

Programs in

REAL ESTATE MANAGEMENT

“Real Skills for Real World”



India's 1st
Online
Executive
Real Estate
Management
Program

Powered by:



Built
Environment
Institute

Short Term – Certificate

Professional Certificate

Post Graduate Certificate

PGDM – Executive

PGDM

INTRODUCTION

India's real estate and built environment sector is undergoing transformative growth, driven by rapid urbanisation, progressive regulatory reforms, technological advancement, and increasing global investment. While this growth has unlocked vast opportunities, it has also amplified a critical challenge — the acute shortage of professionally trained and industry-ready talent capable of navigating the sector's evolving complexities.

To succeed in this dynamic landscape, professionals and aspiring entrants must continuously up skill and develop a holistic understanding of the multi-disciplinary dimensions that shape the real estate ecosystem. Addressing this emerging talent gap, the All India Management Association (AIMA) — India's apex body for management education — has partnered with SARE Built Environment Institute (SBEI) to offer specialised Real Estate Management programmes.

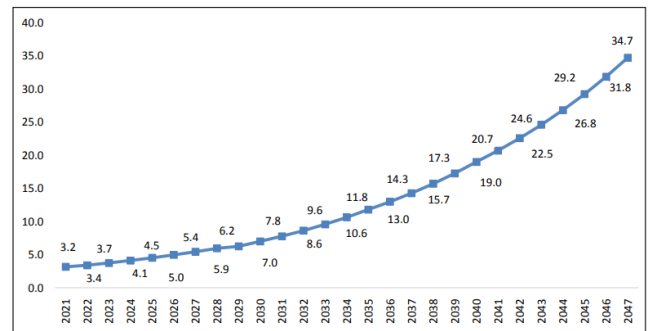
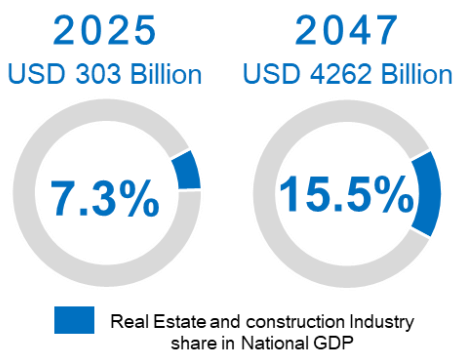
This collaboration combines AIMA's academic leadership with SARE's deep domain expertise to deliver AICTE-approved and industry-recognised programmes that are aligned with the National Education Policy (NEP). The programmes are structured, flexible, self-paced, and outcome-oriented — blending academic rigour with practical insights, contemporary case studies, and real-world application.

Learners can choose from a stackable pathway, ranging from a one-month certificate to a full Post Graduate Certificate & Diploma, with the flexibility to accumulate credits and earn certifications at their own pace.

WHY REAL ESTATE ?

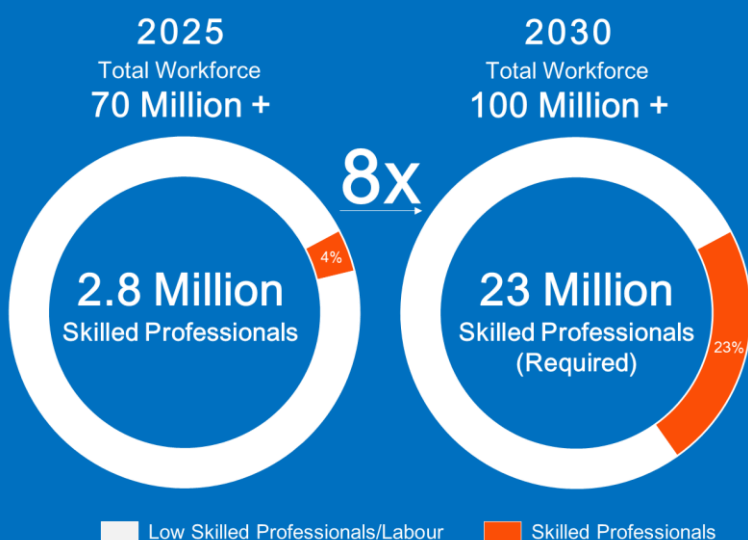
India's Built Environment sector — encompassing Real Estate, Infrastructure, Construction, and Building Materials — is one of the strongest engines of national growth as the country advances toward a USD 23–35 trillion economy by 2047.

