



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

Agricultural Property Ownership for Real Estate Sales

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

Unit Standard 258120 · NQF Level 5 · 12 Credits · 9 Days

COURSE OVERVIEW

This course equips real estate professionals with the specialised knowledge and skills to integrate agricultural property ownership principles into their sales and marketing functions. Participants will learn to navigate the unique legal, financial, and operational aspects of agricultural land transactions, enabling them to effectively advise clients and close deals in the agricultural property market.

Category	Services
Subfield	Cleaning, Domestic, Hiring, Property and Rescue Services
Unit Standard	258120
Accreditation	SAQA Accredited · NQF Level 5 · 12 Credits
Duration	9 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply the legal principles of agricultural property ownership, including land tenure systems, subdivision regulations, and water rights, to real estate transactions.
- Analyse the financial implications of agricultural property ownership, such as valuation methods, tax considerations, and financing options, to advise clients accurately.
- Evaluate the impact of agricultural practices, environmental regulations, and zoning laws on property sales and marketing strategies.
- Design marketing campaigns that highlight the unique features and potential uses of agricultural properties, targeting appropriate buyer segments.
- Implement ethical sales practices that respect the cultural and economic significance of agricultural land in South Africa.
- Demonstrate the ability to negotiate and draft sale agreements that address agricultural property-specific clauses, such as off-take agreements and conservation servitudes.

WHO SHOULD ATTEND

- This course is designed for real estate agents, brokers, and property practitioners who wish to expand their expertise into the agricultural sector, as well as agricultural advisors and farm managers involved in property sales.

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 **12 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 35,000.00	R 35,000.00
1	In-House	R 45,500.00	R 45,500.00
1	On-Campus (Pretoria)	R 52,500.00	R 52,500.00

UPCOMING SESSIONS

Start	End	Method	Venue
03 Aug 2026	13 Aug 2026	On-Campus	Cape Town, South Africa
04 Aug 2026	14 Aug 2026	On-Campus	Dubai, UAE
05 Aug 2026	17 Aug 2026	On-Campus	Pretoria, South Africa
05 Aug 2026	17 Aug 2026	On-Campus	Lagos, Nigeria
06 Aug 2026	18 Aug 2026	On-Campus	Johannesburg, South Africa
07 Aug 2026	19 Aug 2026	On-Campus	Mauritius
10 Aug 2026	20 Aug 2026	On-Campus	Dubai, UAE
11 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 258120) 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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