

## **Property and Property Management Technician Program**

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**Key Words:** Property Management, technician, education

### **SUMMARY**

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 education 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.

Unemployment, on the other hand, is on the rise especially among unskilled youth. In parallel to this, the importance of vocational education that will supply qualified workforce is becoming more evident.

There is an increasing demand for middle-line personnel who will be employed in preparing projects and applications of land planning work which covers issues such as the generation and arrangement of agricultural land that is limited and can not be expanded, the production and planning of rural and urban land, who will take measurements and evaluate topographic features like location, elevation etc. that will form a base for the evaluation of property, who will be able to evaluate all kinds of property and who are knowledgeable in matters such as managing, buying, selling and marketing of the property and its legal status.

There is a need for a well-trained workforce in Turkey, which is on the point of acceding to European Union. Today, it is well understood by both public and private sectors that evaluation of property is an important discipline that can not be left to those people with very low education who are called “property dealers”. However, there are not sufficient higher education programs that give regular education to those wishing to choose this profession as a career, and nor is there unity and homogeneity among those that exist.

In this study, information will be given on remodelling of the property and property management programs and their curricula in order to remove the educational gap in this field.

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## 1. 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. Unemployment, on the other hand, is on the rise especially among unskilled youth. In parallel to this, the importance of vocational education that will supply qualified workforce is becoming more evident (Schulze, 1977).

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 (Gurbuz, 2001).

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 (Yomralıoğlu, 2002).

There is a necessity on nationwide equivalence program in order to develop qualified productive power. The main factor that forms the bases of this necessity is the existence of the departments that have opportunities. It is known that there are many training units whether on engineering or technical education at the discussions focus on the topic of “education”.

State and government authorities in Turkey mention at their statements that they want to increase the rate of the vocational education to 65% as in the contemporary world. It is seen that this target is often emphasized at the development plans, education councils and government programs. Yet the current situation and the followed political line do not seem to have the quality to support this target at all. The main problem is not how many students take the university entrance test; it is the millions who are obliged to unemployment as they have no vocational skills. This indicates that the establishment of the Vocational High Schools which meet the need of qualified middle-line personnel is highly important at bottom.

However the applied political practices do not have the quality to support this idea. 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.

## **2. 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.

According to Turkish Commerce Code, item 12, paragraph 12 and Commerce Register Regulation item 14; broker, agency and such institutions established for intervention are called “Trading Establishments” and the ones who run these are called “merchants”.

It is stated at the Code of Obligations item 404 that the “Property Brokering” is valid as long as it is done in black and white. For this reason, due to the rules of the Turkish Commerce Law item 12, a connection between brokering and property brokering is made.

However, property brokering was included to the tradesman and craftsman branch by the “Tradesman and Artisans”, “Merchant and Industrialist Designation Coordination Committee’s” decision, dated 24.06.1997 and numbered 9, which was founded in accordance with the 507 numbered Tradesman and Craftsman Law’s 3153 different item number 6.

This decision became valid on January the 22<sup>nd</sup> 1999 at the Official Newsletter numbered 23588. Just after the validity of this decision, Property Vocation Associations were established in some cities featuring as Public Institutions.

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. An amount of money, ten times higher than the whole country budget, is being exchanged in this sector but still four out of ten property agents work unregistered which negatively affect the national economy income (URL 1). According to this draft law, “property counseling” is seen as an occupation and it is verdict that the ones who have not been educated on this subject can not be activated for working.

Besides, all type of activities such as trading, renting, price evaluation and mortgage are to be done by the property agents according to this law.

### **3. 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.

The change in the Title Deed Law dated 12.29.2005 and numbered 5444 states that “real persons who are foreign citizens can possess properties only if they apply the legal limitations mutually and have either offices or residences in Turkey which have development plan or position development plan that are separated and registered for these purposes”. Along with this law, our country that connects Asia to Europe, having four seasons at the same time, having first class tourism facility establishments, having widespread organic agriculture field and having convenient topographic structure takes the attention of the foreign investors. Under these circumstances, it is perceived that how much qualified personnel who are educated on this field and who are socially active are needed.

