

## Property And Property Management Technician Program



Hasan Çağla, Sabahattin Akkus, Fuat Basciftci,  
Turgut Ayten, Beytullah Yalcin, Turkey

### INTRODUCTION

Development of countries is closely linked to the existence of **qualified human power** with good professional background. A high rate of schooling in a country as well as establishing an educational system that will generate a workforce having the skills and ability needed by the economic structure will raise the chances of world countries to adapt to global economy.

Vocational High Schools are getting more important in Turkey, which is a developing country, like in all developed countries day by day because of the developing technologies, **increasing number of students** want to study at university each year and shifting conditions of the competition from country wise to global wise.

Professional **Real Estate Management** is one of the occupations that have deficiency in our country. However “property dealing” is directly related with the immovable property possession in content sense. Location of the property and its legal aspect, **public work – cadastre** – and overall evaluation of the environment relations need professionalism which is obtained with information accumulation and training.

On the other hand Real Estate Management has not reached to its expected popularity because of the insufficient support of cartographers, civil engineers and architects who are educated on this specific field. **As a result of this**, considerable speculations and unfair unearned income are originated on the immovable of the country. This also creates a **negative effect** on the community’s point of view towards immovable and for this reason; the outcome is generally put on the shoulders of the groups who are trained on this field.

**Real Estate sector** is one of the most developed sectors in our country and globally and it has a rather wide workforce. People always need immovable properties whether to continue their lives or for investment purposes.

## LEGAL STATUS OF PROPERTY MANAGEMENT TECHNICIAN PROGRAM

A direct law or arrangement has not been entirely regulated on “Real Estate Brokering” occupation in Turkish Law System.

Associations, that are occupation foundations, have the status of public institutions; as it is stated in the **Fundamental Law number 135**, “public institutions are judicial personalities established to meet the common needs of the ones who are connected with the same occupation, to make the professional activities easier, to develop the profession accordingly with the common benefits, to dominate trust on the relations among the occupation members and with the public and to provide discipline and moral on profession.”

*On this subject*, law preparation studies based on creating an “*independent occupation*” have been carrying on till 1993 but it has not been completed for some reasons. Real Estate Consultancy law draft which was prepared by the Deed and Cadastre General Management in May 2006, was sent to the related corporation and foundations to get their opinions. The reason of this draft is known that having an average number of 300.000 occupation members and 900.000 occupation workers with average number of 2.500.000 to 3.000.000 peoples’ source of living, this occupation is left to practice as it has no legal regulation.

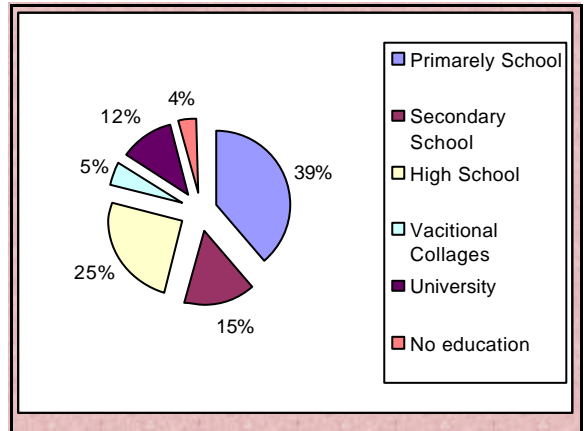
## PROPERTY AND PROPERTY MANAGEMENT TECHNICIAN PROGRAM NEED

**Real Estate Management** is one of rarest occupation branch that training and education are not provided independently from the subject in our country. People working in the market are either trained by a master - apprentice relationship or educated on a different branch then headed to this occupation. *As there are no experts on the field*, people doing this business are called “**property dealers**” among public and they are only involved in sales and rent of the immovable properties.

**However in developed countries** there are two year high schools, three year technical schools and four year faculty departments that provide education and train experts on real estate management. **Trend of the property sector** is rising gradually in Turkey; along with the coming of the Mortgage System it will reach a more different structure, there will be new concepts and new work fields and there will be a need of enterprising personnel who are trained on vocational education.

This can be achieved by training middle-line personnel who can evaluate the location, *height and topographic data* related to the land which is limited and can not be expended on quantity sense, who can evaluate all type of immovable, who have knowledge on property management, trading, marketing and legal situation of the property.

Number of property dealers have exceeded over a hundred thousand in Turkey hence most of them have not been educated on their subject and at the same time they serve out of the standards. According to the investigation made in the centre of Konya. There are 512 registered real estate agents. Among these real estate agents, 200 of them are graduated from primary school (39%), 76 of them are graduated from secondary school (15%), 130 of them are graduated from high school (25%), 26 of them are graduated from vocational colleges (5%), 60 of them are graduated from various faculties of the universities (12%) and the educational status of the 20 is unknown (4%).



As the process of property possession for the foreigners in our country was verified legally, well-trained and experienced real estate and real estate management graduates, according to the European Union adaptation law, will contribute positively to this process.

#### PROPERTY AND PROPERTY MANAGEMENT TECHNICIAN PROGRAM TRAINING

There are no four year programs on *Real Estate and Real Estate Management* in Turkey. Two year programs at some of the universities provide this education. Pre-baccalaureate diploma is given to the students who graduate from this program.

When the curriculum of the *Real Estate and Real Estate Management* Program in Turkey is checked, it is seen that there is no unity and equivalence.

#### Main Responsibilities Of The Graduates Of Property And Property Management Technician Program

The graduates of Real Estate and Real Estate Management Program conduct the duties listed below:

- Real Estate Management
- Evaluation
- Marketing
- Investment Directing
- Pre-Research
- Consultancy
- Accounting
- Expert Services
- Trading
- Renting
- Bartering and Mortgaging
- Profit Access and Condominium
- Category Changing

- Technical and Legal Correction
- Easement
- Measurement Sketch, Benchmark Sketching and Plot Plan Certificate taking from the Municipality and Cadastre Organization
- Tax Exemption Certificate
- Preparing Property Declaration
- All Operations at Cadastre Registry Department on Inheritance Properties
- Sales Contracts at Notary Public
- Preparing Construction Contract in Response to Floor and Comparing Alternatives
- Establishment of Cooperative
- Finding Land and Members to Cooperatives

## CONCLUSION AND PROPOSAL

Graduates of this program have sufficient information on real estate management's basic principles and concepts, information systems, accounting and business administration. property, cadastre, *Besides, they will have technical information on subjects such as evaluation on immovable and legal aspect of the immovable construction*, architecture and they will have information on housing regulation and that they can follow all the related legal regulations to become more qualified and serve above the standards.



- E-mail. [hcagla@selcuk.edu.tr](mailto:hcagla@selcuk.edu.tr)