



ESTATE AGENCY AFFAIRS BOARD
OF SOUTH AFRICA

Equivalency/Exemptions Matrix for Further Education and Training Certificate: Real Estate (NQF Level 4) SAQA QUAL ID 59097

Notes to be read with this matrix:

1. All tertiary qualifications **MUST** be completed in **FULL** to qualify for an exemption. Even if the candidate is **ONE SUBJECT** short of a degree or diploma no exemption will be granted because the traditional education system is “all-or-nothing” and only recognises whole qualifications;
2. Degrees and diplomas may qualify for **FULL** exemption if they include business-type subjects that are relevant to the real estate profession. Exemption can only be granted if similar subjects appear in the NQF 4 real estate. Degrees in the humanities and social sciences generally do not contain enough relevant subjects to be considered. Subjects that are **NOT** considered for exemption include: Anthropology, Sociology, Social Work, Languages, Linguistics, Politics, Geology, etc.
3. Post graduate degrees must also be relevant to real estate and business to qualify the candidate for full exemption – so a masters degree in history is not relevant – but the candidate may have enough business subjects in their undergraduate degree to be exempt;
4. Candidates with at least two relevant subjects (see list below) may be considered for full exemption. A subject is defined as a full year of study. For example:
 - Accounting 1, 2, 3 is equal to three years of study and therefore count as three separate subjects;

- Economics 1A + 1B is equal to two semester subjects which is equal to one year of study, and therefore count together as one separate subject;

5. A matric certificate with two official South African languages MUST be produced to qualify for the language exemptions. Even candidates with a relevant degree may not be fully exempt from the FETC Real Estate if they cannot produce their matric certificate with two languages.

Accredited provider	Qualification or skills programme or module	SAQA ID number	SAQA equivalence	Comments
All Tertiary academic institutions accredited with the Council on Higher Education where the course content is directly applicable to the estate agency profession. Note: The relevant qualification must have been completed in full	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): Property Marketing/Valuation/Practice National Higher Certificate in Property Practice.	various	360 credits at NQF Level 6	Practitioners holding these qualifications are exempted from the Further Education and Training Certificate: Real Estate (NQF Level 4).
All Tertiary academic institutions accredited with the Council on Higher Education where the course content is not Directly applicable to the estate agency profession. Note: The relevant qualification must have been completed in full.	Qualifications at NQF Level 6 including: BA; B. Admin; BCom; LLB; B Proc; B Juris; B Sc (Stats and Mathematics); BLC; B Sc Degrees (Other); B Soc Sc; B Admin; All other Bachelors Degrees; MB Bch; BCur; Degrees/Diplomas in Marketing; Degrees/Diplomas in Nursing, Psychology; National Diploma in Real Estate; All other Degrees, Diplomas and Post Graduate Diplomas including business related qualifications from various business schools which include	various	360 credits at NQF Level 6	Persons holding these qualifications are exempted from the FETC: Real Estate (NQF Level 4) provided the relevant qualification contains at least two major subjects related to the real estate profession. Appropriate subjects, in the discretion of the EAAB , include: Accounting; Business Finance; Economics (whether Micro or Macro); Education; Finance; Financial Analysis, Management, Planning, Reporting, Risk; Human Resources;

	<p>financial, legal and economic subjects in their curricula including National Certificates and Diplomas issued by Technical Colleges and Technikons;</p> <p>All relevant degrees at Honours, Masters and/or Doctoral level containing at least one major subject related to the real estate profession.</p>			<p>Industrial Psychology; Insurance; Investment Management; Relevant Law subjects (including Administrative Law, Commercial Law, Company Law, Mercantile Law, Private Law, Property Law, etc.); Management; Management Accounting; Marketing; Mathematics; Personal Financial Management; Real Estate Practice; Real Estate Valuation; Statistics; Valuations.</p>
<p>All tertiary academic institutions accredited with the Council on Higher Education where the course content is NOT Directly applicable to the estate agency profession. (See comments in Column 5).</p>	<p>Any degree or diploma in Marketing e.g., IMM or B.Com Marketing</p>			<p>Exemption will be awarded for 114583 and 114596 (13 elective credits)</p>
<p>All Tertiary academic institutions accredited with the Council on Higher Education where the course content is NOT Directly applicable to the estate agency profession. (See Comments in Column 5).</p>	<p>Any degree or diploma in Human Resources e.g., IPM or Industrial Psychology</p>			<p>Exemption will be awarded for unit standards 242819 and 242822 (20 elective credits)</p>

