

Registration and upgrading of intern estate agents to full status non-principal estate agents

- The Education Regulations provide that no person may be registered as a full status estate agent unless that person has successfully completed the PDE 4 conducted by the EAAB.
- The prerequisites for admission to the PDE 4 are:
 - △ completion of the internship period; and
 - △ certification against, or exemption from, the FETC: Real Estate;
 - △ while a candidate intending to register for the PDE 4 must hold a valid fidelity fund certificate issued by the EAAB.



ESTATE AGENCY AFFAIRS BOARD
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HOW DOES ONE BECOME AN ESTATE AGENT



ESTATE AGENCY AFFAIRS BOARD
OF SOUTH AFRICA

Real Estate

HOW DOES ONE QUALIFY TO BECOME AN ESTATE AGENT?

The ongoing professionalisation of the estate agency sector, in accordance with the Standard of Training of Estate Agents Regulations, 2008 (“the Education Regulations”), which commenced on 15 July 2008, prescribes mandatory internship and education requirements for all practicing estate agents as well as for new entrants to the sector.

EDUCATIONAL REQUIREMENTS FOR INTERN ESTATE AGENTS/NEWCOMERS

Regulation 2 of the Education Regulations prescribes that, as from 15 July 2008, any person intending to become an estate agent:

- Must serve as an intern estate agent under the supervision and control of a principal estate agent or of a full status estate agent who has continuously held a valid fidelity fund certificate issued by the EAAB for a period not less than three years, thereby creating a mentor-protégé relationship.
- The prescribed internship period is a continuous period of 12 months calculated from the date of the first issue to that person of an intern estate fidelity fund certificate by the EAAB.
- The aim of the compulsory internship period is to equip the intern estate agent with the relevant practical workplace learning required to operate successfully in the sector.
- The intern estate agent must maintain a logbook reflecting the various estate agency functions and activities that have been undertaken and performed during the course of the internship period (this logbook may be accessed from the EAAB website).
- The intern estate agent is required to complete the Further Education and Training Certificate: Real Estate (NQF Level 4) (“FETC: Real Estate”), during the

internship period. The qualification is intended to enhance the provision of entry-level knowledge and skills within the property and real estate sectors and to provide the broad knowledge, competencies and values needed in the property and real estate environments. The intern estate agent may be certificated against the qualification after undergoing training through a Services SETA accredited education provider or, only where appropriate, undergoing a Recognition of Prior Learning (“RPL”) assessment with a Services SETA accredited RPL assessment centre.

- New entrants holding a relevant tertiary qualification may, upon application to the EAAB and having paid the required assessment fee, be granted an equivalency exemption against the NQF Level 4 and/or 5 real estate qualifications. The exemption qualifications relied upon for this purpose must align with the Board-approved equivalency matrices which may be accessed from the EAAB website by interested persons.
- It is expected that, after having served as an intern estate agent for a continuous period of 12 months and having been certificated against the FETC: Real Estate, the newcomer to the sector will have attained a similar degree of knowledge, skills and expertise as a practitioner who has already been active in the estate agency profession for quite some time.

The new educational dispensation for estate agents is designed to ensure that theoretical knowledge acquired in the classroom and practical experience gained in the workplace complement one another and equip the new entrant to undertake the Professional Designation Examination for non-principal estate agents (“PDE 4”).

The PDE 4, which must be passed within two years as from the date of the first issue to the intern estate agent of an intern fidelity fund certificate, grants the intern estate agent a status upgrade to full-status non-principal estate agent.