For every ₹1 invested in real estate, ₹0.78 directly contributes to India's GDP, underscoring the sector's unmatched impact. Today, the industry accounts for 7.3% (USD 305 billion) of India's GDP (USD 4.19 trillion) and is projected to grow fourteen times to USD 4,262 billion by 2047, with a CAGR of 12.73%.



Source: PHD Research Bureau; projections for the years 2030, 2040 and 2047 are by PHDCCI
Image Credit: Viksit Bharat @ 2047, A Blueprint of Micro & Macro Economic Dynamics | April, 2024, PHD Chamber of Commerce and Industry – Voice of Trade

The Real estate and construction industry currently employs 70 million professionals, expected to reach 100 million by 2030. Only 4% of the workforce are skilled professionals. By 2030, India will require 23 million skilled professionals — eight times the current pool.



India by 2030 will need:

20
million

more working professionals

Traditional classroom learning alone cannot bridge this gap. The future lies in “Learn While You Work” programs that integrate practical experience with professional education.

Our Real Estate Management Program is designed to meet this urgent need. Our Graduates will emerge as well-rounded, industry-ready professionals — capable of bridging technical expertise with strategic business insight, and leading transformation in India's rapidly evolving Real Estate & Built Environment sector.

MENTORS

The program is led by renowned industry practitioners and global academicians — experts who bring “global insight with local relevance” with extensive experience in development, finance, valuation, and planning.

PROGRAM DIRECTOR

Sunil Agarwal



- Founder – SARE Built Environment Institute
- Founder & Director – SARE Valuers (OPC) Private Limited & Black Olive Ventures
- Council Member of Institute of Town Planners India
- Vice President of the Institution of Valuers
- Board and Investment Committee Member of Nisus Finance
- Ex-CEO of South Asian Real Estate
- Held senior leadership positions with ICICI Ventures, HSBC, DS Group, Colliers International, Chesterton Meghraj.
- Founding Team Member and Director at the RICS School of Built Environment.

INDUSTRY ADVISORY BOARD



N K Patel

Founder - Sun Builders,
Ahmedabad
Patron & Past President - ITPI



Tara Subramaniam

Industry Leader, Ex –
HDFC, JM Financial



Amit Goenka

Founder, Chairman & MD of
Nisus Finance (NIFCO)



Sunil Tyagi

Founder – Zeus Law
Associates



Ritesh Vohra

Managing Partner at Stoicap Ventures
Ex- CEO, Invest Corp India Real
Estate Funds



Puneet Bhatia

Ex- Senior Director at ICICI
Ventures



Samar Sharda

Ex – MD Investment
Banking – Axis Capital Ltd.



Amol Shimpi

Co-Founder - SAS Investors, Ex-Senior
VP - Marketing at Lavasa Corp. Ltd.,
Ex-National Director at Colliers



Pallav Agarwal

Vice President – Asset
Management at Brookfield
Properties



Varun Goel

COO – Black Olive Ventures

MENTORS

ACADEMIC ADVISORY BOARD



Rohit Singh

Director - Centre for
Management Education at
AIMA



Ganesh Singh

Professor & Programme
Director – New Age courses
at AIMA



Anuja Pande

Professor or Programme
Director – PGCM at AIMA



Vivek Shah

Director - University of Denver - Franklin
L. Burns School of Real Estate &
Construction Management - USA



Jay Mittal

Associate Professor – Masters
of Community Planning
Program & Masters of Real
Estate Development Program
Auburn University - USA



Mujib Mundewadi

Corporate Trainer - Global Financial
markets, Corporate Finance and
Risk Management - India, USA and
South East Asia.
Ex- India MD – Carval Real Estate
Fund



Shivanand Swamy

Executive Director – Center of
Excellence in Urban Transport
at CEPT University



Col. G K Grover (R)

Former Head – Facilities
Management – DLF
Former Professor - School of
Real Estate, RICS



Deepak Bhavsar

Advisor – Planning &
Infrastructure advisory at Kzen
Vaktech Pvt Ltd
Ex- Country Head strategic
consulting - JLL



Sanjay Gupta

Professor – SPA Delhi

OUR TEAM



Jayant Sharma

Real Estate Management
Program Head

Shreya Teotia

Program Manager

Geetika Gumber

Program Manager

Disha Agarwal

Program Admin

Prashant Aswani

Admission Executive

WHO SHOULD ATTEND THIS PROGRAM ?

