

**6-Day Intensive Programme on – Setting up Practice of Real Estate Consultancy:  
Compliance, Advisory and Evolving Frontiers Programme Structure**

<b>Day</b>	<b>Session Title</b>	<b>Practice Area / Opportunity</b>	<b>Duration</b>
<b>Day 1 (09<sup>th</sup> March, Monday)</b>	<b><i>Inauguration &amp; Intro</i></b>	<i>Acknowledgements</i>	<i>10:00 am -10:40 am (40 min)</i>
<b>Day 1 (09<sup>th</sup> March, Monday)</b>	<b><i>Real Estate Services: Challenges &amp; Opportunities</i></b>	<i>Proven stats, growth potential</i>	<i>10:40 am- 11:15 am (35 min)</i>
<b><i>Tea Break (11:15 am-11:30 am)</i></b>			
<b>Day 1 (09<sup>th</sup> March, Monday)</b>	<b>Indian Contract Act</b> <ul style="list-style-type: none"> <li>● Essentials of a valid contract: offer, acceptance, consideration, free consent</li> <li>● Types of contracts in real estate: sale agreements, development agreements, construction contracts, JDA, GPA</li> <li>● Enforceability and void/voidable contracts: common pitfalls in property dealings</li> <li>● Doctrine of privity of contract and implications for allottees and developers</li> <li>● Time as the essence of the contract in real estate transactions</li> <li>● Breach of contract, damages, and specific performance: relevant case laws</li> <li>● Role of indemnity, guarantee, and assignment clauses in development and sale agreements</li> </ul>	Basic understanding	<i>11:30 am-12:30 pm (1 hours)</i>

	<ul style="list-style-type: none"> <li>• Standard form contracts and unconscionable terms: relevance post-RERA</li> <li>• Legal implications of digital contracts and electronic signatures in property transactions</li> </ul> <p>Case study: Analysis of builder-buyer agreement under Contract Law vis-à-vis RERA</p>		(15 Minutes)
<b>Day 1 (09<sup>th</sup> March, Monday)</b>	<p><b>Transfer of Property Act</b></p> <ul style="list-style-type: none"> <li>• Meaning of property and classifications (movable/immovable; tangible/intangible)</li> <li>• Modes of transfer: sale, mortgage, lease, exchange, gift</li> <li>• Rights and liabilities of buyer and seller (Section 55)</li> <li>• Transfer of future property and conditional transfers</li> <li>• Doctrine of part performance (Section 53A) and its impact on possession under JDA</li> <li>• Concept of “ownership” in joint development and apartment ownership</li> <li>• Implications for real estate developers: title verification, due diligence</li> <li>• Registration and stamping under the Registration Act and Stamp Act</li> </ul> <p>Case study: Title transfer in JDA and its accounting/audit impact</p>	Basic understanding	12:30 pm-01:30 pm (1 hour)
			(15 Minutes)

**LUNCH (01:30 pm-02:00 pm)**

<b>Day 1 (09<sup>th</sup> March, Monday)</b>	<b>Accounting of Real Estate Transaction –</b> <ul style="list-style-type: none"><li>● Project wise Accounting standards applicable (Ind AS 115, AS 7)</li><li>● Recognition of Revenue in the books of Builders and Developers</li><li>● Financial reporting under the Company's Act for Real Estate projects</li><li>● Internal control systems for compliance and monitoring</li><li>● Accounting of transactions in the books of the Landowners and Recognition of Revenue.</li><li>● Role of CA as independent financial monitor</li></ul>	Accounts, Audit	02:00 pm-03:30 pm  (1.5 hours)
<b>Day 1 (09<sup>th</sup> March, Monday)</b>	<b>Insolvency &amp; Bankruptcy Code</b> <ul style="list-style-type: none"><li>● Applicability of IBC to real estate projects</li><li>● Homebuyers as financial creditors — implications post-Amendment</li><li>● CIRP process for real estate entities</li><li>● Role of Resolution Professional and monitoring committee</li><li>● Interplay between IBC and RERA – jurisdictional issues</li></ul>	Opportunity under IBC	03:30 pm-05:45 pm (1.5 hours)  (with a tea break of 15 min)

