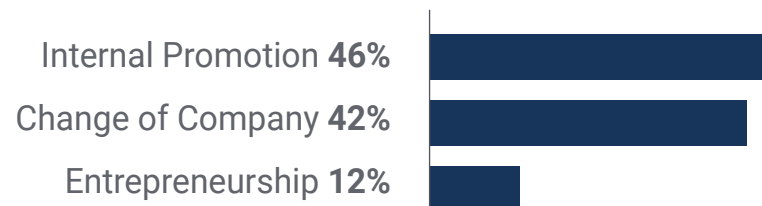
*You are just one step away from transforming your career. Enroll now.*

*Companies in the sector are looking for a legal profile that is proficient in real estate management. Don't get left behind.*

#### Time of Change



#### Type of Change



## Salary Increase

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This program represents a salary increase of more than **25.2%** for our students.



10

# Benefits for Your Company

Having an expert who has completed the Postgraduate Certificate in Taxation in Real Estate Transactions can be a great added value for companies in the real estate sector. A professional with this up-to-date and comprehensive knowledge can improve the company's ability to make financial and strategic decisions. In addition, the specialist can apply the knowledge and skills acquired to improve the efficiency and profitability of the company, which contributes to its success in an increasingly competitive market.





“

*Thanks to this university program you will benefit your company, thus improving your customer base and sales"*



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.

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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.

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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 manager can work on a current project or develop new projects in the field of R&D or Business Development within their company.

---

06

### **Increased competitiveness**

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

11

# Certificate

The Postgraduate Certificate in Taxation in Technology Applied to Real Estate 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 Taxation in Real Estate Transactions** estate 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 Taxation in Real Estate Transactions**

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.





## Postgraduate Certificate Taxation in Real Estate Transactions

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online

# Postgraduate Certificate Taxation in Real Estate Transactions

