REAL ESTATE AND PROPERTY MANAGEMENT PROFESSIONAL (REPMP)10-DAY EXECUTIVE AND PROFESSIONAL TRAINING PROGRAMME

Introduction

The Real Estate and Property Management Professional (CREPMP) is a comprehensive professional development programme designed to equip real estate practitioners, property managers, investors, facilities managers and institutional property administrators with the strategic, technical, financial, legal and operational competencies required to manage real estate assets effectively. The programme examines the entire property management lifecycle, from property acquisition, investment analysis and valuation to leasing, tenant relations, maintenance, facilities management, financial performance, risk management and asset disposal. Participants will explore modern property management approaches, including digital property management systems, artificial intelligence, smart buildings, sustainability, ESG compliance and data-driven real estate investment decisions. Special emphasis is placed on improving property profitability, strengthening regulatory compliance, enhancing tenant satisfaction, minimizing operational risks and maximizing long-term asset value. Through practical case studies, property investment simulations, financial modelling, contract analysis and management exercises, participants will acquire applicable competencies for managing residential, commercial, industrial, institutional and mixed-use properties across diverse international markets.

Course Objectives

- Analyse real estate markets, investment opportunities and emerging property trends.
- Analyse real estate markets, investment opportunities and emerging property trends.
- Apply strategic approaches to property acquisition, development, management and disposal.
- Evaluate property investments using financial analysis and internationally recognized

P.O Box 7254- 01000
www.trustgatecorporateskills.co.ke
Location Thika & Nairobi

valuation principles.
- Develop effective leasing, tenant management and rental income optimisation strategies.
- Implement property maintenance, facilities management and asset lifecycle programmes.
- Apply legal, regulatory, ethical and governance principles in property management.
- Establish property budgeting, accounting, reporting and financial control systems.
- Identify and manage operational, financial, environmental and legal property risks.
- Integrate PropTech, artificial intelligence and digital systems into real estate operations.
- Develop strategic property management plans and performance monitoring frameworks.

Course Modules

> Module 1: Introduction to Real Estate and Property Management
- Concepts, scope and principles of real estate management
- Types and classifications of real estate assets
- Structure and dynamics of international real estate markets
- Roles and responsibilities of real estate and property management professionals

> Module 2: Real Estate Markets and Investment Environment
- Real estate market analysis and investment cycles
- Demand, supply and property market dynamics
- Macroeconomic factors influencing property performance
- Emerging trends and investment opportunities in global real estate

> Module 3: Real Estate Investment Analysis and Decision-Making
- Property investment appraisal and feasibility analysis
- Return on investment, net present value and internal rate of return
- Cash flow forecasting and investment profitability
- Real estate portfolio diversification and investment strategies

> Module 4: Strategic Property Asset Management
- Property asset lifecycle management
- Strategic asset planning and portfolio optimisation
- Property acquisition, redevelopment and disposal strategies
- Maximising long-term property value and investment returns

P.O Box 7254- 01000
www.trustgatecorporateskills.co.ke
Location Thika & Nairobi

> Module 5: Property Valuation and Market Appraisal
- Principles and internationally recognized property valuation standards
- Market comparison, income and cost valuation approaches
- Property valuation for investment, financing and insurance
- Valuation reporting, assumptions and professional ethics

> Module 6: Real Estate Finance and Financial Management
- Real estate financing structures and funding options
- Mortgage financing, leverage and debt management
- Property budgeting, accounting and financial reporting
- Rental yield analysis, operating expenses and financial performance

> Module 7: Property Leasing and Contract Management
- Lease structures, terms and contractual obligations
- Lease negotiation, documentation and administration
- Rent reviews, lease renewals and termination procedures
- Managing lease defaults and contractual disputes

> Module 8: Tenant Relations and Customer Experience Management
- Tenant acquisition, screening and onboarding
- Tenant communication and relationship management
- Tenant satisfaction, retention and service quality
- Complaints handling, dispute resolution and eviction procedures

> Module 9: Property Operations and Maintenance Management
- Preventive, corrective and predictive maintenance strategies
- Property inspection and condition assessment
- Maintenance planning, scheduling and cost control
- Contractor supervision and service-level agreements

> Module 10: Facilities Management and Building Services
- Integrated facilities management principles
- Building systems, utilities and infrastructure management
- Workplace safety, security and emergency preparedness
- Facilities performance monitoring and service optimisation

> Module 11: Real Estate Law and Regulatory Compliance
- Property ownership, land tenure and property rights

- Property transactions, registration and documentation
- Landlord–tenant legislation and regulatory obligations
- Property taxation, zoning, planning and development controls

> Module 12: Property Governance, Ethics and Professional Standards
- Corporate governance in real estate management
- Professional ethics, accountability and transparency
- Anti-money laundering and real estate transaction integrity
- Regulatory compliance monitoring and internal controls

> Module 13: Real Estate Risk Management and Insurance
- Identification and assessment of property-related risks
- Property insurance, liability and risk transfer
- Business continuity and disaster recovery planning
- Property risk registers and mitigation strategies

> Module 14: Sustainable Real Estate and ESG Management
- Environmental, social and governance principles in real estate
- Green buildings and sustainable property operations
- Energy efficiency, water conservation and waste management
- Climate resilience and sustainability performance reporting

> Module 15: Property Technology (PropTech) and Digital Systems
- Digital property management platforms and applications
- Automated rent collection and tenant management systems
- Property data management, analytics and reporting
- Smart buildings, IoT and integrated building management systems

> Module 16: Artificial Intelligence and Real Estate Innovation
- Artificial intelligence applications in property management
- Predictive maintenance and intelligent asset monitoring
- AI-supported market forecasting and investment analysis
- Digital transformation strategies and cybersecurity in real estate

> Module 17: Property Performance Measurement and Reporting
- Property management key performance indicators
- Occupancy rates, rental yields and net operating income
- Property performance dashboards and management reports

P.O Box 7254- 01000
www.trustgatecorporateskills.co.ke
Location Thika & Nairobi

- Benchmarking property performance against industry standards

> Module 18: Real Estate Portfolio and Stakeholder Management
- Managing residential, commercial and mixed-use property portfolios
- Stakeholder mapping, engagement and relationship management
- Property management outsourcing and service provider evaluation
- Strategic portfolio reviews and asset optimisation

> Module 19: Strategic Real Estate and Property Management Planning
- Developing a strategic property management plan
- Aligning property strategies with organisational objectives
- Property management implementation frameworks
- Resource allocation, accountability and performance monitoring

> Module 20: Applied Property Management Simulation and Action Planning
- Integrated real estate investment and property management case study
- Preparation of a property management operational budget
- Development of a property risk and performance management matrix
- Presentation of institutional property management improvement plans

P.O Box 7254- 01000
www.trustgatecorporateskills.co.ke
Location Thika & Nairobi