

Course : Master new real estate regulations (ALUR, ELAN, HOGUET, DPE, compliance)

Secure your real estate practices in the face of regulatory requirements

Practical course - 2d - 14h00 - Ref. IMT

Price : 1540 CHF E.T.

NEW

This training course enables real estate professionals to master the main regulations applicable to sales, rentals and property management, in order to secure their practices, prevent legal risks and guarantee the compliance of operations.

Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Understanding the ALUR, ELAN and Hoguet laws and ECD regulations
- ✓ Applying compliance requirements in daily practice
- ✓ Identify legal risks and secure real estate transactions
- ✓ Master mandatory documentation and procedures

Intended audience

Agents immobiliers, négociateurs, gestionnaires locatifs, gestionnaires de copropriété, bailleurs sociaux, responsables d'agence.

Prerequisites

No

Practical details

Case study

Work on real-life situations.

Teaching methods

Active

Course schedule

PARTICIPANTS

Agents immobiliers, négociateurs, gestionnaires locatifs, gestionnaires de copropriété, bailleurs sociaux, responsables d'agence.

PREREQUISITES

No

TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

1 Understanding the regulatory obligations applicable to real estate sales

- Analyze the duty to advise and inform under the ALUR and ELAN laws
- Identify obligations related to technical diagnostics
- Securing consumer information on prices and fees

Role-playing

Using a real-life case, check the real estate agent's obligations.

2 Apply the legal rules governing residential leases

- Structuring a lease contract that complies with legal requirements
- Setting fees, security deposits and insurances
- Manage sensitive situations related to work, unpaid bills and lease termination

Case study

Déterminer la responsabilité d'un agent dans le cas d'une promesse de vente établie sans avoir tenu compte des mentions émanant du propriétaire.

3 Understanding the legal framework of the Hoguet Act

- Defining the scope of the Hoguet Act
- Verify conditions of access to and practice of the profession
- Secure the establishment and execution of mandates

Case study

A real estate network employs sales agents without checking their qualifications or keeping up with their continuing training. An inspection is carried out by the DGCCRF and the CNTGI.

4 Integrating the changes introduced by the ELAN law

- Adapting real estate mandate practices
- Applying the new lease rules
- Integrating developments in co-ownership

Case study

Hidden defects and undetectable defects: what are the real estate agent's obligations?

5 Understand and apply ECD regulations

- Explain how the ECD is calculated and prepared
- Identify when an ECD is mandatory and its legal scope
- Prevent ECD-related liability risks

Role-playing

Incorrect ECD but agent ignores obvious inconsistencies

TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.

6 Securing professional practices in the face of controls and liabilities

- Identify major legal and litigation risks
- Analyze civil, criminal and disciplinary liability
- Adopt compliance and risk prevention reflexes

Hands-on work

An uninsured independent sales agent is liable for a serious breach of his or her duty to advise. What are the risks?

Dates and locations

REMOTE CLASS

2026 : 24 June, 23 Sep., 16 Dec.