

National Certificate in Real Estate (Salesperson) (Level 4)

Level 4

Credits 47

This qualification has been **reviewed**. The last date to meet the requirements is 31 December 2019.

This qualification was republished extend the last date for entry into programmes leading to the qualification from 31 December 2017 to 31 December 2018.

Transition Arrangements

This qualification has been reviewed and replaced by the New Zealand Certificate in Real Estate (Salesperson) (Level 4) [Ref: 3111].

For detailed information see [Review Summaries](#) on the NZQA website.

The last date for entry into programmes leading to award of this qualification is 31 December 2018.

It is anticipated that no existing candidates will be disadvantaged by these transition arrangements. However, anyone who feels that they have been disadvantaged may appeal to The Skills Organisation at the address below.

NZQF National Qualification Registration Information

Process	Version	Date	Last Date for Assessment
Registration	1	April 2010	31 December 2013
Revision	2	August 2012	31 December 2019
Review	3	April 2016	31 December 2019
Republished	3	January 2017	31 December 2019

Standard Setting Body

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National Certificate in Real Estate (Salesperson) (Level 4)

Level	4
Credits	47

Purpose

This National Certificate is the entry-level qualification to the real estate industry and meets the legislative requirements for a licence to operate as a salesperson in the industry. The licensing standards outlined in Ref: 0101 are replaced by this qualification from 1 July 2010.

Holders of this qualification are able to demonstrate knowledge of: land ownership, transfer of ownership, and titles; the law of contract and the law of agency; misleading and deceiving conduct and misrepresentation; council zoning and building law needed to act as a real estate salesperson; legal matters affecting real estate licensees; use of inspection, appraisal and agency agreement for real estate property; licensing and code of professional conduct under the Real Estate Act 2008; and methods for sale of real estate in New Zealand.

Holders of this qualification are also able to: complete a sales and purchase agreement and facilitate sale of real estate; establish a presence in the real estate market; develop marketing plans for real estate, qualify customers, and present properties for sale.

All standards in this qualification are compulsory due to the complexity of the knowledge and skills required to perform competently as a licensed salesperson in the real estate industry.

Holders of this qualification may apply to the Real Estate Agents Authority for a real estate salesperson's licence under the provisions of the Real Estate Agents (Licensing) Regulations 2009. They must do so if they wish to operate as a salesperson in the real estate industry.

This qualification shares several standards in common with the National Certificate in Real Estate (Branch Manager) (Level 5) [Ref: 1288] and candidates are encouraged to undertake further training to progress to this qualification and/or the National Diploma in Real Estate (Agent) (Level 5) [Ref: 0100].

Special Notes

Entry requirements

Real estate licensees require proficient communication skills. People entering programmes of education and training leading to the award of this qualification must demonstrate the capacity to understand requirements and instructions, and communicate to the required industry level. This must be evidenced by one of the following:

- a minimum of 8 level 2 credits in English, 4 in writing, and 4 in reading;
- IELTS overall test scores of 5.5; or
- the demonstration of equivalent knowledge and skills.

Licensing requirements

This qualification meets the licensing requirements to be licensed as a real estate salesperson by the Real Estate Agents Authority as set out in the Real Estate Agents (Licensing) Regulations 2009. For licensing purposes, this document must be read in conjunction with the Real Estate Agents (Licensing) Regulations 2009.

Recognition of Current Competence (RCC)/Recognition of Prior Learning (RPL)

The RCC and RPL processes recognise the knowledge and skills gained from work and experience, or from courses or study undertaken. Candidates go through an assessment process to gain credit for standards. The assessment process is carried out by accredited organisations.

Candidates should contact REINZ ITO for more information regarding RCC/RPL and contact information for an accredited organisation.

Credit Range

	Compulsory
Level 3 or above credits	47
Total	47

Requirements for Award of Qualification

Award of NZQF National Qualifications

Credit gained for a standard may be used only once to meet the requirements of this qualification.

