

Information About Program

1. **Name of the Program:** Real Estate Development and Management
2. **Establishment:** The Department of Real Estate Development and Management began to provide training in the School of Applied Sciences in 2017.
3. **Quota, medium of instruction and preparatory school information:** The quota of the program is 30 people. The medium of instruction will be in English and there is a preparatory class.

30-student-quota of the distribution of scholarships for the students is as follows:

5 Scholarship Students

18 %50 Reduced Students

7 %25 Reduced Students

4. **Aim and advantages:** In the world globalizing and without borders in the flow of goods and services through certain agreements, the real state sector is directly affected. The demand of foreigners for both real estate and commercial real estate will revive the sector after the law related not to demand reciprocity in sales to a foreign country is promulgated. In particular, the investment of companies with international capital will lead to the need for institutional strengthening of the sector. Additionally, the need for restructuring in disaster areas in parallel with the new earthquake regulations will not only change the city's landscape but also bring the point of intersection of supply and demand to an upper dimension. Changing the dynamics of the real estate sector positively will also increase the need for qualified specialists. The graduates who will specialize in the fields of valuation, investment, marketing and management of the real estate will effectively meet the demand of the sector.
 - The construction sector is following a trend parallel to economic growth in worldwide. In this situation, this multichannel and dynamic sector giving acceleration to the economy will need qualified employees to market, manage, finance and value the real estate.
 - The need for reconstructing triggered by the population, urbanization rate, and urban gentrification which do not increase in parallel with economic developments will stimulate the construction and real estate sector. Additionally, the need for restructuring in disaster areas in accordance with the new earthquake regulations will be a factor increasing the demand in the sector.
 - Promulgating the law related not to demand reciprocity in sales to a foreign country, the increase in foreign demand and the existence of a heterogeneous atmosphere in demand require the institutionalization in all areas of the industry.

- The integration of the construction and real estate sector with financial markets has been enhancing on a global basis. In the housing financing system, the Mortgage law no. 5582 of 6.3.2007 provides long-term mortgage loans for those who want to own housing in accordance with financial institutions. In the case of providing the loan mentioned, the need for real estate valuation experts as well as mortgage experts will increase because a report prepared by the Real Estate Appraisal Company is compulsory. The increasing volume of the transactions based on real estate today affects the demand for real estate-based asset management experts positively.
 - Parallel to the change in the way of life, the popularity of living in the houses that are located in site has been increasing the need for real estate manager day by day.
 - There is a growing need for experts to manage institutional facilities. (education, sports, health, etc.).
 - The increase in housing and projects related to new brands will increase the demand for experts experienced with marketing and management knowledge.
5. **Evaluation:** Success in the program will be assessed through studies, presentations, class attendance and semester exams fulfilled throughout semester, compulsory internships and projects.
 6. **The place of the program in academic and technological developments:** Due to the increasing population and urbanization rate and the fact of being located in a disaster zone, the need for reconstructing houses causes the construction and real estate sector to be dynamic. Both the academic field and the related sectors have to be restructured in order to be able to meet the demand of the full-fledged employees. When looking at the examples in the developed countries, it is seen that the departments related to the real estate actively take place in the academic life at both undergraduate and master degree level. In Turkey, academic studies on real estate have started to gain importance in recent years. What makes Real Estate Valuation and Management Department different is that graduates will effectively meet the needs in the core areas of the real estate sectors which are marketing, management, valuation and financing.
 7. **Collaborations to be established with other undergraduate programs in the body of the same department and / or faculty:** The proposed program will basically be in cooperation with other departments of the Faculty of Commerce. In addition, collaborations are planned with other faculties for various courses. The availability of common courses with other departments will enable academic staff to contribute more effectively and the resources within the university (classroom, laboratory, library, computer, etc.) to be used more productively.
 8. **Strengths of the program based on internal and external evaluations:** It will meet the demands in both the academic platform and in the labor market, because it is the first department providing education related to the different fields of the real estate sector such as marketing, financing, valuation and management under one roof.

11. Title of graduates: Real Estate Valuation and Management Department Undergraduate Degree

12. Occupational Profiles of Graduates: Graduates of the program may work in the fields of investment, marketing, valuation and management of the real estate sector. Besides, there are also possibilities to work in the areas related to local government and urban planning. In addition, those who want to pursue a career in real estate financing have the opportunity to work in financial institutions, especially real estate investment trusts. The interdisciplinary structure of the real estate sector requires that the human resource entering the sector possess new knowledge and equipment.

13. Graduation requirements (number of courses and credits, internship etc.): The total number of courses/credits that must be completed in order to graduate from the Real Estate Valuation and Management Department Undergraduate program is 45/130. An internship and a graduate project are also required in the program.

Mode of Study: Full time

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Facilities: A full-time professor and two assistant professors are on duty. Our department students have the opportunity to complete a period of their education life at the universities in Europe in which we have an agreement within the framework of Erasmus+, with the programs in the university and double major and minor branches.

14. Conditions for internship and internship cooperations with organizations: Internship applications can be made in public and private, domestic and foreign real estate sectors.