	<ul style="list-style-type: none"> <li>• Case law updates – Pioneer Urban, Flat Buyers Association</li> <li>• Role of CA in resolution plans and forensic verification</li> <li>• Reporting and certification requirements</li> <li>• Liquidation process and treatment of project assets</li> <li>• Practical challenges in ongoing project resolution</li> </ul>		
<b>Day 1</b> <i>(09<sup>th</sup> March, Monday)</i>	<b>Case Studies session</b>	Interplay of all laws	05:45pm- 06:30 pm (45 minutes)
<b><u>DAY-2</u></b>			
<b>Day 2</b> <i>(10<sup>th</sup> March, Tuesday)</i>	<b>DCR (Development Control Regulations)</b> <ul style="list-style-type: none"> <li>• Purpose and structure of DCR / Zonal Regulations</li> <li>• Land use classification and zoning norms: residential, commercial, mixed-use</li> <li>• FSI / FAR norms, setbacks, coverage, height restrictions</li> <li>• Building approval process: layout plan, sanction plan, deviation management</li> <li>• Transferable Development Rights (TDR) and their accounting &amp; tax implications</li> <li>• Regularisation of deviations: procedures and legal consequences</li> </ul>	Compliance/Planning	10:00 am- 11:30 am (1.5 hours)

	<ul style="list-style-type: none"> <li>● Importance of DCR compliance under Section 11 of RERA (disclosure and adherence)</li> <li>● Legal role of architect, engineer, and CA in certification of compliance</li> <li>● Common irregularities observed in project audits and certifications</li> </ul> <p>Case study: DCR violations leading to RERA penalties or cancellation</p>		(15 Minutes)
<b><i>Tea Break 11:30 am- 11:45 am</i></b>			
<b>Day 2 (10<sup>th</sup> March, Tuesday)</b>	<b>Session Title:</b>  <b>Town &amp; Country Planning Act</b> <ul style="list-style-type: none"> <li>● Objectives and scope of planning legislation</li> <li>● Master Plans, Zonal Plans &amp; impact on projects</li> <li>● Change of Land Use (CLU) – procedure and approvals</li> <li>● Development permissions &amp; enforcement powers</li> <li>● Interplay with Real Estate (Regulation and Development) Act registration</li> <li>● Impact on phasing, amenities &amp;</li> </ul>	Planning interface	11:45 am-01:45 pm (2 hours)

	<p>infrastructure obligations</p> <ul style="list-style-type: none"> <li>• Regularisation and penalties</li> <li>• Role of CA in land use verification &amp; compliance</li> </ul> <p>Brief case study on Master Plan amendments</p>		(15 Minutes)
<b>Lunch (01:45 pm-02:15 pm)</b>			
<b>Day 2 (10<sup>th</sup> March, Tuesday)</b>	<b>Redevelopment Laws</b> <ul style="list-style-type: none"> <li>• Concept and stages of redevelopment projects</li> <li>• Legal framework under municipal and state housing acts</li> <li>• Consent requirements and procedures</li> <li>• Role of society members, developers, and consultants</li> <li>• Financial feasibility and funding structures</li> <li>• RERA applicability and registration in redevelopment</li> <li>• Tax implications for members and developers</li> <li>• Accounting and audit issues</li> <li>• Best practices in drafting redevelopment agreements</li> </ul>	Practice opportunity in Metro/Tier 2	<p>02:15 pm-03:30 pm</p> <p>(tea break of 15 min 03:30 pm-03:45 pm)</p> <p>03:45 pm: 05:30 pm</p> <p>(3 hours)</p>
<b>Day 2 (11<sup>th</sup> March 2026, Wednesday)</b>	<b>Case Study Session</b>	Interplay of all laws above	05:30 pm-06:15 pm (45 min)



