Garnet
Garnet Global Training Center

GGT-FM-129

Facilities & Real Estate Management

Real Estate Marketing & Brokerage

التسويق والوساطة العقارية

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (practitioner)**

Overview

Real Estate Marketing & Brokerage turns established good practice into step-by-step methods that participants rehearse in exercises and then apply at work. Run buildings and property portfolios efficiently, safely and at the right cost. You can join a public session in one of 20 cities or live online, in English or Arabic, or bring the course in-house with examples from your own operations.

What you will be able to do

- Apply the methods and standards of Real Estate Marketing & Brokerage to real tasks.
- Avoid the mistakes that most often cause rework or failure.
- Share good practice with your team.
- Use the right tools, checks and calculations step by step.
- Diagnose common problems and identify root causes.

Who should attend

Facility and property managers, maintenance heads, real estate and asset managers. Practitioners with one to five years of experience benefit most.

Key topics

- Service contracts and SLAs
- Building systems: HVAC, fire, lifts
- Space and workplace planning
- Lifecycle cost and budgeting
- Property valuation and leasing
- Smart building technology

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

WhatsApp: +971 56 674 7382

Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Real Estate Marketing & Brokerage: principles and standards

- Lifecycle cost and budgeting
- Common mistakes and how to avoid them

Day 2 Methods and tools in practice

- Property valuation and leasing
- Smart building technology

Day 3 Diagnosis and problem solving

- Service contracts and SLAs
- Regional and international case studies

Day 4 Quality, safety and documentation

- Building systems: HVAC, fire, lifts
- Checklists and templates to take away

Day 5 Workshop, assessment and action plan

- Space and workplace planning
- Group discussion and peer review

10-day outline

Day 1 Real Estate Marketing & Brokerage: principles and standards

- Lifecycle cost and budgeting
- Common mistakes and how to avoid them

Day 2 Methods and tools in practice

- Property valuation and leasing
- Smart building technology

Day 3 Diagnosis and problem solving

- Service contracts and SLAs
- Regional and international case studies

Day 4 Quality, safety and documentation

- Building systems: HVAC, fire, lifts
- Checklists and templates to take away

Day 5 Workshop, assessment and action plan

- Space and workplace planning
- Group discussion and peer review

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Measurement and reporting

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Hands-on workshop on a workplace challenge

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
1–5 Feb 2027	5-day classroom	Abu Dhabi	English	4,750
15–26 Mar 2027	10-day classroom	London	English	8,950
18–22 Oct 2027	5-day classroom	Dubai	Arabic	4,750
8–12 Nov 2027	5-day online	Live online	Arabic	2,950
10–21 Jan 2028	10-day online	Live online	Arabic	5,450
18–22 Jun 2028	5-day classroom	Jeddah	Arabic	4,750
13–17 Aug 2028	5-day classroom	Muscat	Arabic	4,750
3–14 Dec 2028	10-day classroom	Manama	English	8,950
3–14 Jun 2029	10-day classroom	Kuwait City	English	8,950

Dates	Format	City	Language	Fee (USD)
7–11 Oct 2029	5-day classroom	Riyadh	Arabic	4,750
12–16 Nov 2029	5-day online	Live online	English	2,950
17–21 Dec 2029	5-day classroom	Vienna	English	4,750
18 Feb – 1 Mar 2030	10-day online	Live online	Arabic	5,450
11–22 Mar 2030	10-day classroom	Dubai	Arabic	8,950
17–21 Nov 2030	5-day classroom	Riyadh	English	4,750
2–6 Dec 2030	5-day classroom	Abu Dhabi	English	4,750

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/