

# Qualification details

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| **Qualification number/Te nama o te tohu mātauranga** | 3112 | | |
| **English title/Taitara Ingarihi** | New Zealand Certificate in Real Estate (Specialist) with strands in Business Broking; Commercial and Industrial; Residential; and Rural | | |
| **Māori title/Taitara Māori** |  | | |
| **Version number/Te putanga** | 2 | **Qualification type/Te momo tohu** | Certificate |
| **Level/Te kaupae** | 5 | **Credits/Ngā whiwhinga** | 40 |
| **NZSCED/Whakaraupapa** | 080503 Management and Commerce>Sales and Marketing>Real Estate | | |
| **Qualification developer/Te kaihanga tohu** | The Skills Organisation | | |
| **Review Date /Te rā arotake** | N/A | | |
| **Status (Yet to be approved)** | **SET TO EXPIRE** | | |

# 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 have professional skills to operate effectively in the real estate industry and with specialist knowledge of the sale and leasing of different types of real estate in New Zealand: business broking; commercial/industrial; complex residential; or rural.  In addition, graduates of this qualification who also hold a salesperson licence will benefit by having the necessary knowledge to operate effectively and build their own business within the specialised areas of the real estate industry with subject-specific knowledge. |

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| **Graduate Profile/Ngā hua o te tohu** |
| Graduates of this qualification will be able to:   * Develop a marketing strategy to facilitate real estate transactions using research methods. * Build and maintain relationships with a diverse range of clients, customers, and networks. * Apply knowledge of compliance best practice and facilitate the resolution of conflict and complaints. * Apply knowledge of the Resource Management Act 1991, and district and regional planning in performing real estate duties.   Graduates of the Business Broking strand will also be able to:   * Analyse financial statements, business performance, buyer demand and market conditions to facilitate the sale/lease of businesses.   Graduates of the Commercial and industrial strand will also be able to:   * Analyse documentation, building structures, land issues, and ownership structures to facilitate commercial and industrial real estate transactions.   Graduates of the Residential strand will also be able to:   * Analyse complex residential land ownership, investment property, multi-unit and vacant land to facilitate complex residential real estate transactions.   Graduates of the Rural strand will also be able to:   * Analyse rural land tenure and use, compliance, and farm management systems and practices to facilitate rural real estate transactions. |

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| **Education Pathway/ Ngā huarahi mātauranga** |
| This qualification may follow on from the New Zealand Certificate in Real Estate (Salesperson) (Level 4) [Ref: 3111].  Graduates of this qualification may undertake further study through:   * New Zealand Certificate in Real Estate (Branch manager) (Level 5) [Ref: 3580] * Business qualifications at Level 5 or higher. |

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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 who also hold a Salesperson licence will have the skills and knowledge to build a business and advance a career as a licensed salesperson in the real estate industry.  Other graduates will have skills and knowledge relevant to a range of roles in the property sector. |

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. |
| 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) | There are no mandatory prerequisites to meet regulatory body, or legislative requirements for this qualification.  TEOs and candidates should be aware of the licensing framework for the real estate sector to ensure they are operating within that framework. Depending on specialisation, candidates may be required to hold a real estate licence to fulfil legal obligations.  The New Zealand Certificate in Real Estate (Salesperson) (Level 4) [Ref: 3111] is a suggested entry qualification for learners in programmes leading to this qualification. |
| General conditions for programme/ Ngā tikanga whānui o te hōtaka | Programme must:   * consider the Real Estate licensing framework for components that require candidates to hold a current real estate licence to fulfil legal obligations. * All strands must include processes from initial contact to settlement, written appraisals, agreements, marketing strategies, agency, and relationships with key stakeholders. * The *Business Broking strand* programmes must include legislation as it applies to business broking, industry standards related to different business types, franchising, council compliance and disclosure rules. * The *Commercial and Industrial strand* must include documentation for sales and leasing transactions, unit titles ownership and body corporate as it relates to commercial and industrial property, legislation as it relates to commercial and industrial property. * The *Residential strand* must include Unit Titles Act 2010 and application of the body corporate function. Complex residential land ownership refers to subdivision of land, land issues, building structures, and council compliance specific to New Zealand law. * The *Rural strand* must include legislation and council compliance including local zoning, regulations affecting current and potential usage of rural real estate, different forms of land tenure and land use   Rules from the Real Estate Agents Act (Professional Conduct and Client Care) Rules 2012 apply  Land issues refers to topography, stability, land-based resources.  Research methods refers to market survey methods and techniques.  Best practice refers to the Real Estate Authority (Complaints Assessment Committee and Disciplinary Tribunal). |

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 |
|  | Develop a marketing strategy to facilitate real estate transactions using research methods. | 6 credits |  |
|  | Build and maintain  relationships with a diverse  range of clients, customers,  and networks. | 3 credits |  |
|  | Apply knowledge of compliance best practice and facilitate the resolution of conflict and complaints. | 4 credits |  |
|  | Apply knowledge of the Resource Management Act 1991, and district and regional planning in performing real estate duties. | 7 credits |  |
| Business Broking strand | | | |
|  | Analyse financial statements,  business performance, buyer  demand and market  conditions to facilitate the  sale/lease of businesses. | 20 credits |  |
| Commercial and Industrial strand | | | |
|  | Analyse documentation, building structures, land issues, and ownership structures to facilitate commercial and industrial real estate transactions. | 20 credits |  |
| Residential strand | | | |
|  | Analyse complex residential land ownership, investment property, multi-unit and vacant land to facilitate complex residential real estate transactions. | 20 credits |  |
| Rural strand | | | |
|  | Analyse rural land tenure and use, compliance, and farm management systems and practices to facilitate rural real estate transactions | 20 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 5164  PO Box 24469  Royal Oak Auckland 1345  Telephone: 09 525 2590  Email: 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. |