

# REAL ESTATE MANAGEMENT CENTER SUCCEEDS AT SAINT AUGUSTINE'S COLLEGE

IN 2003, SAINT AUGUSTINE'S COLLEGE ESTABLISHED A CENTER FOR REAL ESTATE MANAGEMENT TO PREPARE STUDENTS FOR LEADERSHIP ROLES IN THE COMPLEX, DIVERSE AND RAPIDLY CHANGING FIELD OF REAL ESTATE MANAGEMENT. Located in Raleigh, N.C., Saint Augustine's is a four-year liberal arts institution, recognized by the United States government as a Historically Black College and University.

The IREM Foundation provided initial support for the center by contributing 52 books, as well as other publications, to establish a real estate management resource library. Additional funding was also provided to purchase two computers and software for the center.

In 2006, the IREM Foundation awarded Saint Augustine's College a grant of \$22,600 over four years that enabled the institution to fund scholarships, internships and administrative support for the center. Approximately 330 students have enrolled in the IREM-prepared courses since the program's inception. The college will establish a real estate major, beginning with the fall 2009 semester.

**THE CENTER FOR REAL ESTATE MANAGEMENT AND DEVELOPMENT CURRICULUM'S CORE COURSES ARE:**

- REM 201** Introduction to Real Estate Management
- REM 202** Introduction to Apartment Management
- REM 203** Professional Management of Affordable Housing
- REM 204** Introduction to Office Building Management
- REM 205** Real Estate Internship
- REM 206** Successful Site Management
- REM 300** NC Broker Pre-licensing Course

These courses form the basis for the center's motto: *Knowledge, Credentials and Experience*. The college also recognizes CPM® qualification courses for degree credit.

Working in close association with the IREM Greater Raleigh-Durham Chapter No. 105, the center has established an excellent curriculum that relies exclusively on CPM Members as adjunct faculty. The chapter's association with Saint Augustine's has been so successful that Bonnie Moser, CPM and 2009 chapter president, is looking to expand student membership with other local colleges and universities.

The following Raleigh-based chapter leaders provide ongoing support as faculty:  
 NORA NEILSON, CPM, director of property management, Spectrum Properties Management Co., AMO®  
 CRYSTAL HALL, CPM, senior real estate manager, CB Richard Ellis, AMO  
 JEFF WEATHERSPOON, CPM, vice president/principal, Colliers Pinkard, AMO  
 EDMOND BATCHELOR, CPM, Trademark Residential Properties  
 TRACEY JOHNSON, CPM, regional manager, Drucker & Falk, AMO

Johnson, a 1991 graduate of the college, teaches REM 201, ensuring that new students receive a positive and empathetic welcome. The center is supervised by Glenn French, CPM Emeritus, (who also serves on the Faculty), and his administrative assistant, Jamillah Scott-Branch.

Support for Saint Augustine's Center for Real Estate Management and Development embodies the IREM Foundation's mission to attract, develop and retain individuals for careers in real estate management, as well as IREM diversity outreach goals. As additional funds become available, the Foundation looks forward to expanding this type of program.



"THIS EFFECTIVE ALLIANCE OWES IT SUCCESS TO THE SUPPORT GIVEN BY THE COLLEGE'S PRESIDENT, IREM NATIONAL AND THE CHAPTER'S LEADERSHIP."

-GLENN FRENCH, CPM® EMERITUS

