



Federation for **E**Ducation in **E**urope
Fédération Européenne Des Ecoles



EUROPEAN BACHELOR'S REAL ESTATE

The real estate sector is at the crossover between the financial, economic and social sectors. In recent years the sector has undergone numerous upheavals that have led to major changes in professional practice. Whether they specialise in homes or property for investment, real estate professionals must be able to draw on a large bank of cultural, technical, regulatory and commercial knowledge.

The European Bachelor's in Real Estate provides solid skills in marketing, law, insurance, architecture, urban planning, construction and environmental management. To complete their training, students also take a specialisation unit in either property transactions or property management.

✓ CAREER DESTINATIONS

- Property Negotiator
- Client Manager
- Sales Representative
- Rentals Manager
- Property Administrator
- Condominium Manager



KEY SKILLS

- Manage a real estate agency
- Provide clients with financial advice
- Help clients realise their plans
- Understand how properties are valued
- Conduct a property transaction
- Understand an insurance contract
- Understand the professional regulations governing the sector
- Master canvassing and sales techniques
- Manage housing rentals
- Be familiar with details of tax exemption and depreciation as relevant to rentals
- Can manage condominiums and corporate property
- Conclude property management services contracts
- Network effectively

Designed by experts and professionals in the field, the European Bachelor's in Real Estate is an innovative, hands-on programme that provides students with the skills sought by the contemporary property sector. The programme is an excellent basis for future career growth in a sector that is strategically vital for all organisations.

EUROPEAN BACHELOR'S

Real Estate

60 ECTS credits



Admission requirements

The European Bachelor's in Real Estate requires:

- either prior completion of a European Qualifications Framework (EQF) level-5 degree (120 ECTS credits);
- or official validation of equivalent experience (at least one year's recognised sector-relevant experience).

PROGRAMME CONTENTS

1 - Marketing, Law and Insurance

This unit ensures students:

- can identify and analyse information concerning the property market;
- are familiar with the full range of actors in the sector and can understand a business's strategy;
- can assess the importance of construction and housing for the economy as a whole;
- can weigh the impact of the international market;
- understand how housing costs are related to socio-demographic changes;
- understand how prices are established in the property sector;
- have a good knowledge of mediation activities and their professional context;
- can ensure the security of funds and protect clients' interests;
- can work with contractors;
- are familiar with and can implement insurance contracts.

4 - Professional Experience

A strong point of FEDE European bachelor's degrees is the requirement for students to consolidate their learning and gain a careers head start through hands-on work experience. The aim is to apply the knowledge and skills acquired during the programme and gain professional confidence.

By completing a work placement in their chosen field, students acquire direct knowledge of the sector and all-important experience in their future role. Students also carry out a supervised project. The project requires them to devise and implement a strategy for completing a professional assignment.

Students produce a dissertation or activity report and present their findings orally.

2 - Architecture, Urban Planning, Construction and the Environment

This unit ensures students:

- are familiar with different types of architecture and their impact on the value of properties;
- can analyse background documents and identify potential issues;
- can identify the people and tools involved in preparing a site for construction;
- are familiar with and know how to obtain building permits;
- are familiar with the stages and actors involved in construction projects;
- are familiar with the functions and vocabulary associated with relevant trades;
- know the various methods for calculating a property's surface area;
- are familiar with environmental protection rules and the concept of sustainable development;
- are familiar with health, safety and accessibility standards.

5 - European Culture and Citizenship

This unit ensures students:

- have a solid knowledge of the workings, institutions, geography, geopolitics and economics of Europe;
- understand the European model and how it differs from other models in terms of history, regulations, law and culture;
- understand Europe in a broader sense (intercultural aspects, human resources, policies, religions, international trade, taxation etc.);
- have the tools necessary to do business in an EU country;
- understand relevant cultural codes and their impact on interpersonal relations;
- can supervise employees and encourage staff mobility in order to raise their international career prospects.

3 - Specialisation: Transactions or Management

The Transactions option ensures students:

- are familiar with the various types of organisation functioning in the property sector;
- can define and evaluate a business's market, its environment and its development;
- can lead a campaign to contact potential clients and assess its efficacy;
- can estimate the price of property and property rights;
- can identify the limits, needs and motivations of those wishing to purchase or rent property.

The Management option ensures students:

- are familiar with and can manage the administrative procedures required for rentals and purchases;
- are familiar with condominium management and can identify shared and private areas;
- can analyse a condominium management agent contract and weigh its legal implications;
- can manage a home owners' meeting;
- can keep maintenance records;
- can manage the staff employed by a condominium.

6 - Modern European Language

This module ensures students:

- have CEFR level B1 (writing and speaking) in a modern European language;

It results in the awarding of the FEDE Language Certificate; the Certificate is based on the CEFR and is recognised by the IFEF.

For more information:
<https://www.fede.education/fr/nos-diplomes/>

