



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 Economics in South Africa

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

Unit Standard 258123 · NQF Level 5 · 8 Credits · 5 Days

COURSE OVERVIEW

This course equips learners with a comprehensive understanding of real estate economics within the South African context. It covers the principles of property valuation, market analysis, and the impact of macroeconomic factors on the real estate sector. Learners will gain the ability to apply economic theories to real estate decision-making and investment analysis.

Category	Services
Subfield	Cleaning, Domestic, Hiring, Property and Rescue Services
Unit Standard	258123
Accreditation	SAQA Accredited · NQF Level 5 · 8 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply the fundamental principles of real estate economics to analyse the South African property market.
- Evaluate the impact of macroeconomic variables such as interest rates, inflation, and GDP on property values and demand.
- Demonstrate an understanding of property valuation methods including comparative, income, and cost approaches.
- Analyse the role of government policy, zoning regulations, and land reform in shaping real estate markets.
- Implement investment appraisal techniques to assess the viability of real estate projects.
- Interpret market data and trends to make informed decisions in property acquisition and development.

WHO SHOULD ATTEND

- This course is designed for real estate professionals, property developers, investors, and financial analysts seeking to deepen their understanding of the economic forces shaping the South African property market.
- It is also suitable for students and graduates aiming to enter the real estate industry.

COURSE OUTLINE

Day 1: Foundations of Real Estate Economics

- Introduction to real estate economics
- Supply and demand dynamics in property markets
- Economic indicators: GDP, inflation, interest rates
- Property rights and land tenure systems
- Overview of the South African property market
- Role of government in real estate

Day 2: Property Valuation and Market Analysis

- Valuation approaches: sales comparison, income, cost
- Comparative market analysis (CMA)
- Location theory and hedonic pricing
- Market cycles: boom, slump, recovery
- Data sources for market analysis
- Practical exercise: performing a CMA

Day 3: Investment Analysis and Financing

- Time value of money and discounted cash flow
- Net present value (NPV) and internal rate of return (IRR)
- Mortgage types and amortisation
- Impact of interest rates on affordability
- Risk analysis: market, liquidity, leverage
- Case study: residential vs commercial investment

Day 4: Land Economics and Urban Development

- Bid-rent theory and urban land use patterns
- Zoning laws and land use planning
- Housing economics: supply constraints and affordability
- Infrastructure and property values
- Informal settlements and urbanisation
- Public-private partnerships in development

Day 5: Policy, Regulation, and Market Dynamics

- Property taxes: transfer duty, rates, capital gains
- Housing subsidies and BEE policies
- Rental market regulation and rent control
- Proptech and digital transformation
- Green buildings and sustainability
- Final project: market analysis report

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 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 24,200.00	R 24,200.00
1	In-House	R 31,400.00	R 31,400.00
1	On-Campus (Pretoria)	R 36,200.00	R 36,200.00

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 258123) 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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