All Tertiary academic institutions accredited with the Council on Higher Education where the course content is NOT directly applicable to the estate agency profession. (See comments in Column 5).	Any degree or diploma with administration as a focus e.g., Diploma in Police Science			Exemption will be awarded for unit standards 110000, 110003 and 110009 (22 elective credits)
All SETA accredited Further Education and Training Certificates - completed in full and certificated.	Various	Various	Various	Credit will be awarded for all fundamental unit standards achieved at NQF Level 4 for any SETA accredited FETC qualification. Proof of SETA verification is essential. The credit value will depend on the actual unit standards that have been obtained for the FETC.
Services SETA	National Certificate Real Estate NQF 4	24454	NQF 4	Persons holding this qualification will be granted full exemption from the FETC: Real Estate (NQF Level 4) SAQA - QUAL ID: 59097. Note: The qualification (24454) must have been completed in full.
EAAB	Board exam after 1995			Exemption will be granted for unit standards 246733 and 246737 (18 core credits)
EAAB	Board exam prior to 1995			Exemption will be granted for unit standards 246733 and 246737 (18 core credits) and 7468 (6 fundamental credits)
Institute of Estate Agents of SA (Non-accredited provider)	CIEA – prior to 1983			Credits will be granted for unit standards 246733 and 246737 (18 core credits)
Free State University and	Post-Graduate Diploma in Financial Planning			Credits will be awarded for unit standards 242593,

Stellenbosch University				242584, 12181, 15089, 246734 (11 core credits plus 7 elective credits)
In-house training courses provided by estate agency enterprises or other short courses and workshops attended	Various in-house certificates	None	None	In-house courses are not considered to be qualifications as such but, rather, Continuing Professional Development (CPD). The RPL process must validate these training inter-ventions. Actual assessments completed may, however, be submitted in Portfolios of Evidence to support requests for credit. Learners must align such assessments to the relevant unit standards on submission.
In-house training aligned to NQF qualifications	NQF Credits achieved	various	various	Credits will be granted if they match the unit standards in the FETC: Real Estate (NQF Level 4) qualification. Exemption will be awarded per matched unit standard. (The credit value will, thus, depend on unit standards achieved).
INSETA	FETC: Short Term Insurance (NQF Level 4) FETC: Wealth Management (NQF Level 4)			Valid with INSETA verification of results. Full credit to be granted for fundamental unit standards (56 credits) and for unit standards 242593 and 242584 (5 Core credits).
INSETA	National Certificate: Wealth Management (NQF Level 5)			Valid with INSETA verification of results. Full credit to be granted for fundamentals (56 credits) and for unit standards 242593, 242584, 12181, 15089 and 246734 (7 Core credits).

CPMD	Diploma in Property and Facilities Management			Credits will be awarded for unit standards 246735, 246733 and 15059 (20 core credits plus 5 elective credits).
CPMD	Diploma in Property Development			Credits will be awarded for unit standards 246735, 246733 and 12181 (20 core credits plus 2 elective credits).
CPMD	Diploma in Advanced Property Practice			Credits will be awarded for unit standards 246735, 246736, 246733, 13420 and 13418 (40 core credits plus 20 elective credits).
SA Property Owners Association (SAPOA)	Certificate in Commercial Property Practice (CCPP)		FETC NQF 4	Persons holding this qualification are granted full exemption from the FETC: Real Estate (NQF Level 4) - SAQA QUAL ID: 59097. Note: The CCPP qualification must have been completed in full and the person certificated.
Matric/Grade 12			FETC NQF 4	Credits will be awarded for two official languages (40 literacy fundamental credits). Where the candidate has mathematics at Grade 12 level credit may also be awarded for the numeracy fundamentals (16 fundamental credits).