



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Understanding the South African Real Estate Environment

Services / Cleaning, Domestic, Hiring, Property and Rescue Services

Unit Standard 246735 · NQF Level 4 · 8 Credits · 5 Days

COURSE OVERVIEW

This course equips learners with a comprehensive understanding of the South African real estate environment, including the legal, economic, and regulatory frameworks. It covers key concepts such as property rights, land tenure, and the role of various stakeholders in the property market. The purpose is to enable learners to navigate the real estate landscape effectively and make informed decisions.

Category	Services
Subfield	Cleaning, Domestic, Hiring, Property and Rescue Services
Unit Standard	246735
Accreditation	SAQA Accredited · NQF Level 4 · 8 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Demonstrate an understanding of the South African real estate market structure and key role players.
- Apply knowledge of property rights and land tenure systems within the South African context.
- Analyze the impact of legislation and regulations on real estate transactions and practices.
- Evaluate economic factors influencing property values and market trends.
- Implement ethical practices and professional standards in real estate dealings.
- Demonstrate awareness of consumer protection and disclosure requirements in property transactions.

WHO SHOULD ATTEND

- This course is ideal for aspiring real estate agents, property managers, investors, and anyone seeking to enter or advance in the South African property sector.
- It is also suitable for professionals in related fields who require a foundational understanding of the real estate environment.

COURSE OUTLINE

Day 1: Introduction to the South African Real Estate Environment

- Overview of the South African property market
- Historical context and evolution of real estate regulation
- The Estate Agency Affairs Act and Property Practitioners Act
- Regulatory bodies: EAAB, PPRA, and the Property Ombud
- Code of conduct and ethics for property practitioners
- Professional designations and licensing requirements

Day 2: Property Rights and Ownership

- Classification of property: residential, commercial, industrial, agricultural
- Types of ownership: freehold, sectional title, leasehold, and communal
- The Deeds Registries Act and the registration process
- Title deeds and deeds of transfer
- Sectional Titles Act and management of sectional title schemes
- Role of conveyancers in property transactions

Day 3: Property Valuation and Market Analysis

- Valuation methods: sales comparison, cost approach, income approach
- Factors affecting property value: location, condition, economic trends
- Comparative market analysis (CMA) process
- Sources of market data: property databases, municipality records
- Introduction to property investment analysis
- Role of professional valuers

Day 4: Real Estate Transactions and Agency Practice

- The property transaction lifecycle: listing to transfer
- Types of mandates: sole, open, multiple
- The offer to purchase and conditions precedent
- Fidelity Fund Certificates and trust accounts
- Consumer Protection Act implications for real estate
- Disclosure of defects and property condition reports

Day 5: Ethics, Compliance, and Professional Practice

- In-depth review of the Code of Conduct for property practitioners
- Ethical decision-making frameworks
- Handling complaints and disputes
- CPD requirements and learning pathways
- Overview of the Property Practitioners Act regulations
- Career development in real estate

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **8 NQF credits** at **NQF Level 4**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 23,000.00	R 23,000.00
1	In-House	R 29,900.00	R 29,900.00
1	On-Campus (Pretoria)	R 34,500.00	R 34,500.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
10 Aug 2026	14 Aug 2026	On-Campus	Pretoria, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Dubai, UAE
10 Aug 2026	14 Aug 2026	On-Campus	Cape Town, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Mauritius
17 Aug 2026	21 Aug 2026	On-Campus	Dubai, UAE
17 Aug 2026	21 Aug 2026	On-Campus	Pretoria, South Africa

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 246735) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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