

59097

Further Education and Training Certificate: Real Estate

NQF Level **04**

Credits: 150
Duration: 1 Year
Type: Further Education and
Training Certificate

Accreditation
Services SETA
Accreditation No: : 07-
SERVICES/SDP150722-6874

SAQA Qualification 59097, Further Education and Training Certificate: Real Estate 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.

Learners working towards this Qualification will find that the acquisition of competence in the Unit Standards that make up the Qualification will add value to their understanding of the sector and functioning in the workplace. This Qualification is intended to enhance the provision of entry-level service within the Property and Real Estate sector. It will provide the broad knowledge, skills and values needed in the Property and Real Estate sector.

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

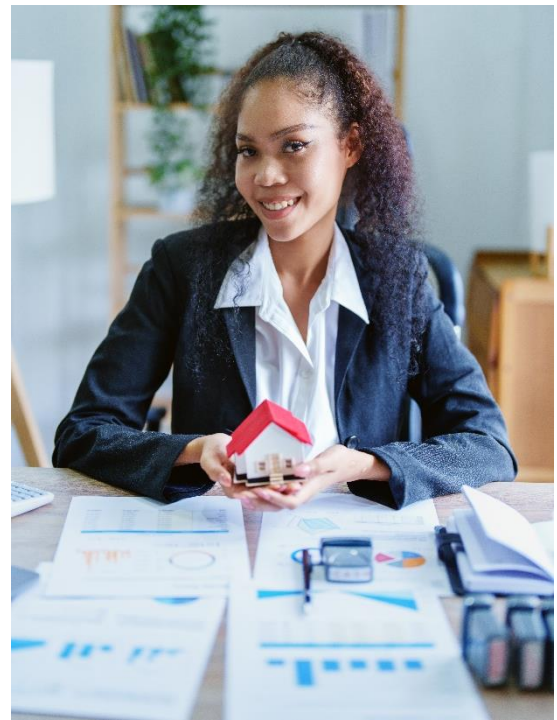
- Were previously disadvantaged or who were unable to complete their schooling and were therefore denied access to Further Education and Training.
- Have worked in Real Estate for many years, but have no formal Qualification in real estate or property.
- Wish to extend their range of skills and knowledge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

Entry Requirements

- Communication and Mathematical Literacy at the level of NQF Level 3 or equivalent.

Who is this training for?

- Those wishing to obtain a SAQA registered qualification in Real Estate
- Those people in the workplace that have experience in Real Estate



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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.
- 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.

Exit Level Outcomes

This qualification addresses general competences across three key roles relating to Real Estate:

- Analyse, evaluate and apply the Real Estate Code of Conduct and Ethics.
- Demonstrate knowledge of the Real Estate environment and the various laws, rules and regulations that impact on the Real Estate function.
- Perform the Real Estate function.

How is this qualification completed?

This qualification can be completed as following:

- **Virtual Attendance**
 - This option is available to corporates and individuals.
- **Distance Learning**
 - This option is available to corporates and individuals.

Articulation Options

This Qualification articulates horizontally with the following Qualifications:

- ID 57712: Further Education and Training Certificate: Generic Management, NQF Level 4.
- ID 23953: Further Education and Training Certificate: New Venture Creation, NQF Level 4.
- ID 49129: Further Education and Training Certificate: Management and Administration, NQF Level 4.
- ID 49021: Further Education and Training Certificate: Debt Recovery, NQF Level 4.
- ID 35928: Further Education and Training Certificate: Business Administration Services, NQF Level 4.

Vertical articulation is possible with the following Qualifications:

- ID 15536: National Diploma Conveyancing Secretary, Level 5.
- Certificate Office Administration, Level 5.
- ID 49126: National Certificate Management and Administration, Level 5.
- ID 58341: National Diploma Business Management, Level 5.
- ID 20188: National Certificate Real Estate, Level 5.

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What does this Qualification Entail?

The unit standards have been grouped together into modules (skills programmes) that focus on the different areas within the qualification as set out below:

Type	ID	Title	NQF Level	Credits	Credits per Module
1st Year					
Module 1: Communication					
Fundamental	12153	Use the writing process to compose texts required in the business environment	4	5	40
Fundamental	119457	Interpret and use information from texts	3	5	
Fundamental	119459	Write/present/sign for a wide range of contexts	4	5	
Fundamental	119462	Engage in sustained oral/signed communication and evaluate spoken/signed texts	4	5	
Fundamental	119465	Write/present/sign texts for a range of communicative contexts	3	5	
Fundamental	119466	Interpret a variety of literary texts	3	5	
Fundamental	119469	Read/view, analyse and respond to a variety of texts	4	5	
Fundamental	119472	Accommodate audience and context needs in oral/signed communication	3	5	
Module 2: Numerical Skills					
Fundamental	7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	4	6	16
Fundamental	9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	4	6	
Fundamental	9016	Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts	4	4	
Module 3: Real Estate Environment					
Core	246735	Demonstrate an understanding of the Real Estate environment	4	8	16
Core	246738	Apply business principles to the Real Estate function	4	8	
Module 4: Legislation					
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	4	2	17
Core	242593	Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients	4	3	
Core	246733	Demonstrate knowledge and understanding of the legislation applicable to real estate practice	4	12	
Module 5: Ethics and Self Development					
Core	246737	Demonstrate knowledge of and apply the Real Estate Code of Conduct and ethics	5	6	14
Core	246739	Manage self-development in a Real Estate environment	4	8	
Module 6: Learner Support Training Programme					
Core	246736	Market, sell and lease property.	4	20	20
Module 7: Financing Properties					

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Type	ID	Title	NQF Level	Credits	Credits per Module
Elective	12181	Demonstrate knowledge and understanding of basic investment techniques	4	2	25
Elective	13418	Demonstrate knowledge and understanding of a mortgage bond as a form of debt security	4	6	
Elective	13420	Demonstrate knowledge and understanding of the bond registration process	4	6	
Elective	15059	Identify and co-ordinate facilities management opportunities	4	5	
Core	246734	Advise role players on Real Estate financing options	4	6	
Total Year Credits					150

Assessment, Verification and Certification

- The Portfolios of Evidence will be assessed by a registered assessor.
- Each module will be assessed as it is completed.
- When the learner is declared competent, the assessor will forward the assessment report to the learner and the Portfolio of Evidence will be submitted to the ENJO Moderator for moderation.
- Results need to be verified by the SETA before the Statement of Results (SoR) and certificate are issued.
- On successful completion of all the modules, ENJO Consultants will upload your results onto the Services SETA database and you will receive a certificate.
- The SERVICES SETA will capture your results on the National Learner Record Database (NLRD) and issue a Statement of Results (SoR) that will reflect the credits you have earned as well as a certificate.

Bookings and Enquiries

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