

Title	Assess the value of charter boats, commercial boats, and their operations		
Level	5	Credits	8

Purpose	<p>People credited with this unit standard are able to: gather data for the valuation of charter boats, commercial boats, and their operations; 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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Classification	Boating Industries > Marine Sales and Services
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Available grade	Achieved
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Prerequisites	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 11769, <i>Prepare descriptive reports of charter boats and commercial boats</i> ; or demonstrate equivalent knowledge and skills.
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Guidance Information

- 1 Definitions

Charter and commercial boats refers to boats of up to 120 meters in length, propelled by sail and/or power plant, that are operated for hire and reward and are therefore required to be surveyed to Marine New Zealand standards. Charter boats are hired for direct operation by the charterer. Commercial boats may be used by the operator in order to provide a service. Examples of commercial operations are passenger service, goods service, tugs, fishing vessels, and barges;

Value refers to establish sale price, for insurance, finance and legal purposes.
- 2 Evidence of two commercial boats and two charter boats is required.
- 3 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.

Outcomes and performance criteria

Outcome 1

Gather data for the valuation of charter boats, commercial boats, and their operations.

Range data – physical inspection of boats, inspection of documentation.

Performance criteria

- 1.1 Physical inspection of boats is carried out with owners' permission.
- 1.2 Inspection covers all the boat features and characteristics that could impact on value.
- 1.3 Knowledge of 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; and the condition and performance of engines and ancillary equipment including fuel and electronics systems.
- 1.4 Analysis of available business data establishes the effects of business performance on value.
- Range business data – market and book values of assets (equipment, fittings, fixtures, depreciation, liabilities to be passed on, goodwill); financial performance and condition; taxation obligations; competitive position and potential as a business; likely future prospects; future profitability; staff strengths and weaknesses; ownership; legislation and by-laws.

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 three of the following – analysis of sales and asking prices of current competition method, replacement cost method, net rate method, capitalisation of income 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 and Revision	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
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.