

## Field Service Sector

### Review of *Real Estate* New Zealand Qualifications

#### Reviewed qualifications

| Reference | Version | Qualification Title                              | Credits |
|-----------|---------|--------------------------------------------------|---------|
| 3580      | 2       | New Zealand Certificate in Real Estate (Level 5) | 40      |
| 4396      | 1       | New Zealand Certificate in Real Estate (Level 6) | 50      |

#### Review information

|                         |                                |
|-------------------------|--------------------------------|
| Qualification Developer | Services Industry Skills Board |
| Reason for the review   | Scheduled five-year review     |
| Review date             | May 2026                       |
| Outcome date            | August 2026                    |
| Next review date        | August 2031                    |

#### Summary of review and consultation process

The Real Estate qualifications were reviewed as part of the five-year review cycle. Qualification stakeholders were invited to participate in the review, including providers and industry who had been part of the initial development and previously expressed interest in the qualifications. Engagement around the review of the qualifications began in April 2026. Stakeholder consultation was carried out with a review meeting held 12 May 2026.

Consultation with stakeholders confirmed that the reviewed qualifications would be fit for purpose with some minor changes to graduate profile outcomes (GPOs) to ensure currency and clarity and to incorporate sustainability concepts and reflect changes in the culture of real estate organisations.

The final draft was circulated back to the stakeholder group for further feedback and confirmation of accuracy, which was then followed up with the draft qualifications posted on to the Services ISB website seeking any additional feedback or comments.

Responsibility for these qualifications has been transferred from Ringa Hora Workforce Development Council to Services Industry Skills Board (ISB) to reflect the VET reforms.

#### Main changes resulting from the review process

##### Overall changes

- Strategic Purpose statement wording has been amended, “real estate business” changed to “real estate office/branch”. “Manager” has been changed to “branch manager”.
- Wording of the Qualification Award has been amended to align with other qualifications.
- Evidence Requirements for assuring consistency has been removed as no longer required.
- General conditions for programmes have been updated to encompass Māori values and Te Tiriti o Waitangi, relevant legislations and regulations and considerations for Pasifika and Tangata Whaikaha. Programme endorsement guidelines for providers have been added.
- Education pathway has been updated.
- Transition information has been updated.
- Standard setting body have been changed from Ringa Hora Workforce Development Council to Services Industry Skills Board.

**New Zealand Certificate in Real Estate (Level 5) [Ref: 3580]**

Graduate Profile Outcomes (GPOs) were amended as follows:

- GPO 1 – “real estate” was added for clarity.
- GPO 2 – “authorities” has been replaced with “agreements”. Credit value changed from 10 to 5 credits.
- GPO 3 – “discharge” has been replaced by “prepare” and “authorities” by “agreements”. Credit value changed from 5 to 10 credits.
- GPO 4 – wording changed to include GPO 6. Credit value changed from 5 to 10 credits.
- GPO 5 – “a” was removed before “real estate trust accounts”.
- GPO 6 – deleted and combined with GPO 4.

**New Zealand Certificate in Real Estate (Level 6) [Ref: 4396]**

Graduate Profile Outcomes (GPOs) were amended as follows:

- GPOs 2 and 3 – wording changes for clarity.
- GPO 4 – “regarding” replaced by “including financial performance and revenue”. Also added “contingency planning, privacy obligations” for clarity. Credit value changed from 20 to 15 credits.
- GPO 5 added to address a gap with credit value of 5.
- GPO 6 wording changed to include the Treaty of Waitangi principles as it referred to Te Tiriti o Waitangi principles and not articles.
- GPO 7 wording changed “a real estate context” to “real estate agency work and deliver services to consumers”.

**Review outcome**

| Ref: | Version | Qualification Title                              | Outcome category               | New qualification ID/version (as applicable) |
|------|---------|--------------------------------------------------|--------------------------------|----------------------------------------------|
| 3580 | 2       | New Zealand Certificate in Real Estate (Level 5) | B-New version of qualification | 3580-3                                       |
| 4396 | 1       | New Zealand Certificate in Real Estate (Level 6) | B-New version of qualification | 4396-2                                       |

**Qualification review outcome categories**

| Outcome                                             | Result                                                                                        | Category |
|-----------------------------------------------------|-----------------------------------------------------------------------------------------------|----------|
| Minor changes to the qualification                  | Qualification version number and ID (Ref) remain the same.<br>New review date is required.    | A        |
| Moderate changes to the qualification               | New qualification version number.<br>Ref/ID remains the same.<br>New review date is required. | B        |
| Significant changes to the qualification            | New replacement qualification with a new Ref/ID<br>The existing qualification will expire.    | C        |
| The qualification is no longer required by industry | The qualification will expire with no replacement.                                            | D        |

## Transition information

| Ref: | Version | Qualification Title                              | Last date of entry* | Last date of assessment |
|------|---------|--------------------------------------------------|---------------------|-------------------------|
| 3580 | 2       | New Zealand Certificate in Real Estate (Level 5) | N/A                 | 30 June 2028            |
| 4396 | 1       | New Zealand Certificate in Real Estate (Level 6) | N/A                 | 30 June 2028            |

*\*only required for outcome category C or D*

## Any additional information, including Qualification Developer contact details

It is the intention of Services Industry Skills Board that no person should be disadvantaged by these transition arrangements.

Any person who considers they have been disadvantaged may appeal to:

Services Industry Skills Board

PO Box 445

Wellington

New Zealand

Phone: 04 909 0306

Email: [qualifications@servicesisb.nz](mailto:qualifications@servicesisb.nz)

Web: [www.servicesisb.nz](http://www.servicesisb.nz)