

FIELD SERVICE SECTOR

Review of *Real Estate* qualifications

- **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]**
- **National Diploma in Real Estate [Ref: 0100]**

The REINZ Industry Training Organisation Ltd (REINZ ITO) has completed the review of the qualifications listed above.

Date new versions published

May 2007

The next qualification review is planned to take place during 2011.

Summary of review and consultation process

A comprehensive review of both 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] and National Diploma in Real Estate [Ref: 0100] began in September 2003. This included a full review of the standards as well as the structure and content of the qualifications and their relationship with the Real Estate Agents Licensing Board requirements. The review incorporated feedback from specialists in the various industry sectors, providers, assessors, moderators, and the wider real estate industry.

Main changes resulting from the review

The review of 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] has incorporated replacements for expiring standards where necessary, added new standards to cover knowledge gaps identified by industry, and moved a standard from the compulsory section into the relevant strands.

The review of the National Diploma in Real Estate [Ref: 0100] has incorporated replacements for expiring standards where necessary, added new standards to cover knowledge gaps identified by industry, renamed the elective set to Licensee Elective and included three new electives covering appraisals.

To more clearly align with the Real Estate Agents Licensing Board requirements, a new exit point for those enrolled in the National Diploma in Real Estate (Licensee) (Level 5) [Ref: 0100] has been established. This is the National Certificate in Real Estate (Branch Manager) (Level 5) [Ref: 1288]. It comprises the first standards in the National Diploma, and all credits can also be used towards the Diploma.

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]

Review category	B	See Key to Qualification Review Categories at the end of report
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Changes to structure and content

- The qualification level was increased.
- The minimum credit requirements were increased.
- Standard levels and credits were adjusted to match reviewed standards.
- Expiring standards were replaced.
- Core Compulsory section:
 - Standards 23138, 23139, and 23155 were added to the qualification.
 - Standard 4653 was replaced by 23133.
 - Standards 4654 and 4665 were replaced by standards 23135, 23136, and 23141.
 - Standards 4655 and 4706 were replaced by standard 23134.
 - Standards 4656 and 4657 were replaced by standard 23140.
 - Standards 4658 and 4659 were replaced by standard 23137.
 - Standard 4660 was replaced by standard 23156.
 - Standard 4666 was replaced by standard 23157.
 - Standard 15500 was moved into relevant strands.
- Business Sales strand:
 - Standards 23146, 23147, and 23442 were added to the strand.
 - Standards 7378 and 15500 were added.
 - Standards 4689 and 4712 were replaced by standards 23142, 23143, and 23144.
 - Standard 4692 was replaced by standard 23145.
 - Standard 1853 was removed.
 - Standards 4690 and 4691 were removed, because they no longer meet the needs of the industry.
- Commercial/Industrial Sales strand:
 - Standard 23444 was added to the strand.
 - Standard 15500 was added.
 - Standard 4676 was replaced by standard 23148.
 - Standard 4677 was replaced by standard 23149.
 - Standard 4711 was removed, because it no longer meets the needs of the industry.
- Residential Sales strand:
 - Standards 22311 and 23443 were added to the strand.
 - Standards 15500 and 15501 were added.
 - Standard 4668 was replaced by standard 23150.
 - Standard 4710 was replaced by standard 23151.
 - Standard 4662 was removed.
 - Standards 4664 and 4667 were removed, because they no longer meet the needs of the industry.
- Rural Sales strand:
 - Standard 23441 was added to the strand.
 - Standards 15500 and 15501 were added.
 - Standard 4673 was replaced by standard 23152.
 - Standard 4709 was replaced by standards 23153 and 23154.

- Standards 4670 and 4672 were removed, because they no longer meet the needs of the industry.
- Residential Property Management strand:
 - Standards 22310 and 22311 were added to the strand.

Transition

Due to legislative changes the transition period has been shortened to ensure that the new legislation is included in training. The last date for entry to programmes or courses for the replaced Version 4 is 31 August 2007. The last date for assessments to take place for Version 4 is 31 August 2008. The Manager of the ITO can be contacted at REINZ ITO, PO Box 5663, Auckland for information on Transition Arrangement and Exemption appeals.

