

ESTATE AGENCY AFFAIRS BOARD
Equivalency/Exemptions Matrix for the
National Certificate: Real Estate (NQF Level 5)
(SAQA QUAL ID 20188)
16 April 2009

1. All tertiary qualifications that are presented for equivalency purposes **must** have been completed in **full** for the candidate to qualify for an equivalency exemption. Should a candidate, for example, be only **one subject** short of the requirements for the award of a degree or diploma an equivalency exemption cannot be granted. This is due to the fact that the traditional education system only recognises whole, completed qualifications.
2. Tertiary degrees and diplomas may qualify for a **full** exemption provided that the course of study for such qualifications included legal and/or commercial and/or accounting subjects which are both **relevant** to the real estate profession and which appear in the curriculum for the NQF Level 5 real estate qualification. Tertiary qualifications obtained in the humanities, natural and social sciences will generally not contain sufficient relevant subjects to be considered. Subjects, for example, that **cannot** be considered for exemption purposes will include Anthropology; Sociology; Social Work; Languages; Linguistics; Politics; History; Public Administration; Geology; Astronomy; etc.
3. Post-graduate degrees obtained must, similarly, be relevant to real estate and/or management for candidates to qualify for a full equivalency exemption. While, for example, a Master of Arts degree in history will not usually be relevant to real estate it may be that the candidate concerned passed sufficient relevant subjects for the award of an undergraduate degree to qualify for an exemption.
4. Candidates holding a tertiary qualification(s) with at least four relevant subjects (see list below) may be considered for the grant of a full exemption. A subject is defined as one full year of study such as, for example:

- Accounting 1, 2, 3 will be regarded as three years of study and, therefore, count as three separate subjects;
 - Economics 1A + 1B will be regarded as two semester subjects which are equal to one single year of study and count, taken together, as one separate subject.
5. Estate agency principals, who held a valid fidelity fund certificate in that capacity on 15 July 2008, are exempted from the requirement of first completing the NQF Level 4 real estate qualification prior to enrolling for the NQF Level 5 real estate qualification. New entrants to the estate agency profession who wish to act as principal estate agents are, however, required to attain the NQF Level 4 qualification in real estate, whether by way of training, a Recognition of Prior Learning assessment or an equivalency exemption, before proceeding to the NQF Level 5 qualification in real estate which, similarly, may be obtained by way of training, a Recognition of Prior Learning assessment or an equivalency exemption.

Accredited provider	Qualification or skills programme	SAQA ID number	SAQA equivalence	Comments
<p>All tertiary academic institutions accredited with the Council for Higher Education (CHE) where the course content is directly applicable to the estate agency profession.</p> <p>Note: The relevant qualification must have been completed in full and awarded.</p>	<p>BSc QS, BSc Construction Management, BSc Residential Property, Diploma in Construction Science and Building Surveying, Diploma in Land and Property Development Management, National Diploma: Real Estate (UNISA), National Diploma: Real Estate (University of Johannesburg), Property Marketing/ Valuation Practice, National Higher Certificate in Property Practice.</p>	<p>various</p>	<p>360 credits at NQF Level 6</p>	<p>Practitioners holding these qualifications are exempted from the National Certificate: Real Estate (NQF Level 5).</p>

<p>All tertiary academic institutions accredited with the Council for Higher Education (CHE) where the course content is not directly applicable to the estate agency profession.</p> <p>Note: The relevant qualification must have been completed in full and awarded.</p>	<p>Degrees and National Diplomas awarded at least at NQF Level 6</p>	<p>various</p>	<p>360 credits at least at NQF Level 6</p>	<p>Practitioners holding these qualifications are exempted from the National Certificate: Real Estate (NQF Level 5) provided the relevant qualification contains at least four subjects related to the real estate profession. Appropriate subjects, in the discretion of the EAAB, include:</p> <ul style="list-style-type: none"> Accounting; Business Finance; Economics; Education; Finance; Financial Analysis, Management, Planning, Reporting, Risk; Human Resources; Industrial Psychology; Psychology; Insurance; Investment Management; Relevant Law subjects including Administrative Law, Commercial Law, Company Law, Mercantile Law, Private Law, Property Law, etc.); Management Accounting; Marketing; Mathematics; Personal Financial Management; Real Estate Practice; Real Estate Valuation; Statistics; Valuations.
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<p>All tertiary academic institutions accredited with the Council for Higher Education (CHE) where the course content is not directly applicable to the estate agency profession.</p> <p>Note: The relevant qualification must have been completed in full and awarded.</p>	<p>All post-graduate degrees at Honours, Masters or Doctoral level containing at least one subject related to the real estate profession.</p>	<p>various</p>	<p>NQF 7 or 8</p>	<p>Practitioners holding these qualifications are exempted from the National Certificate: Real Estate (NQF Level 5) provided at least one relevant subject is included at post-graduate level. See list of relevant subjects above.</p>
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<p>Services SETA</p> <p>Note: The relevant qualification must have been completed in full and the candidate certificated.</p>	<p>National Certificate: General Management NQF Level 5</p>	<p>24493</p>	<p>NQF 5</p>	<p>While persons holding this qualification will be granted full exemption from the National Certificate Real Estate (NQF Level 5) (SAQA QUAL ID 20188) they must have at least three years practical estate agency experience before a principal's fidelity fund certificate can be issued.</p>
<p>All South African Business Schools duly Accredited with the Council for Higher Education (CHE).</p> <p>Note: The relevant qualification must have been completed in full and the qualification awarded.</p>	<p>Any relevant general management and/or business certificate, diploma or qualification including, for example, the Management Development Programme; the Executive Management Programme; the SBL Fundamental Management Programme, etc.</p>	<p>various</p>	<p>NQF Level 5 certificate, NQF Level 5 Higher Certificate, NQF Level 5 Diploma and NQF Level 6 Diploma</p>	<p>Persons holding these qualifications will be granted full exemption from the National Certificate Real Estate (NQF Level 5) (SAQA QUAL ID 20188).</p>

<p>All tertiary academic institutions accredited with the Council for Higher Education (CHE) where the course content is not directly applicable to the estate agency profession.</p> <p>Note: The relevant qualification must have been completed in full and the qualification awarded.</p>	<p>Any degree or three year diploma programme containing at least two years of marketing subjects</p>		<p>NQF 6</p>	<p>Exemption will be awarded for unit standards 10041 and 10050 (11 core credits)</p>
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<p>All tertiary academic institutions accredited with the Council for Higher Education (CHE) where the course content is not directly applicable to the estate agency profession.</p> <p>Note: The relevant qualification must have been completed in full and awarded.</p>	<p>Any degree or 3 year diploma with at least two years of human resource management and/or industrial psychology subjects</p>		<p>NQF 6</p>	<p>Exemption will be awarded for unit standards 10171 and 11909 (8 core credits)</p>
<p>All tertiary academic institutions accredited with the Council for Higher Education (CHE) where the course content is not directly applicable to the estate agency profession.</p> <p>Note: The relevant qualification must have been completed in full and awarded.</p>	<p>Any degree or 3 year diploma with at least two years of financial management and/or accounting subjects</p>		<p>NQF 6</p>	<p>Exemption will be awarded for unit standards 15071, 7878 and 12997 (25 core credits)</p>

<p>In-house training courses provided by estate agency enterprises or other short courses and workshops attended</p>	<p>Various in-house certificates</p>	<p>None</p>	<p>None</p>	<p>In-house courses are not considered to be qualifications as such but, rather, Continuing Professional Development (CPD). The RPL process must validate these training interventions.</p>
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