	<ul style="list-style-type: none"> <li>• Transition of maintenance from developer to association</li> <li>• Financial management: accounting, audit, and budgeting for RWAs</li> <li>• Rights and responsibilities of flat owners and associations</li> <li>• Dispute management between promoter and association</li> <li>• RERA's role in ensuring handover and completion</li> <li>• Common property ownership and maintenance fund compliance</li> <li>• Implications of GST and Income Tax for RWAs</li> <li>• Best practices for governance and transparency Alternative Finance Models in Real Estate</li> </ul>		
<p><b>Day 3</b> <b>(11<sup>th</sup> March, Wednesday)</b></p>	<p><b>Alternative Finance Models</b></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Alternative investment structures: AIFs, REITs, InvITs</li> <li>• Joint development agreements (JDA) and revenue-sharing models</li> <li>• Crowdfunding and private equity in real estate</li> <li>• Role of NBFCs and housing finance institutions</li> <li>• Financial due diligence before investment</li> <li>• Role of CA in fund flow monitoring and compliance</li> </ul>	<p>Real Estate Funding</p>	<p>03:45 pm- 04:45 pm (1 hour)</p>

	<ul style="list-style-type: none"> <li>Exit mechanisms and risk management</li> </ul>		
<b>Tea Break of 15 min (04:45 pm-05:00 pm)</b>			
<b>Day 3 (11<sup>th</sup> March, Wednesday)</b>	<b>Case Study Session</b>	Interplay of all laws above	05:00 pm-05:45 pm (45 min)
<b>DAY -4</b>			
<b>Day 4 (16<sup>th</sup> March, Monday)</b>	<b>Judicial Pronouncements in Real Estate</b>	FDI, ECBs, NRI investment	10:00 am-01:15 pm  Tea Break (11:30 am-11:45 am)  (3 hours)
<b>Lunch (01:15 PM- 01:45 PM)</b>			
<b>Day 4 (16<sup>th</sup> March, Monday)</b>	<b>3rd Dimension of Values, Attitudes &amp; Habits + Professional Networking</b>	<i>Branding, trust-building, networking</i>	01:45 pm-03:15 pm  (2 hours)
<b>Day 4 (16<sup>th</sup> March, Monday)</b>	<b>FEMA in RE</b> <ul style="list-style-type: none"> <li>FDI policy in real estate: permissible and prohibited activities</li> <li>Repatriation, exit, and transfer rules</li> <li>Acquisition of immovable property by NRI/OCI</li> <li>ECBs (External Commercial Borrowings) for real estate</li> <li>Reporting obligations under FIRMS/SMF</li> <li>Role of CA in FEMA certification and reporting</li> </ul>	<i>Branding, trust-building, networking</i>	03:15 pm-05:30 pm (2 hours)  (with a tea break of 15 minutes from 04:30 pm-04:45 pm)

	<ul style="list-style-type: none"> <li>Common non-compliance and penalty mechanisms</li> </ul>		
<b>Day 4 (16<sup>th</sup> March, Monday)</b>	<b>Case Study Sessions</b>		05:30 pm-06:15 pm
<b><u>DAY- 5</u></b>			
<b>Day 5 (17<sup>th</sup> March 2026, Tuesday)</b>	<b>RERA (Part 1)</b> <ul style="list-style-type: none"> <li>Objectives, structure, and key definitions under RERA</li> <li>Registration of projects and agents: procedures, timelines, disclosures</li> <li>Role of Chartered Accountants: certification, audit, and quarterly updates</li> <li>70% separate bank account mechanism: collection, utilization, and reporting</li> </ul>	Advisory, Compliance, Litigation	10:00 am-11:30 am  (15 min Tea break 11:30 am-11:45 am)  11:45 am-01:15 pm (3 hours)
<b>LUNCH (01:15 PM- 01:45 PM)</b>			
<b>Day 5 (17<sup>th</sup> March 2026, Tuesday)</b>	<b>RERA (Part 2)</b> <ul style="list-style-type: none"> <li>Extension, lapse, and revocation of registration: sections 6 &amp; 7</li> <li>Rights and duties of promoter, allottee, and agent</li> </ul>	Advisory, Compliance, Litigation	01:45 pm-03:45 pm (2 hours)