- Real Estate Professionals
- Developers
- Brokers and Agents
- Marketing & Sales Agencies
- Bankers and Financial Professionals
- Mortgage Professionals
- Investors, i.e., HNI's, Family Offices, AIF's, PE Funds Asset Managers & REITs
- Regulatory authorities like RERA, SEBI, IBBI
- Corporate Real Estate Managers

- Urban Managers & Authorities
- Urban Planners
- Architects and Urban Designers
- Engineers and Contractors
- Valuers & Consultants
- Government and PSU's
- New Age Entrepreneurs
- Compliance & Legal Experts
- Liaison Professionals
- Real Estate Educators
- Real Estate Enthusiasts/Learners
- Young Graduates

PEDAGOGY

- Fundamental concepts reinforced through established theory & Industry best practices
- “Real Skills for Real World” Approach: Practitioner-led learning through case studies.
- Applied assignments anchored in real-world challenges.
- Access to industry mentors and faculty for professional guidance and networking.



PROGRAM DESIGN

Our programs are offered in three progressive formats, designed for flexibility and career advancement based on Stackable Credits - credit bank system under National Education Policy - 2020

SHORT TERM CERTIFICATE – Any Module
5 Weeks | 4 Credits per Module

ADVANCED CERTIFICATE
25 Weeks | 20 Credits | 05 Modules

POST GRADUATE CERTIFICATE
12 Months | 40 Credits | 08 Modules + 01 Capstone

PGDM – EXECUTIVE in REAL ESTATE MANAGEMENT
18 Months | 80 Credits| 05 Real Estate Modules + Capstone

AIMA led PGDM with specialization in REAL ESTATE MANAGEMENT
24 Months | 80 Credits| 05 Real Estate Modules

MODULES

01 | REAL ESTATE FUNDAMENTALS

- a) Indian Economy and Real Estate
- b) Trends in Real Estate
- c) Stakeholders in Real Estate
- d) Terminologies in Real Estate
- e) Real Estate as an Asset class
- f) Principles of Real Estate
- g) Real Estate Life Cycle

02 | POLICY LAWS & DOCUMENTATION

- a) Real Estate Documentation
- b) Key Laws related to Real Estate in India
- c) Other Laws related to Real estate
- d) Due Diligence in Real estate
- e) Overview of Development Specific Policies like - RERA, LAAR, Township Policies
- f) Legal & documentation aspects of PPP, JD, JV, etc.
- g) Case Studies

MODULES

03 | REAL ESTATE DEVELOPMENT

- a) Location Assessment
- b) Real Estate Market Research-
 - i. Secondary Market Research
 - ii. Primary Market Research
 - iii. Competition Scan
 - iv. Benchmarking
- c) Demand & Supply Assessment
- d) Data analysis and Interpretation
- e) Technical Feasibility
- f) Highest and Best Use Assessment-Product Mix Formulation
- g) Case Studies:
 - i. Land Value Capture mechanism & techniques with Case Studies
 - ii. FAR and its Impact on Land Value
 - iii. Concept of TDR
 - iv. Additional Purchasable & Incentive FAR
 - v. Land pooling

04 | REAL ESTATE FINANCE

- a) Basic Terminology and concepts - Leverage, Risk, ROI, PV, IRR, MOC in Real Estate Project Finance
- b) Real Estate Project Finance based on Development Stage.
- c) Sources of Funding in Real Estate - Debt, Equity, Sales, Undertaking, Joint Venture, Joint Development, Public Private Partnership (PPP)
- d) Case studies: Financial Modelling, Term sheets for various sources of funding inducing risk underwriting etc.

05 | REAL ESTATE SALES & MARKETING

- a) Market Research & Consumer Behavior
- b) Digital Marketing
- c) Marketing Campaign Design
- d) Project Marketing Residential
- e) Real Estate Sales Management including channel management
- f) Commercial Leasing
- g) Investment Sales
- h) Marketing Alternative asset classes
- i) Relationship Management & Customer Retention (CRM)
- j) Ethical Practices

06 | REAL ESTATE VALUATIONS

- a) Introduction to Valuation – What is Market Value?
 - b) Valuation Standards,
 - c) Approaches, Methodology,
 - d) Basis and Premise of Valuation
 - e) Standards, Limitations, Disclaimers and Caveats
 - f) Most Suited Valuations approach and method based on asset type
 - g) Undertaking Valuation using
 - i. Market Approach
 - ii. Cost Approach
 - iii. Income Approach
 - h) Rent Capitalization, Residual, Land & Building, Comparison and DCF Method
 - i) Valuation Case Studies on
 - i. Market Approach and Comparison Method
 - ii. Land and Building Method
 - iii. Residual Method for Under Construction property
 - iv. DCF Valuation for an Income producing Property
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07 | CORPORATE REAL ESTATE ASSET MANAGEMENT (CREAM)

