



HAMLINE UNIVERSITY
 School of Law
 COURSE SYLLABUS

Faculty: **Professors Bob Berkwitz and Brett Perry**

Course: **Commercial Real Estate Transactions**

Semester: **Fall**

Meeting Schedule: **Sundays from 1:15 to 3:15 PM**

Room: **102**

Textbook	Primary Text	Primary Text	Recommended not required
Author	Perry and Berkwitz		
Title and edition of text	Materials available in the Bookstore		
Publisher/year			
ISBN			

***Learning Outcomes for the Course:* 1) Improve drafting skills and negotiating strategies for commercial real estate documents and 2) Understand essential elements of commercial real estate transactions.**

***Course Expectations:* Students will show an understanding of and complete a draft of a 1) Reciprocal Easement Agreement, 2) Warranty provisions from the point of view of the seller and 3) a complex Purchase Agreement from the point of view of the buyer. The students will also take part in a negotiating exercise involving selected provisions of a commercial lease. All drafting and negotiating exercises will be based on a hypothetical situation posted on the TWEN site.**

HUSL Policies on attendance, lateness and preparation

The program of instruction at the School of Law is based on an active and informed

exchange between instructor and student and between student and student. Regular, prepared class attendance helps develop skills essential to the competent practice of law. A student who violates the attendance policy, including the instructor's specification of class expectation described below, may lose his or her right to take the exam in the course, to receive course credit or may receive other penalties described below and in Academic Rule 108. Persistent or frequent lateness or unpreparedness may also be the basis for reduction of the grade awarded in a course. See Academic Rule 108 for further details.

Attendance Policies in this Course – Any student who misses more than four classes will have her/his grade reduced one-half grade. Excused absences will be granted at the sole discretion of Bob Berkwitz.

Punctuality/Preparation Policies in this Course – We will have at least six guest speakers, so students will be expected to be on time out of respect for our speakers.

Policy on Laptop Use in Class: Students are encouraged to use computers during class for taking notes or looking up information relating to class discussion. However, any other use of the computer or the internet is prohibited during class time because it is distracting for the rest of the class.

Other Classroom Policies: Berkwitz and Perry will be available after class for discussion on the drafting problems and matters covered in class.

Grading Components

Final examination:

Date/Time: N/A

Requirements:

Component(s) of your grade:

Mid-term exam or quizzes

Dates/Times: N/A

Requirements:

Component(s) of your grade:

Written Assignments:

Dates/Times: 1) Reciprocal Easement Agreement will be due in class on 10-3 (up to 12 points toward final grade).

- 2) Warranties favoring seller will be due in class on 11-7 (up to 6 points toward final grade).
- 3) Final Purchase Agreement will be due in the Registrar's Office by 3:00 PM on 12-1 (up to 57 and ½ point toward final grade).

Requirements:

Component(s) of your grade:

Oral Presentation(s)

Dates/Times:

Negotiating exercise will be held on 9-12 and you will receive up to 4 points toward your final grade.

Requirements:

Component(s) of your grade:

Participation/Other Grade

Components

Requirements:

Component(s) of your grade

Initial reading assignments (first two weeks): Review drafting problem posted on the TWEN site for the course.