



The Institute of Chartered Accountants of India  
(Set up by an Act of Parliament)

# Workshop on

## Setting up Practice of Real Estate Consultancy: Compliance, Advisory and Evolving Frontiers

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Jointly with  
Committee for Members in Practice &  
Committee on Commercial Laws, Economic  
Advisory & NPO Cooperative



## ABOUT THE PROGRAMME

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The Workshop on Setting up Practice of Real Estate Consultancy: Compliance, Advisory and Evolving Frontiers is a specialized professional development initiative jointly organized by the Committee for Members in Practice (CMP) of ICAI and the Committee on Commercial Laws, Economic Advisory & NPO Cooperative. This programme is designed to equip Chartered Accountants with deep sectoral insights and practical capabilities to handle the rapidly evolving real estate ecosystem with confidence and competence.

With increasing regulatory oversight, complex financing structures, and growing stakeholder expectations, the real estate sector today demands professionals who are not only technically sound but also advisory-driven and compliance-focused. This workshop provides participants with structured learning across legal frameworks (RERA, Contract Law, Property Law, Planning Laws), taxation (GST and Income Tax), financial structuring, project accounting, audit practices, redevelopment laws, insolvency, FEMA, and documentation. Special emphasis is placed on Joint Development Agreements (JDAs), RERA compliance, funding models, litigation exposure, and risk management.

The programme is designed as a progressive learning journey—from foundational understanding of the real estate ecosystem to advanced application through case studies and practical workshops. Participants will gain exposure to real-world scenarios through document analysis, compliance checklists, financial modelling discussions, and expert-led deliberations.

The workshop brings together experienced faculty comprising legal experts, senior professionals, and industry specialists, ensuring a rich blend of conceptual clarity and practical relevance. The concluding sessions integrate learning across all modules through complex case studies, empowering participants to offer end-to-end real estate advisory, compliance, certification, audit, and representation services.

This programme aims to transform Chartered Accountants from technical experts into trusted real estate advisors, capable of creating value for clients and contributing meaningfully to the real estate and infrastructure economy.



## BENEFITS OF THE PROGRAM

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### End-to-End Real Estate Knowledge

– Covers regulatory, tax, legal, and financial aspects of real estate transactions.



### Practical Learning

– Includes case studies, documentation reviews, and real-world transaction analysis.



### Expert Guidance

– Sessions led by seasoned professionals from the real estate, legal, and finance domains.



### Specialized Skill Building

– Enhances capabilities in RERA compliance, JDA structuring, tax planning, and real estate audits.



### Updated with Latest Standards

– Insights on Ind AS 115, GST, Income Tax, and evolving real estate regulations.



### Advisory & Assurance Readiness

– Prepares CAs to deliver high-value advisory, assurance, and structuring services to clients.



This program empowers CAs to navigate the complex real estate ecosystem with confidence, offering technically sound and compliant solutions to their clients.