	<ul style="list-style-type: none"> <li>● Adjudication, penalties, and compounding of offences <ul style="list-style-type: none"> <li>○ Before Authority</li> <li>○ Before AO</li> <li>○ Appellate Tribunal</li> </ul> </li> <li>● Case law updates: recent High Court &amp; Supreme Court rulings</li> <li>● RERA audit &amp; certification challenges</li> </ul> <p>Interrelationship between RERA, Companies Act, and IBC</p>		
<b>Tea break (03:45 PM- 04:00 PM)</b>			
<b>Day 5 (17<sup>th</sup> March 2026, Tuesday)</b>	<b>Case Study Session</b>	Interplay of all laws above	04:00 pm-04:45 pm (45 min)
<b><u>DAY- 6</u></b>			
<b>Day 6 (18<sup>th</sup> March 2026, Wednesday)</b>	<b>GST Impact on RE</b> <ul style="list-style-type: none"> <li>● Overview of GST provisions applicable to real estate</li> <li>● Supply of construction services: time of supply, valuation</li> <li>● Works contract treatment under GST</li> <li>● Reverse charge mechanism</li> <li>● Input Tax Credit (ITC) restrictions: transitional impact post-2019</li> <li>● Joint development and transfer of development rights under GST</li> <li>● GST on sale of land and completed flats: exemption analysis</li> </ul>		10:00 am- 11:30 am  (with a tea break of 15 minutes from 11:30 am- 11:45 am)  11:45 am-01:15 pm  (3 hours)

	<ul style="list-style-type: none"> <li>• Reporting, reconciliation, and audit under GST</li> <li>• Recent circulars and advance rulings</li> <li>• Compliance responsibility of developers and Cas</li> </ul>		(15 minutes)
<b>LUNCH (01:15 PM- 01:45 PM)</b>			
<b>Day 6 (18<sup>th</sup> March 2026, Wednesd ay)</b>	<b>Environmental Laws in RE</b> <ul style="list-style-type: none"> <li>• Overview of environmental legal framework: EPA 1986, Water Act, Air Act</li> <li>• EIA (Environmental Impact Assessment) and its relevance in large real estate projects</li> <li>• Consent to Establish (CTE) and Consent to Operate (CTO) from KSPCB/PCB</li> <li>• Green building norms, sustainability certifications (IGBC, GRIHA)</li> <li>• Waste management compliance: STP, WTP, Solid Waste Rules 2016</li> <li>• Legal obligations of the promoter for environmental clearance under RERA</li> <li>• Role of CA in reporting environmental compliance in audit reports</li> <li>• NGT (National Green Tribunal) decisions impacting project development</li> <li>• Impact of non-compliance on RERA</li> </ul>	Regulatory interface	01:45 pm-03:15 pm (1.5 hours)

	<p>registration and occupancy certificate</p> <p>Case study: Environmental clearance lapse and liability of the promoter</p>		(15 Minutes)
<b>Tea Break (03:15pm- 03:30 pm)</b>			
<b>Day 6 (18<sup>th</sup> March 2026, Wednesd ay)</b>	<b>Feedback &amp; Participant Input Session</b> (Participants are requested to share their structured inputs through the feedback form)		03:30 pm-03:45 pm
<b>Day 6 (18<sup>th</sup> March 2026, Wednesd ay)</b>	<p><b>Income Tax Impact</b></p> <p>Taxation of developers and landowners: JDA and revenue sharing</p> <ul style="list-style-type: none"> <li>● Section 43CA, 50C, and 56(2)(x) implications</li> <li>● Capital infusion to Partnership Firm / LLP</li> <li>● Capital gains computation for property transactions</li> <li>● TDS under Section 194-IA, 194-IC, and 194-I</li> <li>● Tax treatment of unsold inventory and project completion method</li> <li>● Taxation of co-operative housing societies and RWAs</li> <li>● Taxation on Redevelopment projects</li> </ul> <p>Common assessment issues in real estate projects</p>	Real Estate IT implications	03:45 am-05:45 pm  (2 hours)
<b>Day 6 (18<sup>th</sup> March 2026, Wednesd ay)</b>	<b>Case Study Session</b>	Interplay of all laws above	05:45 pm- 06:30 pm (45 min)

**Total Duration: 36 hours**