

PURPOSE AND RATIONALE OF THE QUALIFICATION: Real Estate NQF 4

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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.

UNIT STANDARDS:

	ID	UNIT STANDARD TITLE	PRE-2009 NQF LEVEL	NQF LEVEL	CREDITS
Core	246734	Advise role players on Real Estate financing options	Level 4	NQF Level 04	6
Core	246738	Apply business principles to the Real Estate function	Level 4	NQF Level 04	8
Core	246735	Demonstrate an understanding of the Real Estate environment	Level 4	NQF Level 04	8
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	Level 4	NQF Level 04	2
Core	246733	Demonstrate knowledge and understanding of the legislation applicable to real estate practice	Level 4	NQF Level 04	12
Core	242593	Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients	Level 4	NQF Level 04	3
Core	246739	Manage self-development in a Real Estate environment	Level 4	NQF Level 04	8
Core	246736	Market, sell and lease property	Level 4	NQF Level 04	20
Core	246737	Demonstrate knowledge of and apply the Real Estate Code of Conduct and ethics	Level 5	Level TBA: Pre-2009 was L5	6
Fundamental	119472	Accommodate audience and context needs in oral/signed communication	Level 3	NQF Level 03	5
Fundamental	119466	Interpret a variety of literary texts	Level 3	NQF Level 03	5

Fundamental	119457	Interpret and use information from texts	Level 3	NQF Level 03	5
Fundamental	119465	Write/present/sign texts for a range of communicative contexts	Level 3	NQF Level 03	5
Fundamental	9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	Level 4	NQF Level 04	6
Fundamental	119462	Engage in sustained oral/signed communication and evaluate spoken/signed texts	Level 4	NQF Level 04	5
Fundamental	119469	Read/view, analyse and respond to a variety of texts	Level 4	NQF Level 04	5
Fundamental	9016	Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts	Level 4	NQF Level 04	4
Fundamental	7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	Level 4	NQF Level 04	6
Fundamental	12153	Use the writing process to compose texts required in the business environment	Level 4	NQF Level 04	5
Fundamental	119459	Write/present/sign for a wide range of contexts	Level 4	NQF Level 04	5
Elective	13418	Demonstrate knowledge and understanding of a mortgage bond as a form of debt security	Level 4	NQF Level 04	6
Elective	12181	Demonstrate knowledge and understanding of basic investment techniques	Level 4	NQF Level 04	2
Elective	13420	Demonstrate knowledge and understanding of the bond registration process	Level 4	NQF Level 04	6
Elective	110003	Develop administrative procedures in a selected organisation	Level 4	NQF Level 04	8
Elective	114583	Develop, implement and evaluate a marketing strategy for a new venture	Level 4	NQF Level 04	8
Elective	242822	Employ a systematic approach to achieving objectives	Level 4	NQF Level 04	10
Elective	110000	Generate information and reports for internal and external use	Level 4	NQF Level 04	10
Elective	15089	Identify and apply property, asset and investment management principles	Level 4	NQF Level 04	5
Elective	15059	Identify and co-ordinate facilities management opportunities	Level 4	NQF Level 04	5
Elective	110009	Manage administration records	Level 4	NQF Level 04	4
Elective	242819	Motivate and Build a Team	Level 4	NQF Level 04	10
Elective	114596	Research the viability of new venture ideas/opportunities	Level 4	NQF Level 04	5