People working towards Version 4 are given until 31 August 2008 to complete the version they had begun. After this date credit gained towards meeting the requirements of Version 4 must be transferred to meeting the requirements of Version 5 of the qualification.

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.

Credit for	Exempt from
4653	23133
4654 and 4665	23141, 23135, and 23136
4655 and 4706	23134
4656 and 4657	23140
4658 and 4659	23137
4660	23156
4662	23139
4666	23157
4668	23150
4673	23152
4676	23148
4677	23149
4689 and 4712	23142, 23143, and 23144
4692	23145
4709	23153 and 23154
4710	23151

National Diploma in Real Estate [Ref: 0100]

National Diploma in Real Estate (Licensee) (Level 5) [Ref: 0100]

Review category	B	See Key to Qualification Review Categories at the end of report
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Changes to structure and content

- The title was modified to include (Licensee) to clearly show the relationship between the qualification and Real Estate Agents Licensing Board requirements.
- Standard levels and credits were adjusted to match reviewed standards.
- Electives in Business Appraisals, Residential Appraisals, and Rural Appraisals were added.

- Standards 4669, 15501, 22303, 22305, 22306, 22308, 22309, and 22314 were added to the qualification.
- Standards 4689 and 4712 were replaced by standards 23142, 23143, and 23144.
- Standard 4701 was replaced by standard 23132.
- Standard 4709 was replaced by standards 23153 and 23154.
- Standard 4710 was replaced by standard 23151.
- Standards 4667, 4670, 4706, and 4711 were removed, because they no longer meet the needs of the industry.

Transition

Due to legislative changes the transition period has been shortened to ensure that the new legislation is included in training. The last date for entry to programmes or courses for the replaced Version 3 is 31 August 2007. The last date for assessments to take place for Version 3 is 31 August 2008. The Manager of the ITO can be contacted at REINZ ITO, PO Box 5663, Auckland for information on Transition Arrangement and Exemption appeals.

People working towards Version 2 or 3 are given until 31 August 2008 to complete the version they had begun. After this date credit gained towards meeting the requirements of Version 2 or 3 must be transferred to meeting the requirements of Version 4 of the qualification.

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.

Credit for	Exempt from
4689 and 4712	23142, 23143, and 23144
4701	23132
4709	23153, 23154
4710	23151

National Certificate in Real Estate (Branch Manager) (Level 5) [Ref: 1288]

This qualification has been designed to provide a pathway to the National Diploma in Real Estate (Licensee) (Level 5) [Ref: 0100] and an exit point for people wanting the Certificate of Approval as Branch Manager only. People who are partway through the National Diploma in Real Estate may wish to transfer to this qualification. The following exemptions can be used for transition until 31 August 2008.

People who have gained credit for the expiring standards are exempt from the requirement to gain credit for replacement standards.

Credit for	Exempt from
4689 and 4712	23142, 23143, 23144
4709	23153 and 23154
4710	23151

The Manager of the ITO can be contacted at REINZ ITO, PO Box 5663, Auckland for information on Transition Arrangement and Exemption appeals.

Key to Qualification Review Categories

Category A The qualification is published as a new version with the same NQF ID	Changes are made to SSB name, contact details or purpose statement
	No change is made to title, rules or components of the qualification
	No transition arrangements are required
Category B The qualification is published as a new version with the same NQF ID	Changes are made to title, rules or components
	The new version of the qualification recognises a similar skill set to that recognised by the previous version
	The SSB is confident that people awarded the new or previous version are comparable in terms of competence
	Transition arrangements are required if candidates must gain additional/different credits for the new version
Category C A new (replacement) qualification is published with new NQF ID	Significant changes are made to the qualification in terms of components, structure, type or level
	The SSB views people with the replacement qualification as being significantly different in terms of competence from those with the replaced qualification
	Transition arrangements are required
	Transition may be limited to phase-out dates
Category D Qualification will expire. There is no replacement qualification	Qualification is no longer required by industry
	The qualification is designated as expiring and a last date for meeting the qualification requirements is set