

<b>Title</b>	<b>Assess the value of pleasure sail boats</b>		
<b>Level</b>	<b>5</b>	<b>Credits</b>	<b>6</b>

<b>Purpose</b>	<p>People credited with this unit standard are able to: gather data for the valuation of pleasure sail boats; estimate market value; and produce valuation reports.</p> <p>This unit standard applies to valuations made for the purpose of establishing sale price, and for insurance, finance and legal purposes.</p>
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<b>Classification</b>	Boating Industries > Marine Sales and Services
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<b>Available grade</b>	Achieved
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<b>Prerequisites</b>	Unit 11765, <i>Explain principles of law and ethics applying to boat brokerage and the sale of boats on behalf of owners</i> ; and Unit 11768, <i>Prepare descriptive reports of pleasure sail boats</i> ; or demonstrate equivalent knowledge and skills.
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### Guidance Information

- 1 Definition  
*Pleasure sail boats* refers to boats of up to 400 feet in length, primarily propelled by sail, although inboard or outboard auxiliary power plants can be included. They are not used for hire or reward.
- 2 Learners undertaking assessment against this unit standard are expected to comply with the following legislation and any subsequent amendments –
  - Maritime Transport Act 1994
  - Fair Trading Act 1986
  - Consumer Guarantees Act 1993.
- 3 Range pleasure sail boats – sailing dinghies, trailer sailers, keelers; monohulls and multihulls.

### Outcomes and performance criteria

#### Outcome 1

Gather data for the valuation of pleasure sail boats.

Range data from physical inspection of boats and from inspection of documentation.

**Performance criteria**

- 1.1 Physical inspection of boats is carried out with owner's permission.
- 1.2 Inspection covers all the boat features and characteristics that could impact on value.
- 1.3 Knowledge of pleasure sail boat construction, materials, features, and maintenance, is applied to determine possible effects on value.  
  
Range features – to include the condition of masts, spars, rigging, sails, sailing systems.

**Outcome 2**

Estimate market value.

**Performance criteria**

- 2.1 Current sales, valuation, and listings information is accessed, analysed, and used to determine market value.
- 2.2 Identification of information relating to non-comparable sales enables such information to be discarded.
- 2.3 Assessment of information arising from physical inspection, and from inspection of documentation, is used to determine market value.
- 2.4 Market values are quantified using established industry methodologies.  
  
Range two of the following – analysis of sales method, asking prices of current competition method, replacement cost method.

**Outcome 3**

Produce valuation reports.

**Performance criteria**

- 3.1 Reports are presented in accordance with company and client requirements and procedures.
- 3.2 Reports include disclaimers to company requirements.
- 3.3 Reports are produced within agreed timeframes.
- 3.4 Valuations are approved by company management.

**This unit standard is expiring. Assessment against the standard must take place by the last date for assessment set out below.**

**Status information and last date for assessment for superseded versions**

Process	Version	Date	Last Date for Assessment
Registration	1	27 August 1997	31 December 2022
Review	2	28 March 2001	31 December 2022
Rollover	3	20 March 2009	31 December 2022
Rollover and Revision	4	31 May 2018	31 December 2022
Review	5	24 September 2020	31 December 2022

**Consent and Moderation Requirements (CMR) reference**

0136

This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.