Workshop on  
Real Estate

# LEARNING GRID FOR THE 6-DAY REAL ESTATE WORKSHOP

## LEARNING GRID

Day	Module	Key Learning Areas	Learning Outcomes
Day 1	Foundations of Real Estate Practice & Professional Positioning	<ul style="list-style-type: none"> <li>Real estate services overview and industry challenges</li> <li>Value-based professional positioning</li> <li>Networking of professionals</li> </ul>	<ul style="list-style-type: none"> <li>Understand opportunities &amp; challenges in real estate consulting.</li> <li>Learn professional ethics, transparency, and collaboration models.</li> </ul>
	Legal Foundations: Contract & Property Laws	<ul style="list-style-type: none"> <li>Indian Contract Act &amp; Transfer of Property Act</li> <li>Environmental laws, DCR, and Town &amp; Country Planning Act.</li> </ul>	<ul style="list-style-type: none"> <li>Gain foundational legal knowledge applicable to real estate.</li> <li>Understand legal risks and compliance responsibilities</li> </ul>
Day 2	Core Real Estate Legislation: RERA & RWAs	<ul style="list-style-type: none"> <li>RERA: Advisory, compliance, litigation</li> <li>Resident Welfare Associations (RWAs) across states</li> </ul>	<ul style="list-style-type: none"> <li>Develop expertise in RERA procedures, registration &amp; disputes.</li> <li>Understand advisory, audit, and litigation services for RWAs.</li> </ul>
	Financial Structuring & Taxation - Part I	<ul style="list-style-type: none"> <li>Alternate financing methods</li> <li>GST and Income Tax implications</li> </ul>	<ul style="list-style-type: none"> <li>Learn structuring models and their tax impact.</li> <li>Understand key GST and income tax provisions in real estate.</li> </ul>
Day 3	Financial Structuring & Taxation - Part II	<ul style="list-style-type: none"> <li>In-depth coverage of Income Tax provisions</li> <li>Real estate accounting and audit practices</li> </ul>	<ul style="list-style-type: none"> <li>Enhance tax planning skills for real estate clients.</li> <li>Gain practical insights into audits and financial discipline</li> </ul>
Day 4	Redevelopment Laws & Allied Legal Frameworks	<ul style="list-style-type: none"> <li>Legal and procedural aspects of redevelopment</li> <li>Compliance, accounting &amp; audit challenges</li> </ul>	<ul style="list-style-type: none"> <li>Handle redevelopment projects with legal and financial clarity.</li> <li>Advise clients on compliance and documentation.</li> </ul>
Day 5	Corporate & Regulatory Frameworks	<ul style="list-style-type: none"> <li>Overview of IBC for Real Estate</li> <li>Role of CAs in IBC process (RP/IRP support)</li> <li>FEMA: FDI, borrowing, investment rules</li> </ul>	<ul style="list-style-type: none"> <li>Understand insolvency procedures and CA roles under IBC.</li> <li>Apply FEMA provisions to real estate transactions.</li> </ul>
	Document Drafting & Stamp Act Compliance	<ul style="list-style-type: none"> <li>Essential agreements &amp; clauses</li> <li>Stamp Act provisions and state-specific applications</li> </ul>	<ul style="list-style-type: none"> <li>Draft and review real estate documents professionally.</li> <li>Ensure legal validity and stamping compliance.</li> </ul>
	Collaborative Practice & Tech Enablement	<ul style="list-style-type: none"> <li>Professional collaboration &amp; networking</li> <li>Leveraging technology in real estate practice</li> </ul>	<ul style="list-style-type: none"> <li>Foster a collaborative ecosystem among professionals.</li> <li>Use digital tools for documentation and compliance.</li> </ul>
	Video-Based Learning & Legal Demonstrations	<ul style="list-style-type: none"> <li>Curated real estate scenarios via videos</li> <li>Legal document walkthroughs and discussions</li> </ul>	<ul style="list-style-type: none"> <li>Learn through real-life examples.</li> <li>Strengthen conceptual clarity through visual case learning.</li> </ul>
Day 6	Comprehensive Case Studies & Practical Integration	<ul style="list-style-type: none"> <li>Multi-layered case studies covering all modules</li> <li>Legal, tax, audit, and advisory integration.</li> </ul>	<ul style="list-style-type: none"> <li>Apply comprehensive learning in real-world case scenarios.</li> <li>Build confidence in offering end-to-end real estate solutions.</li> </ul>

This structured 6-day program, of ICAI, equips Chartered Accountants with essential knowledge and practical skills to handle real estate assignments. Covering legal, financial, tax, and regulatory aspects, the workshop enables CAs to offer end-to-end advisory, compliance, audit, and representation services in the real estate sector.



## WHO SHOULD ATTEND THIS PROGRAM?

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### MEMBERS OF ICAI IN THE FOLLOWING ROLES:

**Practicing Chartered Accountants** involved in real estate advisory, RERA compliance, audits, and transaction structuring.

**Finance & Accounts Professionals** – CFOs, Finance Managers, and Controllers handling real estate transactions, financial structuring, and project accounting.

**Tax & Legal Consultants** – Professionals advising on GST, income tax, and legal matters related to real estate projects, JDAs, and redevelopment.

**Audit Professionals** – CAs conducting audits of real estate companies, RWAs, and redevelopment projects requiring domain-specific expertise.



₹7000 +  
GST



30  
Hours



When you understand your traits, your path becomes clear.



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# ICAI LEADERSHIP



**CA. Prasanna Kumar D**  
President, ICAI



**CA. Mangesh Pandurang Kinare**  
Vice President, ICAI



**CA. Madhukar Narayan Hiregange**  
Chairman, CMP



**CA. Mangesh Pandurang Kinare**  
Vice President, ICAI

Empowering professionals to move beyond Compliance into confident real estate advisory

## The Institute of Chartered Accountants of India Committee for Members in Practice (CMP)

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Collaboration is the new competition.

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