

SAQA Qualification	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	

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
- Intern estate agents prior to 01/02/22 registered as interns
- Candidate property practitioners to complete Further Education and Training Certificate: Real Estate within their internship time frame.

SAQA Qualification 59097, Further Education and Training Certificate: Real Estate is for those who wish to build a career in training and education in any field. 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.

Skills and Knowledge Acquired

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.

ENJO Consultants (Pty) Ltd

Co Reg No: 2016/345549/07

Tel: (012) 667-1985 | Cell: 084 620 0437 | Fax: 086 514 7543

Web: www.enjoconsultants.co.za | Email: training@enjoconsultants.co.za

Postal Address: P. O. Box 11108, Die Hoewes, 0163, Centurion | Physical Address: Block 8, Central Office Park, 257 Jean Avenue, Centurion, 0157, Gauteng

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ETDP SETA: ETDP10602 | MICT SETA: ACC/2015/07/0048 | QCTO: QCTOSDP00180907-1302



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
Module 1: Communication English					
Fundamental	12153	Use the writing process to compose texts required in the business environment	4	5	20
Fundamental	119457	Interpret and use information from texts	3	5	
Fundamental	119459	Write/present/sign for a wide range of contexts	4	5	
Fundamental	119466	Interpret a variety of literary texts	3	5	
Module 2: Communication Afrikaans					
Fundamental	119462	Engage in sustained oral/signed communication and evaluate spoken/signed texts	4	5	20
Fundamental	119465	Write/present/sign texts for a range of communicative contexts	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 3: 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 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: Financing Properties					
Elective	12181	Demonstrate knowledge and understanding of basic investment techniques	4	2	2
Module 7: Real Estate (Option 1)					
Elective	13418	Demonstrate knowledge and understanding of a mortgage bond as a form of debt security	4	6	66

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Type	ID	Title	NQF Level	Credits	Credits per Module
Elective	13420	Demonstrate knowledge and understanding of the bond registration process	4	6	
Elective	110009	Manage Administration Records	4	4	
Elective	114583	Develop, implement and evaluate a marketing strategy for a new venture	4	8	
Core	246734	Advise role players on Real Estate financing options	4	6	
Core	246736	Market, sell and lease property	4	20	
Core	246738	Apply business principles to the Real Estate function	4	8	
Core	246739	Manage self-development in a Real Estate environment	4	8	
Module 8: Real Estate Valuation (Option 2)					
Elective	15059	Identify and co-ordinate facilities management opportunities	4	5	66
Elective	15089	Identify and apply property, asset and investment management principles	4	5	
Elective	110009	Manage Administration Records	4	4	
Core	246734	Advise role players on Real Estate financing options	4	6	
Core	246736	Market, sell and lease property	4	20	
Core	246738	Apply business principles to the Real Estate function	4	8	
Core	246739	Manage self-development in a Real Estate environment	4	8	
Total Credits Option 1					155
Total Credits Option 2					155

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How is this qualification completed?

This qualification can be completed as following:

- **Class Attendance**
 - This option is available to corporates and individuals.
- **Distance Learning**
 - This option is available to corporates and individuals.
- **Recognition of Prior Learning (RPL)**
 - Qualifying learners may be able to complete the qualification as RPL.
- **Learnerships**
 - Qualifications can be presented for corporates as learnerships.
- **Support**
 - Support is available to learners via Skype, email, phone or setting up an appointment to meet with one of our facilitators for guidance.

When can I enrol/book for training?

- Training can be enrolled for at any time of the year.

Does one need to write exams?

No, one does not need to write exams, the portfolio will be assessed to determine competence.

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 ETDP 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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