15. Courses:

DEPARTMENT OF REAL ESTATE VALUATION AND MANAGEMENT								
BİRİNCİ YARIYIL (GÜZ) / FIRST SEMESTER								
Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS
AFE	121	Academic English I	-	2	2	0	3	4
ACM	111	Introduction to Computer and Information Processing	-	3	0	0	3	6
ATD	141	Management and International Trade	-	3	0	0	3	8
ECON	111	Principles of Microeconomics	-	3	0	0	3	7
MATH	133	Basic Mathematics	-	3	0	0	3	5
		Total		14	2	0	15	30
İKİNCİ YARIYIL (BAHAR) / Second Semester								

Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS
ARE	122	The Basic Principles of Real Estate	-	3	0	0	3	6
ARE	152	Customer Behavior in Real Estate Industry	-	3	0	0	3	6
ATD	132	Introduction to Marketing	-	3	0	0	3	4
ECON	122	Principles of Macroeconomics	-	3	0	0	3	7
HUM	103	Humanities		2	0	0	2	3
AFE	122	Academic English II	AFE 121	2	2	0	3	4
		Total		16	2	0	17	30
ÜÇÜNCÜ YARIYIL (GÜZ) / Third Semester								
Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS
ARE	201	Zoning Law	-	3	0	0	3	7
ARE	211	Material Cognisance	-	3	0	0	3	8
STAT	410	Statistics	-	3	0	0	3	5
AXX		One Compulsory Foreign Language I	-	3	0	0	3	3
TKL	201	Turkish Language I	-	2	0	0	2	2
		Free Elective	-	3	0	0	3	5
		Total		17	0	0	17	30
DÖRDÜNCÜ YARIYIL (BAHAR) / Fourth Semester								
Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS
ARE	212	Structure Cognisance	-	3	0	0	3	9
AFN	132	Principles of Financial Accounting	-	3	0	0	3	6
TKL	202	Turkish Language II	TKL 201	2	0	0	2	2
AXX		One Compulsory Foreign Language II	-	3	0	0	3	3
LAW	303	Introduction to Law	-	3	0	0	3	4
		Departmental Elective	-	3	0	0	3	6
		Total		17	0	0	17	30
BEŞİNCİ YARIYIL (GÜZ) / Fifth Semester								
Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS
ARE	321	Real Estate Valuation	-	3	0	0	3	6
ARE	311	Construction Planning and Operation	-	3	0	0	3	6
ATD	345	Financial Management	-	3	0	0	3	6
HTR	301	History of Turkish Revolution I	-	2	0	0	2	2
AXX		One Compulsory Foreign Language III	-	3	0	0	3	3
		Departmental Elective	-	3	0	0	3	6
		Total		17	0	0	17	29
ALTINCI YARIYIL (BAHAR) / Sixth Semester								
Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS

ARE	352	Urban Transformation Applications in Turkey	-	3	0	0	3	7
ARE	302	Real Estate Economics	-	3	0	0	3	7
ARE	323	Real Estate Marketing and Management	-	3	0	0	3	6
ARE	390	Internship	-	0	6	0	3	3
HTR	302	History of Turkish Revolution II	HTR 301	2	0	0	2	2
		Departmental Elective	-	3	0	0	3	6
		Total		14	6	0	17	31
YEDİNCİ YARIYIL (GÜZ) / Seventh Semester								
Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS
ARE	431	Real Estate Financing and Investment	-	3	0	0	3	7
ARE	401	Urban Economics	-	3	0	0	3	7
ARE	421	International Real Estate Markets	-	3	0	0	3	6
ATD	457	The Turkish Tax Systems	-	3	0	0	3	6
		Departmental Elective	-	3	0	0	3	4
		Total		15	0	0	15	30
SEKİZİNCİ YARIYIL (BAHAR) / Eighth Semester								
Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS
ARE	402	Real Estate Contracts	-	3	0	0	3	6
ARE	432	Risk Measurement and Management in Real Estate	-	3	0	0	3	6
ARE	490	Graduation Project	-	0	3	0	3	7
ATD	424	Business Strategy	-	3	0	0	3	6
		Free Elective	-	3	0	0	3	5
		Total		12	3	0	15	30
		General Sum					130	240
AREA ELECTİVES								
Kod Code		Dersler Courses	Önkoşul Prerequisite	T	U	L	Y Credit	AKTS ECTS
ARE	151	Real Estate Ethics	-	3	0	0	3	6
ARE	251	Legal Regulations in Construction	-	3	0	0	3	6
ARE	351	Construction Accounting	-	3	0	0	3	6
ARE	451	History of Urban Planning	-	3	0	0	3	6
ARE	452	Urban Transformation Applications in Turkey	-	3	0	0	3	6
ARE	453	Local Government and Urbanization						
ARE	454	Green Building and Sustainability	-	3	0	0	3	6
ATR	211	Purchasing, Warehousing & Distribution	-	3	0	0	3	6
ATD	255	European Economies	-	3	0	0	3	6
ATD	374	Human Resources Management	-	3	0	0	3	6