

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

Subfield	Domain	ID
Real Estate	Real Estate Practice and Law	15500, 22311, 23134-23137, 23140, 23141, 26148, 26149, 29882
	Rural, Residential, Commercial and Business Sales	23157, 26150

Ringa Hora – Services Workforce Development Council has completed a revision of the unit standards listed above.

Date new versions published

September 2022

Planned Review Date (unchanged)

December 2025

Summary

The last date of assessment of the superseded versions of these unit standards is currently set as 31 December 2022. The last date of assessment for the superseded version of the associated qualification, the New Zealand Certificate in Real Estate (Salesperson) (Level 4) [Ref: 3111] has been extended to 31 December 2023 to enable learners to complete programmes they are enrolled in. Extending the last date of assessment for these unit standards to 31 December 2023 will enable the learners to complete version 1 of the qualification.

Main changes

- Superseded versions of unit standards with the last date of assessment of 31 December 2022 have had the date extended to 31 December 2023.
- The standard setting body details have been updated to Ringa Hora – Services Workforce Development Council.

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

Service Sector > Real Estate > Real Estate Practice and Law

ID	Title	Level	Credit
15500	Establish a personal professional presence in the real estate market	4	2
22311	Explain aspects of the Unit Titles Act 2010 for real estate personnel	4	2
23134	Demonstrate knowledge of law relating to land titles, ownership, and transfer of land	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 laws related to consumer protection in a real estate context	4	4
23137	Demonstrate knowledge of the sale and purchase agreements and manage the sale of real estate	5	5
23140	Demonstrate knowledge of and develop marketing plans for real estate, qualify customers, and present properties for sale	4	5
23141	Demonstrate knowledge of legislation as applied to real estate licensees	4	4

ID	Title	Level	Credit
26148	Demonstrate and apply knowledge of inspection and appraisal for real estate property and qualify prospective clients	5	4
26149	Explain licensing and code of professional conduct under the Real Estate Agents Act 2008	4	4
29882	Demonstrate knowledge of the laws relating to resource management and building in a real estate context	4	4

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

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