
# Qualification details

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| **Qualification number/Te nama o te tohu mātauranga** | 3111 |
| **English title/Taitara Ingarihi** | New Zealand Certificate in Real Estate (Salesperson) |
| **Māori title/Taitara Māori** |  |
| **Version number/Te putanga** | 2 | **Qualification type/Te momo tohu** | Certificate |
| **Level/Te kaupae** | 4 | **Credits/Ngā whiwhinga** | 50 |
| **NZSCED/Whakaraupapa** | 080503 Management and Commerce>Sales and Marketing>Real Estate |
| **Qualification developer/Te kaihanga tohu** | The Skills Organisation |
| **Review Date /Te rā arotake**  | 31/12/2025 |

#  Outcome statement/Te tauāki ā-hua

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| **Strategic Purpose statement/ Te rautaki o te tohu** |
| The purpose of this qualification is to provide the real estate industry with people who hold a broad operational and technical knowledge of the real estate industry.Graduates of this qualification will have met the qualification requirements to be a licensed salesperson and, once licensed, will be able to operate under supervision to comply with the Real Estate Agents Act 2008 (as per Section 50). |

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| **Graduate Profile/Ngā hua o te tohu** |
| Graduates of this qualification will be able to:* Operate as a real estate salesperson with knowledge of land ownership, land issues, building structures and council compliance.
* Build and manage a database of contacts to establish and maintain a presence in the marketplace.
* Conduct property inspections and appraisals.
* Facilitate real estate transactions through to settlement using appropriate methods of sale.
* Comply with New Zealand law and standards relevant to the real estate industry.
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| **Education Pathway/ Ngā huarahi mātauranga** |
| This qualification is an entry-level qualification to work in the real estate industry as a salesperson.Graduates of this qualification may undertake further study of real estate qualifications at Level 5 or higher such as the:* New Zealand Certificate in Real Estate (Specialist) (Level 5) with strands in Business Broking, Commercial and Industrial, Residential, and Rural) [Ref: 3112],
* New Zealand Certificate in Real Estate (Branch Manager) (Level 5) [Ref: 3580]
* New Zealand Diploma in Business (Level 6) – the Real Estate strand [Ref: 2460].
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| **Employment, Cultural, Community Pathway/ Ko ngā huarahi ā-mahi, ā-ahurea, ā-whānau, ā-hapū, ā-iwi, ā-hapori anō hoki**  |
| Graduates of this qualification will have the skills and knowledge to operate as a salesperson in the real estate industry once they are licensed with the Real Estate Authority. |

Qualification Specifications/ Ngā tauwhāititanga o te tohu

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| **Qualification Award/ Te whakawhiwhinga o te tohu** | The candidate shall be awarded the qualification by any accredited Tertiary Education Organisation (TEO) with an approved programme of study or industry training. |
| **Evidence requirements for assuring consistency/ Ngā taunaki hei whakaū i te tauritenga**  | Evidence may come from: * analysis of survey results from graduates and employers to show that the Graduate Profile Outcomes (GPOs) have been met;
* attestations from employers that graduates have met the qualification requirements;
* any other relevant evidence as appropriate.
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| Minimum standard of achievement and standards for grade endorsements/ Te pae o raro e tutuki ai, ngā paerewa hoki hei whakaatu i te taumata o te whakatutukinga | Achieved. |
| Other requirements for the qualification (including regulatory body or legislative requirements)/ Kō ētahi atu here o te tohu (tae atu hoki ki ngā here ā-hinonga whakamarumaru, ki ngā here ā-ture rānei) | This qualification meets the licensing requirements to be licensed as a real estate salesperson by the Real Estate Authority as set out in the Real Estate Agents (Licensing) Regulations 2009. For licensing purposes, this qualification document must be read in conjunction with the Real Estate Agents (Licensing) Regulations 2009. |
| General conditions for programme/ Ngā tikanga whānui o te hōtaka  | Landownership titles refer to legal/equitable interests in land, sites, and structures.Land issues refers to topography, stability, land-based resources.Building structures refers to building materials, building types, and other physical structures. Council compliance refers to the Resource Management Act 1991 and the Building Code.Inspections and appraisals of properties include must cover at least three methods of appraisal. |

 Conditions relating to the Graduate Profile /Ngā tikanga e hāngai ana ki nga hua o te tohu

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| Qualification outcomes/ Ngā hua | Credits/Ngā whiwhinga | Conditions/Ngā tikanga |
|  | Operate as a real estate salesperson with knowledge of land ownership, land issues, building structures and council compliance. | 11 credits |  |
|  | Build and manage adatabase of contacts toestablish and maintain apresence in the marketplace. | 2 credits |  |
|  | Conduct property inspections and appraisals. | 6 credits |  |
|  | Facilitate real estate transactions through to settlement using appropriate methods of sale. | 14 credits |  |
|  | Comply with New Zealand law and standards relevant to the real estate industry. | 17 credits |  |

Transition information/ He kōrero whakawhiti

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| **Replacement information/ He kōrero mō te whakakapi**  | The last date for entry into programmes leading to version 1 of this qualification is 31 December 2022. The last date of assessment for version 1 is 31 December 2024.It is anticipated that no existing candidates will be disadvantaged may appeal to The Skills Organisation at the address below:The Skills Organisation FREEPOST 5164PO Box 24469Royal Oak Auckland 1345Telephone: 09 525 2590Email: reviewcomments@skills.org.nz |
| **Additional transition information/ Kō ētahi atu kōrero mō te whakakapi** | **Version Information**Please refer to [Qualifications and Assessment Standards Approvals](https://www.nzqa.govt.nz/framework/updates/summaries.do) for further information. |