

| FIELD | SERVICE SECTOR |
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Review of *Real Estate* qualifications

National Diploma in Real Estate (Licensee) (Level 5) [Ref: 0100]
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 Certificate in Real Estate (Branch Manager) (Level 5) [Ref: 1288]

This report was republished in June 2010 to make changes to the last date for assessment for Ref: 0100 versions 4 and 5 and Ref: 1288 versions 1 and 2. The expiry and last date for assessment of Ref: 0101 were also changed. In all three instances the last date for assessment was changed **from 31 May 2010 to 30 June 2010**.

The REINZ Industry Training Organisation Ltd has completed the review of the above qualifications.

New qualification

National Certificate in Real Estate (Salesperson) (Level 4) [Ref: 1543]

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| Date new versions re-published | June 2010 |
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| Date new versions published | April 2010 |
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The next qualification review is planned to take place during December 2015.

Summary of review and consultation process

A comprehensive review of the qualifications listed above was required due to a full review of the licensing requirements under the Real Estate Agents Act 2008 and the introduction of the Real Estate Agents (Licensing) Regulations 2009. This led to a review of the standards in the reviewed qualifications, as well as the structure and content of the qualifications and their relationship with the Real Estate Agents Authority's licensing requirements. The review incorporated feedback from specialists in the various industry sectors, providers, assessors, moderators, and the wider real estate industry.

The new legislation introduced new practice rules and regulations, as well as codes of professional conduct and practice that were not previously required by the Real Estate Agents Act 1976.

The review also led to the development of a new qualification, the National Certificate in Real Estate (Salesperson) (Level 4) [Ref: 1543], which was required to reflect changes to licensing requirements in the real estate industry. While Ref: 1543 does not replace Ref: 0101, it does replace the standards required to be licensed as a Real Estate Salesperson, which were previously included in Ref: 0101.

Main changes resulting from the review

The review of the qualifications led to the replacement of standards, the addition of new standards, and the removal of standards that were no longer relevant due to changes in industry practice and licensing requirements resulting from legislative changes under the Real Estate Agents Act 2008.

The review also led to the development of a new qualification, the National Certificate in Real Estate (Salesperson) (Level 4) [Ref: 1543] to reflect changes to licensing requirements in the real estate industry.

The new qualification and the new versions of the reviewed qualifications meet the new licensing requirements to be licensed as a real estate salesperson, branch manager, or agent as set out in the Real Estate Agents (Licensing) Regulations 2009.

A transition period from 17 November 2009 to 30 June 2010 was established for people to continue to complete educational requirements for licensing purposes under the interim Real Estate Agents (Licensing) Regulations 2009 and the Real Estate Agents Act 2008.

From 1 July 2010, people wishing to be licensed as a real estate salesperson, branch manager, or agent must complete the requirements of the respective qualifications – see table below.

| Licence | Transitional Licensing Requirements (17 November 2009 – 30 June 2010) | New Licensing Requirements (From 1 July 2010) |
|----------------------------|--|--|
| Real Estate Salesperson | Standards 23134-23138 and 23155 | National Certificate in Real Estate (Salesperson) (Level 4) [Ref: 1543] |
| Real Estate Branch Manager | Any version of: National Certificate in Real Estate (Branch Manager) (Level 5) [Ref: 1288] | Version 3 of: National Certificate in Real Estate (Branch Manager) (Level 5) [Ref: 1288] |
| Real Estate Agent | Versions 4 and 5 of: National Diploma in Real Estate (Licensee) (Level 5) [Ref: 0100] | Version 6 of: National Diploma in Real Estate (Agent) (Level 5) [Ref: 0100] |

For real estate licensing purposes, the qualification documents must be read in conjunction with the Real Estate Agents (Licensing) Regulations 2009.

Applications for licences on the basis of previous educational requirements (listed under transitional licensing requirements above) must be made to the Real Estate Agents Authority before close of 30 June 2010.

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

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| Review category | B | See Key to Qualification Review Categories at the end of report |
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This qualification was updated to incorporate the new requirements for a real estate agent's licence.