Unit standards and achievement standards that are equivalent in outcome are mutually exclusive for the purpose of award. The table of mutually exclusive standards is provided on the New Zealand Qualifications Authority (NZQA) website: <http://www.nzqa.govt.nz/qualifications-standards/standards/standards-exclusion-list/>.

Reviewed standards that continue to recognise the same overall outcome are registered as new versions and retain their identification number (ID). Any version of a standard with the same ID may be used to meet qualification requirements that list the ID and/or that specify the past or current classification of the standard.

Summary of Requirements

- Compulsory standards

Detailed Requirements

Compulsory

The following standards are required

Service Sector > Real Estate > Real Estate Practice and Law

ID	Title	Level	Credit
15500	Establish a presence in the real estate market	4	4
23134	Demonstrate knowledge of land ownership, transfer of ownership, and titles	5	4
23135	Demonstrate knowledge of the law of contract and the law of agency in a real estate context	4	5
23136	Demonstrate knowledge of misleading and deceptive conduct and misrepresentation for real estate practice	4	4
23137	Demonstrate knowledge of the sale and purchase agreement and facilitate sale of real estate	4	5
23138	Demonstrate knowledge of council zoning and building law needed to act as a real estate salesperson	3	3
23140	Develop marketing plans for real estate, qualify customers, and present properties for sale	4	4
23141	Demonstrate understanding of legal matters affecting real estate licensees	5	4
26148	Demonstrate knowledge and use of inspection, appraisal and agency agreement for real estate property	4	6
26149	Demonstrate knowledge of licensing and code of professional conduct under the Real Estate Act 2008	4	4

Service Sector > Real Estate > Rural, Residential, Commercial and Business Sales

ID	Title	Level	Credit
26150	Demonstrate knowledge of methods for sale of real estate in New Zealand	4	4

Previous versions of the qualification

Version 2 was issued following a change of responsibility from Real ITO to ETITO and a revision of unit standards in the qualification. Main changes included: standard setting body details amended; title of standards 23135 and 23136 amended to reflect unit standard revisions; last date of assessment of version 1 set to 31 December 2013; review date set to 2014 to reflect the scheduled date for the Real Estate sector review of qualifications.

This qualification contains standards that replace earlier standards. For the purposes of this qualification, people who have gained credit for the expiring standards are exempt from the requirement to gain credit for the replacement standards – see table below.

Credit for	Exempt from
4656, 4657	23140
4658, 4659	23137
23139	26148

Version 1 was issued following a full review of the licensing requirements under the Real Estate Agents Act 2008 resulting in development of the Real Estate Agents (Licensing) Regulations 2009. This qualification was developed to incorporate the new requirements for a real estate salesperson's licence. Standards from the National Certificate in Real Estate with strands in Business Sales, Commercial/Industrial Sales, Residential Sales, Rural Sales, Commercial/Industrial Property Management, and Residential Property Management [Ref: 0101] that make up part of the National Certificate in Real Estate (Salesperson) can count towards credit of this qualification.

Certification

The certificate will display the logos of NZQA, The Skills Organisation and the organisation that has been granted consent to assess against standards that meet the requirements of the qualification (accredited).

Classification

This qualification is classified according to the classification system listed on the Directory of Assessment Standards (DAS) and the New Zealand Standard Classification of Education (NZSCED) system as specified below.

DAS Classification		NZSCED	
Code	Description	Code	Description
295	Service Sector > Real Estate	080503	Management and Commerce > Sales and Marketing > Real Estate

Quality Management Systems

Providers and Industry Training Organisations must be granted consent to assess by a recognised Quality Assurance Body before they can register credits from assessment against standards. Organisation with consent to assess and Industry Training Organisations assessing against standards must engage with the moderation system that applies to those standards. Consent to assess requirements and the moderation system are outlined in the associated Consent and Moderation Requirements (CMR) for each standard.