

Field Service Sector**Review of *Real Estate* unit standards**

Subfield	Domain	ID
Real Estate	Real Estate Practice and Law	15500, 22311, 23134-23138, 23140, 23141, 26148, 26149
	Rural, Residential, Commercial and Business Sales	23157, 26150

The Skills Organisation (Skills) has completed the review of the unit standards listed above.

Date new versions published

February 2017

Planned review date

December 2022

Summary

The review of these unit standards was initiated through their planned review, the Targeted Review of Qualification (TRoQ) for Real Estate, and in response to the listing of the New Zealand Certificate in Real Estate (Salesperson) (Level 4) [Ref: 3111].

The unit standards were reviewed to ensure they are fit for purpose, relevant to the Real Estate industry, and readily available for assessment. Industry representatives from the TRoQ Review and Qualification Development group were involved in the review, writing of unit standards, and providing feedback from their own networks.

The review of the remaining unit standards in the Real Estate domains is scheduled to occur in the near future.

Main changes

- Changes were made to 12 unit standards to reflect current industry terminology and practice.
- Three unit standards have increased in level to align with industry requirements.
- Five unit standards have changes to credit values to appropriately represent learning and assessment.
- One unit standard has been replaced by a new unit standard.
- A last date for assessment of superseded versions of the Category B standards was specified.

The Category C unit standard will expire at the end of December 2019

The last date for assessment of the most recent superseded versions of Category B unit standards is December 2019

Impact on existing organisations with consent to assess

Current consent for			Consent extended to		
Nature of consent	Classification or ID	Level	Nature of consent	Classification or ID	Level
Standard	23138	3	Standard	29882	4

Detailed list of unit standards – classification, title, level, and credits

All changes are in **bold**.

Key to review category	
A	Dates changed, but no other changes are made - the new version of the standard carries the same ID and a new version number
B	Changes made, but the overall outcome remains the same - the new version of the standard carries the same ID and a new version number
C	Major changes that necessitate the registration of a replacement standard with a new ID
D	Standard will expire and not be replaced

Service Sector > Real Estate > Real Estate Practice and Law

ID	Title	Level	Credit	Review Category
15500	Establish a presence in the real estate market Establish a personal professional presence in the real estate market	4	4 2	B
22311	Demonstrate knowledge of the Unit Titles Act 2010 for real estate personnel Explain aspects of the Unit Titles Act 2010 for real estate personnel	4	3 2	B
23134	Demonstrate knowledge of land ownership, transfer of ownership, and titles Demonstrate knowledge of law relating to land titles, ownership, and transfer of land	5	4	B
23135	Demonstrate knowledge of the law of contract and the law of agency in a real estate context	4	5	B
23136	Demonstrate knowledge of misleading and deceptive conduct and misrepresentation for real estate practice Demonstrate knowledge of consumer protection law related to real estate practice	4	4	B
23137	Demonstrate knowledge of the sale and purchase agreement and facilitate sale of real estate Demonstrate knowledge of the sale and purchase agreement and facilitate a sale of real estate	4 5	5	B
23138	Demonstrate knowledge of council zoning and building law needed to act as a real estate salesperson	3	3	C
29882	Demonstrate knowledge of the resource management and building law relevant to real estate licensees	4	4	
23140	Develop marketing plans for real estate, qualify customers, and present properties for sale	4	4 5	B

ID	Title	Level	Credit	Review Category
23141	Demonstrate understanding of legal matters affecting real estate licensees Demonstrate knowledge of legislation as applied to real estate licensees	5	4	B
26148	Demonstrate knowledge and use of inspection, appraisal and agency agreement for real estate property Demonstrate knowledge and use of inspection and appraisal for real estate property	4 5	6 4	B
26149	Demonstrate knowledge of licensing and code of professional conduct under the Real Estate Act 2008 Demonstrate knowledge of licensing and code of professional conduct under the Real Estate Agents Act 2008	4	4	B

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

ID	Title	Level	Credit	Review Category
23157	Demonstrate knowledge of building styles, methods, and materials for real estate personnel Demonstrate knowledge of building styles and materials for real estate personnel	4	3	B
26150	Demonstrate knowledge of methods for sale of real estate in New Zealand	4	4	B