- a) Importance of CREAM
 - b) CRE Planning Goals
 - c) CREAM Strategic Alignment Model & Framework
 - d) Real Estate Procurement - Freehold Vs Leasehold, Sale & Lease back
 - e) Relocation
 - f) Space Planning Alignment to Corporate Strategy
 - g) Workplace Transformation over the years
 - h) Facilities management
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08 | REAL ESTATE & TECHNOLOGY (PROPTECH)

- a) PropTech in Research, Valuation, project development and Construction
 - b) PropTech Applications in Development
 - c) PropTech in Sales, Marketing & CRM
 - d) Asset Management through PropTech
 - e) Tech in Facilities Management
 - f) Innovation, Startups & The Future of PropTech
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09 | CAPSTONE PROJECT

- a) Apply multidisciplinary learning to a real or simulated project.
- b) Demonstrate analytical, financial, and strategic decision-making.
- c) Develop professional project documentation and presentation skills.
- d) Engage with industry mentors for feedback and validation.

ASSESSMENT & CERTIFICATION

- Continuous evaluation with class participation/ assignments
- End-term evaluation.
- Capstone project evaluation for Post Graduate program
- Certificate by AIMA as institutional partner and SARE as knowledge –partner upon successful completion.

FEE STRUCTURE

Program	Credits	Duration	Fees (INR)
Certificate in Real Estate Management	04	5 Weeks	₹10,000 – ₹25,000
Professional Certificate in Real Estate Management	20	25 Weeks	₹ 90,000
Post Graduate Certificate in Real Estate Management	40	12 Months	₹1,50,000
Post Graduate Diploma in Management (Executive) with Real Estate Specialisation	80	18 Months	₹4,00,000
Post Graduate Diploma in Management with Real Estate Specialisation	102	24 Months	₹1,68,000

* Other discounts and scholarships as applicable

ENROLL NOW

Admissions Open – January 2026 Intake & Certificate Courses

Register at: www.sareindia.com

Contact:

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Geetika Gumber (AIMA) - +91- 9654601397 | ggumber@aima.in

PROGRAM HIGHLIGHTS

- **Industry recognised** and approved executive **education in Real Estate Management**.
- Powered by **AIMA's 65 years of academic excellence** and **SARE's industry leadership**.
- **online live learning model** with **monthly in-person sessions in major cities**
- Ideal for working professionals.
- **Modular & Flexible** structure and Delivery
- **Academic rigor, Practical Industry** insights, Applied learning approach case studies, projects and simulations.
- **One – on – One guidance** from leading real estate professionals and academicians.
- **Global faculty**, local expertise – a true “Glocal” learning experience.
- **Access to AIMA's professional network** & alumni community.
- Pathway to **AIMA membership and continuing education credits**.
- Exclusive value-adds: Free SARE **Masterclasses** & lifetime SARE **newsletter subscription**.



“Transforming Real Estate
with Knowledge & Expertise”

About AIMA

- The All India Management Association (AIMA) is the Voice of India's Leaders and Managers, and the apex body for management in India with over 38000 members and close to 6000 corporate / institutional members through 68 Local Management Associations affiliated to it.
- AIMA was formed close to 70 years ago and is a non-lobbying, not for profit organisation.
- It works closely with industry, Government, academia and students, to further the cause of the management profession in India; and is represented on a number of policy making bodies of the Government of India and national associations.
- AIMA offers various services in the areas of testing, distance education, skill development & training, research, publications, executive education and management development programmes – both in the physical and virtual mode.
- In addition, AIMA brings to the Indian managers, the best management practices and techniques through numerous foreign collaborations with professional bodies and institutions.

About SBEI

- Conceptualized as an Education & Training Organization, SARE – Built Environment Institute (SBEI) is focused on providing cutting edge Competence & Skills to Built Environment Professionals in various domains, i.e. Real Estate, Engineering, Architecture, Urban Planning, City Managers, Finance, Marketing, Policy & Legal so as to produce next generation industry leaders.
- SBEI aims to collaborate with Industry Veterans, Academic & Industry Institutions so as to provide contemporary perspective & real time skills.
- Team SBEI brings deep domain knowledge & market insight towards professional up skilling of existing professionals & budding industry leaders.
- Through SARE – VOPL, SBEI also offers comprehensive Real Estate Valuation & Advisory services. Our expertise spans land and building valuations and strategic real estate advisory, including technical due diligence, feasibility studies, and investment advisory.

Contact us:

SARE Built Environment Institute

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