DREMI

DUBAI REAL ESTATE
MANAGEMENT INSTITUTE
MBA IN REAL ESTATE PROGRAM

AFFILIATED TO

KENNEDY UNIVERSITY

Diploma in
INTERNATIONAL REAL ESTATE MANAGEMENT

Global Opportunities | Dubai Career Pathways | Industry Expertise

DREMI DUBAI REAL ESTATE MANAGEMENT INSTITUTE
MBA IN REAL ESTATE PROGRAM

The DREMI Vision — Bridging Markets

The DREMI Vision

The Future of Real Estate Leadership
Welcome to the Dubai **Real Estate Management Institute (DREMI)**. We exist to bridge the gap between academic theory and the high-stakes demands of the global property market. Our program is a rapid-fire, intensive immersion designed for immediate career acceleration.

Global Recognition

Global Recognition in Real Estate Management is proudly accredited by Kennedy University, USA, ensuring that your degree holds the highest international standards of academic rigor and professional value. This accreditation ensures global recognition and acceptance.

INTERNATIONAL CERTIFIED PROGRAMS

All flagship programs offered by DREMI – Dubai Real Estate Management Institute are academically validated and certified by Kennedy University, USA, ensuring global standards of education, credibility, and professional relevance.

Why Kennedy University Certification Matters
Kennedy University, USA is a globally recognized higher education institution focused on career-driven, industry-integrated academic programs. Its academic validation confirms that DREMI's real estate management curriculum meets international education benchmarks and delivers practical, market-ready learning outcomes.

"We don't just teach real estate; we immerse you in the markets that are shaping the future."

Who Is This Diploma For?

01 Aspiring Professionals (Career Starters)

Ambitious graduates seeking a fast track into high-growth international real estate roles.

02 Career Shifters

Professionals from related fields (Finance, Engineering, Sales) looking to transition into specialized Real Estate Management.

03 Real Estate Insiders

Current real estate professionals aiming to globalize their skills, specialize in investment/PropTech, and secure a Dubai-based career

Key Benefits
• Speed to Market
• Global Exposure
• Assured Internship
• Job Assistance

DREMI DUBAI REAL ESTATE MANAGEMENT INSTITUTE
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Program Structure & Career Assurance

DUBAI REAL ESTATE MANAGEMENT INSTITUTE
MBA IN REAL ESTATE PROGRAM

Program Structure

- **Blended Learning Model:** Structured online modules combined with live sessions, practical workshops, and real-world projects.
- **Internship-Integrated Curriculum:** Mandatory internships in India or Dubai ensure hands-on industry exposure alongside academic learning.
- **Practical Orientation:** Real deal simulations, site visits, live client handling, and case studies aligned with global real estate practices.

Career Assurance

- **Role-Based Skill Mapping:** Training aligned to specific job roles such as Real Estate Consultant, Investment Advisor, Leasing Manager, and Property Manager.
- **Internship-to-Employment Pathway:** Performance-based conversion opportunities from internship to full-time roles.
- **Global Career Readiness:** Exposure to India and Dubai real estate markets prepares students for international opportunities.
- **Professional Grooming:** Resume building, interview preparation, client communication, and personal branding support.
- **Entrepreneurial Enablement:** Guidance for starting brokerage firms, channel partnerships, and real estate advisory businesses.

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DIPLOMA IN INTERNATIONAL REAL ESTATE MANAGEMENT

SEMESTER I

Foundations of International Real Estate
Duration: 6 Months | Credits: 18

Paper 1: Principles of International Real Estate
Credits: 4

- Global real estate markets overview
- Residential, commercial & mixed-use assets
- Stakeholders: developers, brokers, investors
- International best practices

Paper 2: Real Estate Economics & Market Analysis
Credits: 4

- Demand–supply & price dynamics
- Market cycles & risk factors
- Rental yield & capital appreciation
- Global economic indicators impacting real estate

Paper 3: Construction & Property Fundamentals
Credits: 3

- Building types & materials
- MEP basics
- Layout reading & specifications
- Quality benchmarks & sustainability

Paper 4: Sales, Negotiation & Client Psychology
Credits: 4

- Consultative selling for HNI & NRI clients
- Negotiation strategies
- Objection handling
- Ethics & professionalism

Paper 5: Communication & Business Skills
Credits: 3

- Business communication & email etiquette
- Presentation & pitch skills
- CRM basics
- Cross-cultural communication

Semester I Outcome:
✓ Strong foundation for international & Dubai property markets
✓ Confidence in client interaction & sales communication

SEMESTER II

Dubai Real Estate Specialization & Advanced Practice
Duration: 3 Months | Credits: 12

Paper 6: Dubai Real Estate Laws & Regulations
Credits: 4

- RERA, DLD & Trakheesi
- Freehold vs Leasehold
- Escrow laws
- Broker ethics & compliance

Paper 7: Dubai Property Market & Transactions
Credits: 4

- Off-plan vs ready properties
- Key locations & project analysis
- SPA, Oqood, MOU, Title Deed
- Mortgage & payment plans

Paper 8: Investment, Marketing & PropTech
Credits: 4

- ROI, IRR & yield calculations
- NRI & international taxation overview
- Digital marketing & lead funnels
- AI & PropTech tools in real estate

