

# NATIONAL CERTIFICATE:

## REAL ESTATE (NQF 5)

SAQA QUALIFICATION ID: 20188

**SAKHISISIZWE  
PROJECTS**

EMPOWERED  
EDUCATION



[www.sakhisisizwe.co.za](http://www.sakhisisizwe.co.za)

*This qualification provides individuals within the real estate industry with the skills and tools to successfully establish, operate, manage and grow a sustainable and profitable real estate business. The skills acquired from this programme will enable the individual to work for an existing real estate business or to establish and grow their own estate agency.*

### Programme Outcomes

At the end of this qualification learners will be able to:

- ⇒ Promote the development of knowledge, skills and values required in the Property and Real Estate sector;
- ⇒ Help learners realise their potential in the field;
- ⇒ Provide opportunities for people in the Real Estate sector to progress to levels of authority and responsibility.
- ⇒ Obtaining the qualification through the process of RPL will take approximately 6 months.



Building through empowered education

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The Real Estate Certificate consists of 32 unit standards worth 155 credits:

## UNIT STANDARDS:

FUNDAMENTALS			
UNIT CODE	UNIT STANDARD TITLE	LEVEL	CREDITS
<a href="#">10169</a>	Administer data, systems, payments and provide advice related to compensation	NQF 4	4
<a href="#">8555</a>	Contribute to information distribution regarding HIV/AIDS in the workplace	NQF 4	4
<a href="#">10386</a>	Investigate the possibilities of establishing and running a small business enterprise (SMME)	NQF 4	3
<a href="#">10981</a>	Supervise work unit to achieve work unit objectives (individuals and teams)	NQF 4	12
CORE			
UNIT CODE	UNIT STANDARD TITLE	LEVEL	CREDITS
<a href="#">15064</a>	Analyse and interpret real estate principles, practice, information in the real estate environment	NQF 5	10
<a href="#">15071</a>	Collate, interpret and utilise financial information in a real estate business	NQF 5	5
<a href="#">10041</a>	Conduct a marketing situational analysis	NQF 5	5
<a href="#">12999</a>	Contribute to the management of costs and the enhancement of value	NQF 5	10
<a href="#">13000</a>	Contribute to the planning and allocation of resources within an accounting framework	NQF 5	10
<a href="#">10058</a>	Design a measuring instrument to gather the desired information	NQF 5	10
<a href="#">116484</a>	Evaluate a specified code of ethics and/or code of conduct	NQF 5	6
<a href="#">15068</a>	Implement and control administration of real estate systems, policies and procedures	NQF 5	10



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<a href="#">15061</a>	Implement and maintain legal requirements within a real estate business	NQF 5	8
<a href="#">10050</a>	Integrate marketing plans with business process	NQF 5	6
<a href="#">10171</a>	Manage the capture, storage and retrieval of human resources information using an information system	NQF 5	3
<a href="#">11909</a>	Monitor and advise on substantive conditions of employment and related rights and obligations in an organisation	NQF 5	5
<a href="#">7878</a>	Prepare and maintain financial records and statements	NQF 5	12
<a href="#">12997</a>	Prepare financial reports and returns	NQF 5	8

### ELECTIVES

UNIT CODE	UNIT STANDARD TITLE	LEVEL	CREDITS
<a href="#">15336</a>	Evaluate viability and performance of real estate portfolio	NQF 5	4
<a href="#">15057</a>	Maintain and control the use of asset and investment resources	NQF 5	6
<a href="#">15069</a>	Manage the marketing selling and leasing of commercial industrial business properties	NQF 5	12
<a href="#">15060</a>	Manage the marketing, selling and leasing of agricultural properties	NQF 5	12
<a href="#">15074</a>	Manage the marketing, selling and leasing of leisure properties	NQF 5	12
<a href="#">15054</a>	Manage the marketing, selling and leasing of residential properties	NQF 5	12
<a href="#">15056</a>	Negotiate and manage resources for facilities management	NQF 5	4
<a href="#">15085</a>	Perform valuations of agricultural properties used for extensive farming	NQF 5	12
<a href="#">15078</a>	Perform valuations of income producing properties	NQF 5	12
<a href="#">15075</a>	Perform valuations of vacant land	NQF 5	12

