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| National Vocational Certificate in Real Estate (Level 5) (Real Estate Agent) |
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LEVEL of qualification: 5

| | Compulsory | Elective |
|----------------------------------|-------------------|-----------------|
| level 4 credits available | 28 | - |
| level 5 credits available | 65 | - |
| minimum totals required | 93 | - |

Registration date:

Scheduled review date:

Body responsible for the qualification: Namibia Training Authority

Other bodies whose unit standards are included in the qualification: None

1 purpose

This qualification recognises people who have the competencies required for performing specialized real estate agent tasks. It is awarded to people who have demonstrated the skills and knowledge required to demonstrate an understanding of financial data in the real estate industry, develop, implement, manage and evaluate a marketing strategy for a real estate business, Understand and apply the process of property leasing, understand and apply the duties under the Financial Intelligence Act, understand and apply the process of property marketing and sales, understand and apply principles of law of contracts, demonstrate the knowledge of and apply the legal principles applicable to agency relationships, understand proprietary rights in private law, demonstrate an understanding of and apply regulatory compliance and the code of conduct in real estate, apply knowledge of the statutes governing the use, occupation and alienation of property, understand and apply knowledge of ethical and professional conduct, apply knowledge of bookkeeping principals and office administration, practice customer service in a real estate environment, establish a business as part of entrepreneurship operations and Implement, control and monitor business operations.

This qualification is designed to be accessible and flexible. There are no entry requirements for this qualification.

The main focus is on the outcomes of this qualification, not the how, when and where learning occurred. Some people applying to do this qualification may currently be competent in one or more of the unit standards and should then be given the opportunity to apply for recognition of prior learning.

2 regulations for the qualification

2.1 Summary of qualification requirements

This qualification will be awarded to people who are credited with 93 credits and have met the requirements of the compulsory sections.

2.2 detailed qualification requirements

Compulsory

All the unit standards listed below are required.

FIELD: Business, Commerce and Management Studies
 Subfield: Real Estate
 Domain: Real Estate Agent

| Unit No. | Unit Standard Title | Level | Credit |
|----------|--|-------|--------|
| REA01 | Demonstrate an understanding of financial data in the Real Estate industry | 5 | 10 |
| REA02 | Develop, implement , manage and evaluate a marketing strategy for a real estate business | 5 | 5 |
| REA03 | Understand and apply the process of Property Leasing | 5 | 5 |
| REA04 | Understand and apply the duties under the Financial Intelligence Act | 4 | 1 |
| REA05 | Understand and apply the process of property marketing and sales | 5 | 10 |
| REA06 | Understand and Apply Principles of law of contracts | 5 | 8 |
| REA07 | Demonstrate the knowledge of and apply the legal principles applicable to agency relationships | 5 | 2 |
| REA08 | Understand proprietary rights in private law | 5 | 3 |
| REA09 | Demonstrate an understanding of and apply regulatory compliance and the Code of Conduct in Real Estate | 5 | 3 |
| REA10 | Apply knowledge of the statutes governing the use, occupation and alienation of property | 5 | 3 |
| REA11 | Understand and apply knowledge of ethical and professional conduct | 5 | 2 |
| REA12 | Apply knowledge of bookkeeping principals and office administration | 5 | 12 |
| REA13 | Practice customer service in a Real Estate Environment | 5 | 2 |

AND

FIELD: Business, Commerce and Management Studies
 Subfield: Business Development
 Domain: Entrepreneurship

| Unit No. | Unit Standard Title | Level | Credit |
|----------|---|-------|--------|
| 735 | Establish a business as part of entrepreneurship operations | 4 | 12 |
| 736 | Implement, control and monitor business operations | 4 | 15 |

3 Credit recognition and transfer arrangements

Credits for any version of a unit standard of the same identification number will be recognised in the award of this qualification.

4 Special Arrangements

Special Arrangements apply to the accreditation of providers offering learning pathways to and or undertaking assessments relating to all unit standards listed in this qualification under the Subfield of Real Estate. These Special Arrangements are available from:

Industry Skills Committee – Financial and Business Services
 Rand Street
 Khomasdal
 Namibia
 Telephone number: 061-207 8550
 Facsimile number: 061-207 8551
 Email: info@nta.com.na

Special Arrangements may apply to the accreditation of providers offering learning pathways to and or undertaking assessment relating to all unit standards listed in this qualification in other Subfields and Domains. These Special Arrangements are available from:

Namibia Qualifications Authority
 44 Bismarck St.
 Windhoek
 Namibia
 Telephone number: 061-384116
 Facsimile number: 061-384114
 Email: info@namqa.org

Namibia Training Authority
 Rand Street
 Khomasdal
 Namibia
 Telephone number: 061-207 8550
 Facsimile number: 061-207 8551
 Email: info@nta.com.na

Regardless of the above, providers seeking accreditation through the relevant authorities must have or have confirmed access to all equipment and facilities detailed in the Special Notes, Performance Criteria and or Range Statements in the unit standards that are included in this qualification.

5 Transition arrangements

5.1 Non National Qualifications Framework transition
 None

5.2 National Qualifications Framework transition

This is the first version of this qualification.