

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

Subfield	Domain	ID
Real Estate	Real Estate Practice and Law	15500, 22311, 23134-23137, 23140, 23141, 26148, 26149, 29882
	Residential and Commercial Property Management	27485, 27489, 27494, 27774, 27775, 29636-29638, 29640, 29642-29645
	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

January 2021

Planned review date

December 2025

Summary

The unit standards were reviewed to incorporate changes to legislation that have impacted the wider Real Estate industry and assessment requirements. The unit standards were reviewed to ensure they are fit for purpose, relevant to the wider Real Estate industry, and readily available for assessment. Skills formed Consultation Review Groups which consisted of representatives from the Real Estate Authority, industry associations, training providers, employers of real estate agencies and residential property management companies. These representatives were involved in the review, writing of unit standards, and providing feedback from their own networks.

Main changes

- Unit standard 27775 decreased in credit value and unit standard 29644 increased in credit value to better reflect the requirements of the unit standards.
- All unit standards were amended to reflect current legislation and future industry requirements, to include suitable learning, practice, and assessment requirements.
- Titles of some standards were amended to better reflect the outcomes.
- The level of unit standard 23141 was decreased to better reflect the skills and knowledge required.
- Unit standards were updated to align with current template.

The last date for assessment of superseded versions of Category B unit standards is December 2021

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 personal professional presence in the real estate market	4	2	B
22311	Explain aspects of the Unit Titles Act 2010 for real estate personnel	4	2	B
23134	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 consumer protection law related to real estate practice Demonstrate knowledge of laws related to consumer protection in a real estate context	4	4	B
23137	Demonstrate knowledge of the sale and purchase agreement and facilitate a sale of real estate Demonstrate knowledge of the sale and purchase agreements and manage the sale of real estate	5	5	B
23140	Develop marketing plans for real estate, qualify customers, and present properties for sale Demonstrate knowledge of and develop marketing plans for real estate, qualify customers, and present properties for sale	4	5	B
23141	Demonstrate knowledge of legislation as applied to real estate licensees	5 4	4	B
26148	Demonstrate knowledge and use of inspection and appraisal for real estate property Demonstrate and apply knowledge of inspection and appraisal for real estate property and qualify prospective clients	5	4	B
26149	Demonstrate knowledge of licensing and code of professional conduct under the Real Estate Agents Act 2008 Explain licensing and the code of professional conduct under the Real Estate Agents Act 2008	4	4	B
29882	Demonstrate knowledge of the resource management and building law relevant to real estate licensees Demonstrate knowledge of the laws relating to resource management and building in a real estate context	4	4	B

Service Sector > Real Estate > Residential and Commercial Property Management

ID	Title	Level	Credit	Review Category
----	-------	-------	--------	-----------------

ID	Title	Level	Credit	Review Category
27485	Manage and market a residential property Demonstrate and apply knowledge of residential property management, and market a property for rental	4	6	B
27489	Inspect a residential property for rental and complete inspection reports Demonstrate knowledge of property inspections and complete inspections reports for a residential property for rental	4	4	B
27494	Demonstrate knowledge of a body corporate for a residential property	3	1	B
27774	Complete a rental appraisal report for a residential property Assess maintenance and compliance and complete a rental appraisal report for a residential property	4	3	B
27775	Demonstrate knowledge of the impact of, and response to, natural disasters in residential property management	4	4 3	B
29636	Demonstrate knowledge of legislation for residential property management	4	4	B
29637	Establish and maintain professional relationships in residential property management	4	8	B
29638	Demonstrate knowledge of agencies and amenity providers in residential property management Demonstrate and apply knowledge of agencies and amenity providers in residential property management	4	2	B
29640	Explain the role of the Tenancy Tribunal and manage tenancy disputes Demonstrate knowledge of the role of the Tenancy Tribunal and manage tenancy disputes	4	10	B
29642	Manage maintenance of a tenanted residential property on an ongoing basis Manage maintenance of a tenanted residential property	4	6	B
29643	Establish a residential tenancy Demonstrate knowledge of and complete a residential tenancy agreement	4	8	B
29644	Demonstrate knowledge of the Residential Tenancies Act 1986	3	3 4	B
29645	Demonstrate and apply knowledge of the bond system Demonstrate and apply knowledge of the bond system for a residential property	4	3	B

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

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