Semester II Outcome:
✓ Ability to independently sell & advise on Dubai properties
✓ Investment-oriented thinking & tech-enabled sales

MANDATORY INTERNSHIP

Dubai Real Estate Specialization & Advanced Practice
Duration: 3 Months | Credits: 12

Internship Areas:Dubai developers & brokerages India based Dubai channel partners Real estate investment advisory firms Internship

Responsibilities: Client handling & lead conversion Virtual/physical site visits Deal documentation & CRM updatesMarket research & sales reporting

Internship Evaluation: Internship Report ,Supervisor Feedback , Viva / Presentation

ASSESSMENT PATTERN

- Internal Assessment – 40%
- End-Semester Examination – 40%
- Project / Case Study – 20%

CAREER OUTCOMES

International Property Consultant
Dubai Real Estate Advisor , Sales Executive
Channel Partner / Broker Associate
Real Estate Investment Analyst

The Future of Real Estate Management Career

In Academic Association with Kennedy University, USA
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Why Kennedy University Certification Matters

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Value Stack Added Advantage

The certification strengthens professional credibility across India, Dubai, GCC countries, and international real estate markets.

DUBAI REAL ESTATE MANAGEMENT INSTITUTE
MBA IN REAL ESTATE PROGRAM

The Dubai Advantage — Lifestyle & Development

01

The Ultimate Global Classroom

Dubai is not just a market; it's a living laboratory for the future of urban development. Immersion with 2 month internship will expose you to unparalleled opportunities:

02

Safety, Stability, and Quality of Life

Dubai's commitment to urban excellence from its seamless metro network to its smart city initiatives and world-class airports creates a resilient and high performing environment for real estate assets.

03

World-Class Infrastructure

Consistently ranked among the safest cities globally, Dubai offers political and economic stability. The city's exceptional quality of life, featuring top-tier healthcare, international education, and multicultural environment, attracts global talent, further driving property demand.

Visionary Development

You will study projects aligned with the Dubai 2040 Urban Master Plan, focusing on sustainable growth, coastal development, and the expansion of mixed-use communities.

Why Dubai is the Best Destination for Investment ?

Maximizing Returns. Minimizing Risk.
Dubai's real estate market offers a compelling package for global investors, making it the most dynamic location for an MBA specialisation.

1. Tax-Free Environment

0% Personal Income Tax, 0% Capital Gains Tax on property sales. This maximizes net returns significantly.

2. High ROI & Yields

Average rental yields (often 5% to 9%) significantly surpass major global cities like London and New York.

3. Golden Visa Scheme

Property investment **(starting from AED 750,000)** qualifies investors for long-term residency visas **(up to 10 years).**

4. Regulatory Transparency

Regulated by the Dubai Land Department (DLD) and RERA, ensuring transparent transactions, escrow protection, and legal confidence for international buyers.

5. Strategic Global Hub

Located at the crossroads of Europe, Asia, and Africa, ensuring constant demand from diverse international HNWIs and corporations.

INTERNATIONALLY CERTIFIED PROGRAMS

Dual Certification Advantage
Upon successful completion, learners receive:
Certification from Kennedy University, **USA**
Program Completion Certificate from DREMI
This dual certification validates both academic excellence and professional competence.

Designed for Global Careers
DREMI programs are structured to prepare students for roles in:
Real Estate Sales & Leasing
Property & Asset Management
Investment Advisory
Developer & Channel Partner Operations
International Real Estate Markets

Academic Disclaimer
Kennedy University, USA provides academic certification and curriculum validation. Program delivery, training, and internships are conducted by DREMI Dubai Real Estate Management Institute.

Accredited Excellence in Real Estate Education

DREMI DUBAI REAL ESTATE MANAGEMENT INSTITUTE MBA IN REAL ESTATE PROGRAM & KENNEDY UNIVERSITY

DREMI (Dubai Real Estate Management Institute) stands as a leading institution dedicated to advancing professional education in the real estate sector. The institute is officially accredited by Kennedy University, USA, to run the MBA Program in Real Estate Management, reflecting its commitment to international academic standards and industry relevance.

This accreditation ensures that the MBA program offered by DREMI aligns with globally recognized curricula, combining academic rigor with practical, market-driven insights. Designed for professionals, entrepreneurs, and aspiring leaders in the real estate industry, the program equips learners with strategic, financial, legal, and managerial competencies required to excel in today's dynamic real estate markets.

Through its partnership with Kennedy University, USA, DREMI reinforces its mission to deliver world-class education, foster leadership, and contribute to the professional development of real estate practitioners in Dubai and beyond.

ACCREDITATION

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Florida Department of Education
fldoe.org

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République Française

International QHE Association
ISO 17011:2017 CERTIFIED
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EST. 2013
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ECI
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DEPARTMENT OF
ECONOMIC AND
SOCIAL AFFAIRS

YAYASAN UNIV RIAU
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International Education Professional Accreditation Association

Kennedy University Global Academic Hub
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MBA IN REAL ESTATE PROGRAM

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DREMI | DUBAI REAL ESTATE MANAGEMENT INSTITUTE
MBA IN REAL ESTATE PROGRAM

Contact Our Admissions Team Today

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Dubai, UAE

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