Changes to structure and content

- Title was modified to amend the descriptor from (Licensee) to (Agent) to clearly reflect the relationship between the qualification and the Real Estate Agents Authority's licensing requirements under the Real Estate Agents Act 2008.
- The prerequisite requirement was removed.
- Standard levels and credits were updated to match reviewed standards.
- Standards 23142 and 23143 were replaced by standard 26151.
- Standard 22314 was replaced by standard 26154.
- Standards 125, 335, 1853, 1863, 1864, 1994, 4708, and 6412 were removed.
- Standards 23134-23136, 23138, 23141, 23146, 23150, 23152, 26149, 26152 and 26153 were added.
- Name of 'Licensee Elective' was changed to read 'Agent Elective'.

Transition

This qualification contains standards that have been substituted for, and 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 |
|--------------|--------------|
| 4668 | 23150 |
| 4673 | 23152 |
| 4689, 4712 | 23144, 26151 |
| 4701 | 23132 |
| 4709 | 23153, 23154 |
| 4710 | 23151 |
| 23142, 23143 | 26151 |

Due to legislative changes, the transition period for completion of previous versions of this qualification has been shortened to ensure that the new legislation is included in training. People enrolled on programmes leading towards version 4 or version 5 of this qualification must complete the requirements for those versions by **30 June 2010** or transfer to version 6. The last date for assessment against the requirements of version 4 or version 5 of this qualification is **30 June 2010**.

From 1 June 2010 people will be enrolled in programmes leading to the award of version 6 of this qualification.

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]

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| Review category | D | See Key to Qualification Review Categories at the end of report |
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This qualification is no longer required by industry. However it is intended that new qualifications will be developed to replace the strands following the review of the standards later in 2010.

Transition

People enrolled on programmes leading towards this qualification must complete the requirements by **30 June 2010** or transfer their results to the National Certificate in Real Estate Salesperson [Ref: 1543]; or to version 3, or a later version, of the National Certificate in Real Estate (Branch Manager) (Level 5) [Ref: 1288]; or to version 6, or a later version of the National Diploma in Real Estate (Agent) (Level 5) [Ref: 0100].

The transition period has been shortened to ensure that the new legislation is included in training. Therefore, the last date to meet the assessment requirements for this qualification is **30 June 2010**.

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

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| Review category | B | See Key to Qualification Review Categories at the end of report |
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This qualification was updated to incorporate the new requirements for a real estate branch manager's licence.

Changes to structure and content

- The prerequisite requirement was removed.
- Minimum credit requirements were increased from 87 to 103 to include standards covering changes to industry practice and legislative requirements.
- Standard levels and credits were updated to match reviewed standards.
- Standards 23142 and 23143 were replaced by standard 26151.
- Standard 22314 was replaced by 26154.
- Standards 125 and 4708 were removed.
- Standards 23134-23136, 23138, 23141, and 26149 were added.

Transition

This qualification contains standards that have been substituted for and 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 |
|------------|--------------|
| 4689, 4712 | 23144, 26151 |
| 4709 | 23153, 23154 |

| Credit for | Exempt from |
|--------------|-------------|
| 4710 | 23151 |
| 23142, 23143 | 26151 |

Due to legislative changes, the transition period for completion of previous versions of this qualification has been shortened to ensure that the new legislation is included in training. People enrolled on programmes leading towards previous versions of this qualification must complete the requirements for those versions by **30 June 2010** or transfer to version 3. Due to the increase in credit value for version 3 of this qualification, there may be an additional cost to cover the assessment resources and assessment against the additional standards.

The last date for assessment against the requirements of previous versions of this qualification is **30 June 2010**. As of 1 July 2010, only version 3, or a later version, of this qualification will meet the requirements to be licensed as a Real Estate Branch Manager.

From 1 June 2010 people will be enrolled in programmes leading to the award of version 3 of this qualification.

It is not intended that anyone be disadvantaged by this review. However, anyone who feels they have been disadvantaged should contact the Quality Assurance and Compliance Adviser of the ITO at:

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Key to Qualification Review Categories

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| 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 |