The virginity in property trading recent years has increased the number of people who want to do this job as an occupation. Furthermore, it is not a “let’s divide this greengrocers store to sell and rent houses” type of attempt, old bureaucrats and general managers consider this occupation as part of their career plans. When we look at the number of trading on houses in 2005, this job arouses desire. It is all clear that an office having good business and earning 3% commission from the buyer and 3% commission from the seller for an immovable makes more endorsement than other occupations. The virginity on immovable trading last year eliminates the stagnation in most of the work force that has not been going on for years. At the same time, immovable property regained the lost interest. (URL 2)

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 (39,06%), 76 of them are graduated from secondary school (14,84%), 130 of them are graduated from high school (25,39%), 26 of them are graduated from vocational collages (5,08%), 60 of them are graduated from various faculties of the universities and the educational status of the 20 is unknown (3,91%).

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.

#### 4. 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. The quota of the students is shown at Table – 1 (Student Selection Placement Test, 2005) .

Table 1. Property and Property Management Vocational High Schools and Quota

University	Vocational High School	Quota	
		Regular Training	Night Training
ISTANBUL	Social Science	80	0
KIRIKKALE	Kirikale Vocational High School	45	0
KOCAELI	Ali Rıza Vezir	50	0
ULUDAG	Social Science	40	0
SAKARYA	Geyve	30	30
YILDIZ TEKNIK	Yıldız	40	0
<b>TOTAL</b>		285	30

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. To provide this unity and equivalence a sample curriculum is shown at Table – 2.

Table 2. Required Course Schedule for the Real Estate and Real Estate Management Program

Quarter	Code of Courses	Name of the Courses	Total Class Hour	Theory	Practice	Credit
1 <sup>st</sup> Q U A R T E R		English 1	2	2	0	2
		Fine Speaking and Writing Arts 1	2	2	0	2
		History and History Comprehension 1	2	2	0	2
		Basic Information Technology Usage 1	3	1	2	2
		Cartometry	2	2	0	2
		Principles of Law	2	2	0	2
		Residence and Building Knowledge 1	2	2	0	2
		Measurement Technique and Practice I	4	2	2	3
		Fine Arts	1	1	0	0
		Office Management	2	2	0	2
	Commercial Mathematics 1	2	2	0	2	
<b>TOTAL</b>			<b>24</b>	<b>20</b>	<b>4</b>	<b>22</b>
2 <sup>nd</sup> Q U A R T E R		English 2	2	2	0	2
		Fine Speaking and Writing Arts 2	2	2	0	2
		History and History Comprehension 2	2	2	0	2
		Basic Information Technology Usage 2	3	1	2	2
		Residence and Building Knowledge 2	2	2	0	2
		Introduction to Register of Title Deeds	3	3	0	3
		Zoning Law and Municipality 1	3	3	0	3
		Measurement Technique and Practice II	4	2	2	3
		Commercial Mathematics 2	2	2	0	2
		Property Brokerage Techniques	3	2	1	2,5
<b>TOTAL</b>			<b>26</b>	<b>21</b>	<b>5</b>	<b>23,5</b>
3 <sup>rd</sup> Q U A R T E R		Business Management	2	2	0	2
		Vocational Foreign Language I	2	2	0	2
		Property Credit Granting	2	2	0	2
		Property Trading and Taxation Legislation	3	3	0	3
		Property Evaluation 1	3	3	0	3
		Property Register Applications	2	1	1	2
		Zoning Law and Municipality 2	3	3	0	3
		Marketing of Immovable 1	3	3	0	3
		Land and Building Cooperative Trading (Selective Course)	2	2	0	2
		Benchmarking	2	2	0	2
<b>TOTAL</b>			<b>22</b>	<b>21</b>	<b>1</b>	<b>21,5</b>
4 <sup>th</sup> Q U A R T E R		Property Information System	2	2	0	2
		Business Morals	2	2	0	2
		Marketing of Immovable 2	2	2	0	2
		Application and Building Survey	2	2	0	3
		Investment and Public Relations	2	2	0	2
		Vocational Foreign Language II	2	2	0	2
		City Planning and Urbanism	2	2	0	2
		Property Evaluation 2	3	3	0	3
		Legislation of Protection of Historical and Cultural Assets	2	2	0	2
		Real Estate Legislaton (Selective Course)	2	2	0	2
		Real Estate Taxation (Selective Course)	2	2	0	2
	Workplace Application					

