



FURTHER EDUCATION AND TRAINING CERTIFICATE

Real Estate NQF Level 4

1. PURPOSE

This Qualification is for any individual who is or wishes to be involved in the Property and Real Estate industry. It serves to support and advance the functioning of individuals in this industry. The attainment of the Qualification represents the prerequisite for admission to the professional examination for estate agents, to be conducted by the Estate Agency Affairs Board, the successful completion of which will entitle the candidate to be registered as a non-principal estate agent by the Estate Agency Affairs Board.

A learner will be able to complete the Qualification with a specialisation in Real Estate or Valuation. The core unit standards are relevant to each area of specialisation.

The Qualification will facilitate access to, mobility within and progression along a learning path for learners who:

- Were previously disadvantaged or who were unable to complete their schooling and were therefore denied access to Further Education and Training;
- Have worked in Real Estate for many years, but have no formal Qualification in Real Estate or property;
- Wish to extend their range of skills and knowledge of the industry so that they can become competent workers in the property industry.

The Qualification consists of building blocks that can be developed further and will lead to a more specialised learning path in Property and Real Estate at higher NQF levels. It focuses on the skills, knowledge, values and attitudes required to progress further. The intention is:

- To promote the development of knowledge, skills and values that are required in Property and Real Estate;
- To help learners realise their potential in the field and
- To provide opportunities for people to progress to levels of authority and responsibility in the Real Estate sector.

Successful learners will be able to apply to the Estate Agency Affairs Board for registration as non-principal estate agents.

2. RATIONALE FOR THE QUALIFICATION

The Real Estate industry is a multi-million Rand sector which requires professionals who are well-trained and knowledgeable to meet the housing needs of private citizens and the business community by providing office space and business premises. A wide range of legislation applies to this sector and employees/agents need to understand the relevant legislation and be able to apply it in their execution of their work. This qualification strives to equip the learners to be able to operate effectively and efficiently in the Real Estate sector.

The Further Education and Training Certificate: Real Estate is designed to provide those learners who are already involved in the field of Property and Real Estate. It is also for learners who wish to seek a career in

this industry. The Property and Real Estate Industry is a well-established industry and thus has many learners that would benefit from qualifications aligned to career paths. This means there is a need to develop career paths in this sub-field, an industry constantly in need of skilled people. The scope of Real Estate is changing and evolving all the time, with opportunities for learners in this arena to get involved in a wide variety of Real Estate opportunities such as Real Estate sales, brokerage and leasing, property management, institutional Real Estate investment, Real Estate consulting, Real Estate development.

The Further Education and Training Certificate: Real Estate supports the objectives of the NQF in that it gives the learner access to a Qualification registered on the National Qualifications Framework. It will therefore ensure that the quality of education and training in the industry is enhanced, and of a comparable standard to Qualifications in other sectors in South Africa and comparable to similar Qualifications internationally.

3. LEARNER ACCESS

Access to this Qualification is open, bearing in mind the Learning Assumed to be in Place itemised below. It is preferable, however, for the learner to be in possession of a Senior Certificate.

4. QUALIFICATION RULES

The Certificate is made up of a planned combination of learning outcomes that have a defined purpose and will provide qualifying learners with applied competence and a basis for further training.

The Qualification is made up of Unit Standards classified as Fundamental, Core and Elective. A minimum of one hundred and fifty (150) credits is required to complete the Qualification.

In this Qualification the credits are allocated as follows:

- Fundamental: 56 credits;
- Core: 73 credits and
- Electives: 21 credits.

5. DESCRIPTION OF THE MODULES AND LEARNING OBJECTIVES

Real Estate Qualification Structure



Learning Unit 1

This Learning Unit has two (2) sections to it:

1.1 Real Estate Platform

1.2 Fundamental Literacy

Learning Unit 1.1: Real Estate Platform

ELO	US Type	NLRD	US Title
Analyse, evaluate and apply the Real Estate Code of Conduct and Ethics.	Core	246737	Demonstrate knowledge of and apply the Real Estate Code of Conduct and ethics
	Core	246735	Demonstrate an understanding of the Real Estate environment

Learning Unit 1.2: Fundamental Literacy

The fundamental unit standard in this qualification is presented in 2 languages:

English
Afrikaans

The following unit standards will be presented in English – Modules 1 & 2

Picture	US Type	NLRD	US Title
	Fundamental	119457	Interpret and use information from texts
	Fundamental	119466	Interpret a variety of literary texts
	Fundamental	119459	Write/present/sign for a wide range of contexts
	Fundamental	12153	Use the writing process to compose texts required in the business environment

The following unit standard will be presented in Afrikaans – Modules 3 & 4

Picture	US Type	NLRD	US Title
	Fundamental	119469	Read/View, analyse and respond to a variety of texts
	Fundamental	119465	Write/present/sign texts for a range of communicative contexts
	Fundamental	119472	Accommodate audience and context needs in oral/signed communication
	Fundamental	119462	Engage in sustained oral/signed communication and evaluate spoken/signed communication

Learning Unit 2

This Learning Unit has two (2) sections to it:

2.1 Real Estate Legislation

2.2 Fundamental Numeracy

Learning Unit 2.1: Real Estate Legislation

ELO	US Type	NLRD	US Title
Demonstrate knowledge of the Real Estate environment and the various laws, rules and regulations that impact on the Real Estate function.	Core	242584	Demonstrate knowledge and understanding of the Financial Advisory and Intermediary Services Act 2002 (FAIS) (Act 37 of 2002) as it impacts on a specific financial services sub-sector
	Core	242593	Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients
	Core	246733	Demonstrate knowledge and understanding of the legislation applicable to Real Estate practice

Learning Unit 2.2: Fundamental Numeracy

	US Type	NLRD	US Title
	Fundamental	9016	Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts
	Fundamental	7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues
	Fundamental	9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems

Learning Unit 3: Real Estate Practice

This Learning Unit has a generic component and two (2) elective streams to it:

3.0 Real Estate Generics

3.1 Real Estate Practice

3.2 Real Estate Valuation

There are two streams in this qualification as the purpose statement of the qualification states that:

- “A learner will be able to complete the Qualification with a specialisation in Real Estate or Valuation. The core unit standards are relevant to each area of specialisation.”

This qualification programme has therefore been structured to allow the candidate agent to select one of the above specialisation areas.

Learning Unit 3.1: Elective Stream 1: Real Estate

ELO	US Type	NLRD	US Title
Perform the Real Estate function	Core	246736	Market, sell and lease property
	Core	246738	Apply business principles to the Real Estate function
	Core	246734	Advise role players on Real Estate financing options
	Core	246739	Manage self-development in a Real Estate environment
	Elective	13418	Demonstrate knowledge and understanding of a mortgage bond as a form of debt security
	Elective	13420	Demonstrate knowledge and understanding of the bond registration process
	Elective	110009	Manage administration records
	Elective	114583	Develop, implement and evaluate a marketing strategy for a new venture