



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

Real Estate Code of Conduct and Ethics Application

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

Unit Standard 246737 · NQF Level 5 · 6 Credits · 3 Days

COURSE OVERVIEW

This course equips real estate professionals with a thorough understanding of the Code of Conduct and ethical standards governing the South African property industry. Participants will learn to apply these principles in daily practice, fostering trust, transparency, and professionalism in all client interactions.

Category	Services
Subfield	Cleaning, Domestic, Hiring, Property and Rescue Services
Unit Standard	246737
Accreditation	SAQA Accredited · NQF Level 5 · 6 Credits
Duration	3 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Demonstrate knowledge of the legal and ethical framework of the Real Estate Code of Conduct.
- Apply the Code of Conduct to real estate transactions and client relationships.
- Evaluate ethical dilemmas and make decisions aligned with professional standards.
- Implement procedures for handling complaints and disputes in accordance with the Code.
- Analyze case studies to identify breaches of ethics and propose corrective actions.

WHO SHOULD ATTEND

- This course is designed for estate agents, property practitioners, and aspiring real estate professionals who need to demonstrate compliance with the Real Estate Code of Conduct and uphold ethical standards in their work.

COURSE OUTLINE

Day 1: Foundations of Real Estate Ethics and Regulatory Framework

- Introduction to the Code of Conduct and its legal basis.
- Overview of the Property Practitioners Act 22 of 2019.
- Core ethical principles: honesty, integrity, transparency, and fairness.
- Duties of estate agents towards consumers, principals, and other agents.
- The role of the PPRA in enforcing the Code.
- Consequences of unethical conduct: fines, suspension, and deregistration.
- Case study: common ethical dilemmas in property transactions.

Day 2: Application of Ethical Standards in Property Transactions

- Fiduciary duties: loyalty, confidentiality, and disclosure.
- Mandatory disclosures: defects, zoning, and property conditions.
- Conflict of interest: representation of multiple parties.
- Trust account management and financial integrity.
- Prohibition of unfair discrimination and promoting inclusivity.
- Ethical marketing and advertising practices.
- Handling complaints and disputes professionally.
- Practical exercises: drafting ethical disclosure statements.

Day 3: Advanced Ethics, Compliance, and Professional Practice

- Ethical decision-making frameworks: RIMS (Recognize, Interpret, Manage, Self-check).
- Case studies of PPRA disciplinary actions and outcomes.
- Continuous professional development (CPD) in ethics.
- Managing ethical risks in a digital environment (social media, online listings).
- Role-play: handling difficult client interactions ethically.
- Audit readiness: documentation and record-keeping.
- Developing an organizational ethics policy.
- Final assessment: scenario-based application.

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 **6 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 18,800.00	R 18,800.00
1	In-House	R 24,500.00	R 24,500.00
1	On-Campus (Pretoria)	R 28,100.00	R 28,100.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	12 Aug 2026	On-Campus	Pretoria, South Africa
10 Aug 2026	12 Aug 2026	On-Campus	Mauritius
11 Aug 2026	13 Aug 2026	On-Campus	Abu Dhabi, UAE
11 Aug 2026	13 Aug 2026	On-Campus	Cape Town, South Africa
12 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
12 Aug 2026	14 Aug 2026	On-Campus	Dubai, UAE
17 Aug 2026	19 Aug 2026	On-Campus	Harare, Zimbabwe
17 Aug 2026	19 Aug 2026	On-Campus	Abu Dhabi, UAE

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 246737) 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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