	<b>TOTAL</b>	<b>24</b>	<b>22</b>	<b>2</b>	<b>23</b>
	<b>GENERAL TOTAL</b>	<b>96</b>	<b>84</b>	<b>12</b>	<b>90</b>

#### **4.1 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:

- a) Real Estate Management
- b) Evaluation
- c) Marketing
- d) Investment Directing
- e) Pre-Research
- f) Consultancy
- g) Accounting
- h) Expert Services
- i) Trading
- j) Renting
- k) Bartering and Mortgaging
- l) Profit Access and Condominium
- m) Category Changing
- n) Technical and Legal Correction
- o) Easement
- p) Measurement Sketch, Benchmark Sketching and Plot Plan Certificate taking from the Municipality and Cadastre Organization
- q) Tax Exemption Certificate
- r) Preparing Property Declaration
- s) All Operations at Cadastre Registry Department on Inheritance Properties
- t) Sales Contracts at Notary Public
- u) Preparing Construction Contract in Response to Floor and Comparing Alternatives
- v) Establishment of Cooperative
- w) Finding Land and Members to Cooperatives

Besides, graduates work as a specialist at the fields listed above and have independent offices in public and private sector as different job branches (Yildiz and Ertas, 2003).

#### **5. STUDENT ACCEPTION CONDITIONS TO THE PROPERTY AND PROPERTY MANAGEMENT TECHNICIAN PROGRAM**

The students who are/will be graduates of “Vocational Lycee” will be transferred to the determined departments and the students who are/will be graduates of “Regular Lycee” will be placed to the available programs according to their demand or to their scores from the “Student Selection Examination”.

Vocational and technical schools that passes directly to this program without an exam:

- 1- Property Dealing
- 2- Mapping and Cadastre
- 3- Banking
- 4- Computerized Accounting
- 5- Stock Exchange Services
- 6- Sea and Harbor Management
- 7- Foreign Trade
- 8- General Services (Railway)
- 9- Business Management
- 10- Business Management (Railway)
- 11- Accounting
- 12- Insurance Selling
- 13- Foundation Management
- 14- Trading
- 15- Graduates of Trade Schools when there was no branching
- 16- A - Group (Commercial Science School)

The ones who graduate successfully from the Real Estate and Real Estate Management pre-baccalaureate program can pass to the departments listed below if they pass the test prepared by Student Selection Examination Committee.

Four year programs that pre-baccalaureate graduates can continue;

- 1- Geodetic Engineering
- 2- Business Management
- 3- Business Management – Economy
- 4- Management Information

### **5.1 Job Opportunities**

Finding a job in the sector for the graduates of Real Estate and Real Estate Management Program will not be hard. After graduating, they can work at public sector such as; Property Offices, Agricultural Reform General Management, National Property Management, Office of the Register of Deeds, Municipality Property Managements and at private sector such as; Property Management Consulting Firms, Law Offices, Land Protection, Land and Land Arrangement, Property Firms that makes parcellation and secretion, cadastre firms and at their own property offices. (URL 3)

## **6. 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. Besides, they will have technical information on subjects such as evaluation on immovable and legal aspect of the immovable property, cadastre, 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.

Real Estate Management will accelerate many sectors and it will provide brand new career opportunities to occupations such as, engineers to architects, bankers to lawyers. New expertise will be added to these occupations. The ones who take this opportunity will either have good career or have good economical condition.

This occupation should have more quality with laws and with good education. When the legal regulations are applied, the quality of the people who are interested in this sector will be much better. Customers will realize the difference after a while and they will become “selective” and will choose the educated ones. Quality of the service will be higher in parallel with the good education level.

It should be known that personnel who are well educated and who fit the national politics in our country, which is on the point of acceding to European Union, is needed and related legal regulations should go into effect as soon as possible.

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