



*Training Course:  
Real Estate and Property Management*

*13 - 24 October 2025  
Trabzon (Turkey)*

## Training Course: Real Estate and Property Management

Training Course code: MA12328 From: 13 - 24 October 2025 Venue: Trabzon (Turkey) - Training Course Fees: 9000 € Euro

### Introduction

Real estate and property management teach you effective ways to manage, administer and sell property owned by another party or entity. Professionals may handle all aspects related to a property, from finding potential buyers, maintaining house integrity, or making sure tenants respect their contractual obligations. Managed properties include residential and vacation properties, commercial retail space or industrial warehouse space. The real estate and property management discipline deals with four major areas: marketing and financial aspects, tenant and occupancy, facilities of the property, and administration and risk. Real estate and property management integrate theories from other disciplines like accounting, finance, business administration, and strategic management.

### Objectives:

By undertaking this course you will learn about:

- The workings of the commercial property market and its relevance to national and international financial and investment markets
- Advanced current investment and appraisal techniques
- Legal, economic, planning, technical and facilities management factors in property management decision making
- IT in the property industry
- Environmental considerations of real estate development and management

### Target Audience :

- Real estate professionals who want to break into the real estate investing and commercial real estate private equity field
- Property managers who want to move into the investment and strategy side of the real estate business
- Landlords and commercial property owners who want to maximize the value of their real estate portfolio

### Outlines:

#### Valuation and Investment Appraisal

- Characteristics and economics of the property market
- Analysis of property market data and methods of valuation

- Valuation of freehold and leasehold interests
- RICS Valuation Standards
- Investment in property and non-property assets
- Portfolio principles and risk management
- Appraisal and performance measurement

#### Property Law and Practice

- Legal principles underpinning property and investment
- The nature of UK and international law
- Contractual relationships
- Professional obligations and liabilities
- Law of estate agency
- Lease covenants and clauses

#### Buildings In Use

- The design and construction process
- Appraising alternative solutions
- Foundation, structures, and enclosures
- Strategic facilities management and measurement
- Commercial procurement
- Workplace design and organizational achievement
- Environmental impact
- Business continuity planning
- Future trends

#### Planning and Development

- Land use planning
- Planning law and regulation
- Development plans and planning appeals
- Sustainable development, urban renaissance, and regeneration
- Traditional development appraisal for land value and profit
- Cash flow and advanced DCF appraisal techniques
- Marketing of development schemes
- Property development finance

#### Video session and discussion

## Registration form on the Training Course: Real Estate and Property Management

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
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