Ashgrove Attorneys

Attorneys · Conveyancers · Notaries

Training session report

SESSION DETAILS

Training:	Offer to Purchase essentials	**Date:**	6 October 2026
Quiz:	Offer to Purchase: The Basics	**Questions:**	7
Code:	GL		
Presented by:	Nadia Jacobs, Conveyancing Partner	**For:**	Coastline Realty
App link:	5 of 16 agents opened it		
Contact card:	3 of 16 agents (3 saved)		

PERFORMANCE SUMMARY

16	16	61%	100%	29%
Took part	Completed	Average Score	Highest Score	Lowest Score

Completion Rate: 100%

SESSION AWARDS

- **Perfect Score**
  Sipho Dlamini
- **Speed Demon**
  Thandi Mokoena
- **Streak Master**
  Sipho Dlamini
- **Consistent Performer**
  Thandi Mokoena

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PARTICIPANT RESULTS

Rank	Participant	Score	Correct	Streak	Avg Time
#1	Sipho Dlamini	100%	7/7	7	11.9s
#2	Thandi Mokoena	86%	6/7	4	7.4s
#2	Priya Naidoo	86%	6/7	4	11.9s
#4	Johan van Wyk	71%	5/7	2	11.9s
#4	Annelie Botha	71%	5/7	3	12.3s
#4	Nomvula Sithole	71%	5/7	3	12.3s
#4	Marius du Plessis	71%	5/7	2	13.0s
#8	Kyle Hendricks	57%	4/7	2	12.6s
#8	Ruan Pretorius	57%	4/7	2	12.6s
#8	Fatima Isaacs	57%	4/7	2	13.0s
#8	Lerato Khumalo	57%	4/7	2	13.0s
#12	Chantelle Adams	43%	3/7	1	10.9s
#12	Bongani Zulu	43%	3/7	1	12.3s
#12	Pieter Venter	43%	3/7	1	13.0s
#15	Ayesha Parker	29%	2/7	1	13.0s
#15	Zanele Ngcobo	29%	2/7	1	13.0s

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AFTER THE TRAINING

Would like to meet (3)

Name	Agency	Cell	Email	Status
Annelie Botha	Coastline Realty	082 000 0114	annelie@coastline.example	Open
Fatima Isaacs	Coastline Realty	082 000 0117	fatima@coastline.example	Open
Johan van Wyk	Coastline Realty	082 000 0111	johan@coastline.example	Open

Feedback: 4.5 out of 5 from 11 agents

What should we train you on next?	Agent	Stars
Slower on the bond clauses	Kyle Hendricks	3
More on suspensive conditions, please	Johan van Wyk	4
Bond cancellations and timelines	Annelie Botha	5
Deceased estates and selling property	Fatima Isaacs	5
Sectional title: levies and clearance certificates	Sipho Dlamini	5
Sectional title transfers	Thandi Mokoena	5

DURING THE TALK

Checkpoint questions (2)

#	Question	Answers	Answered	Right
1	Who usually signs the offer to purchase first?	A. The buyer (right): 11 B. The seller: 2 C. The agent: 1	14 of 16	79%
2	Does the cooling-off right apply to a R3 million house?	A. Yes: 3 B. No (right): 12	15 of 16	80%

Checkpoint results, most right first

Rank	Name	Right	Answered
1	Chantelle Adams	2 of 2	2 of 2

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Rank	Name	Right	Answered
1	Kyle Hendricks	2 of 2	2 of 2
1	Lerato Khumalo	2 of 2	2 of 2
1	Pieter Venter	2 of 2	2 of 2
1	Priya Naidoo	2 of 2	2 of 2
1	Ruan Pretorius	2 of 2	2 of 2
1	Thandi Mokoena	2 of 2	2 of 2
8	Annelie Botha	1 of 2	2 of 2
8	Ayesha Parker	1 of 2	1 of 2
8	Bongani Zulu	1 of 2	2 of 2
8	Fatima Isaacs	1 of 2	2 of 2
8	Johan van Wyk	1 of 2	2 of 2
8	Marius du Plessis	1 of 2	1 of 2
8	Nomvula Sithole	1 of 2	2 of 2
8	Sipho Dlamini	1 of 2	1 of 2
8	Zanele Ngcobo	1 of 2	2 of 2

Questions from the room (4, anonymous)

Time	Question	Answer
15:36	Who pays the transfer duty if the offer doesn't say?	Answered in the room
15:46	Can the buyer sign the offer with DocuSign, or must it be on paper?	Answered in the room
15:49	If the seller accepts on WhatsApp and then signs the next day, when is the sale binding?	-
16:01	How long does a transfer usually take once the bond is approved?	-

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QUESTION ANALYSIS

Correct answer rate per question — sorted weakest first to highlight areas needing reinforcement

Q3 The buyer signs an offer at R1 950 000. The seller crosses it out, writes R2 000 000 and signs. What is the position now?

44% 7/16

Most picked wrong: “The agent can confirm the new price with the buyer by phone” (9)

Q6 "This sale is subject to the buyer obtaining a bond of R1 600 000 within 21 days of signature." What kind of clause is this?

44% 7/16

Most picked wrong: “A resolutive condition” (9)

Q4 By custom in South Africa, who appoints the conveyancer who registers the transfer?

56% 9/16

Most picked wrong: “The bank granting the bond” (7)

Q2 A seller can validly accept an offer on a house by typing 'I accept' in a WhatsApp message or an email.

63% 10/16

Most picked wrong: “False” (6)

Q5 A voetstoots clause protects the seller even against a leaking roof that the seller knew about and deliberately hid from the buyer.

63% 10/16

Most picked wrong: “True” (6)

Q7 The buyer becomes the owner of the property when…

75% 12/16

Most picked wrong: “Both parties sign the OTP” (4)

Q1 For the sale of a house to be valid in South Africa, the Offer to Purchase must be…

81% 13/16

Most picked wrong: “Registered at the Deeds Office within 30 days” (3)

Areas Needing Reinforcement

Q3: The buyer signs an offer at R1 950 000. The seller crosses it out, writes R2 000 000 and s... (44%). Most picked wrong: “The agent can confirm the new price with…

Q6: "This sale is subject to the buyer obtaining a bond of R1 600 000 within 21 days of signat... (44%). Most picked wrong: “A resolutive condition” (9)

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