

Title	Demonstrate knowledge of methods for sale of real estate in New Zealand		
Level	4	Credits	4

Purpose	<p>This unit standard is for people preparing for entry into, or who are currently working in, the real estate industry as licensees.</p> <p>People credited with this unit standard are able to:</p> <ul style="list-style-type: none"> – explain the auction method of sale for real estate; – explain the tender method of sale for real estate; – explain other common methods of sale for real estate in New Zealand; and – explain mortgagee sales.
----------------	---

Classification	Real Estate > Rural, Residential, Commercial and Business Sales
-----------------------	---

Available grade	Achieved
------------------------	----------

Guidance Information

- 1 Legislation
 - Auctioneers Act 2013;
 - Consumer Guarantees Act 1993;
 - Contract and Commercial Law Act 2017;
 - Fair Trading Act 1986;
 - Human Rights Act 1993;
 - Overseas Investment Act 2005;
 - Overseas Investment Regulations 2005;
 - Privacy Act 2020;
 - Property Law Act 2007;
 - Property (Relationships) Act 1976;
 - Real Estate Agents Act 2008;
 - Residential Tenancies Act 1986;
 - Resource Management Act 1991;
 - Unit Titles Act 2010;
 - Unit Titles Regulations 2011;
 - and all subsequent amendments and replacements.

- 2 Definitions
 - Auction form* refers to the Sale of Real Estate by Auction form, approved by the Real Estate Institute of New Zealand (REINZ) and Auckland District Law Society (ADLS) approved form.
 - Client* refers to the person on whose behalf an agent carries out real estate agency work.

Customer refers to a person who is a party or potential party to a transaction and excludes a prospective client and client.

Industry requirements refer to all actions by licensees must comply with relevant professional standards, legislation, and rules made under the provision of applicable legislation.

Licensee refers to an agent, branch manager, or salesperson.

Tender form refers to the Sale of Real Estate by Tender form, approved by REINZ and ADLS.

Outcomes and performance criteria

Outcome 1

Explain the auction method of sale for real estate.

Performance criteria

- 1.1 Explain legal and industry requirements for the auction process.
- Range includes but is not limited to – Auctioneers Act 2013, Fair Trading Act 1986, Real Estate Agents Act 2008, Contract and Commercial Law Act 2017.
- 1.2 Explain requirements for conduct of auction in accordance with the approved auction form.
- 1.3 Explain obligations of the real estate agent, licensee, auctioneer, client, and customer as applied to a sale by auction.
- 1.4 Explain key terminology in the approved auction form in terms of the implications for the real estate agent, licensee, auctioneer, client, and customer.
- 1.5 Explain to a client the advantages and disadvantages of auction as a method of sale, in accordance with industry requirements.

Outcome 2

Explain the tender method of sale for real estate.

Performance criteria

- 2.1 Explain legal and industry requirements for the tender process.
- Range includes but is not limited to – Fair Trading Act 1986, Real Estate Agents Act 2008, Contract and Commercial Law Act 2017.
- 2.2 Explain requirements for conduct of tender in accordance with the approved tender form.
- 2.3 Explain obligations of the real estate agent, licensee, client, and customer as applied to a sale by tender.

- 2.4 Explain key terminology in the approved tender form in terms of the implications for the real estate agent, licensee, client, and customer.
- 2.5 Explain to a client the advantages and disadvantages of tender as a method of sale in accordance with industry requirements.

Outcome 3

Explain other common methods of sale for real estate in New Zealand.

Performance criteria

- 3.1 Explain sale methods in terms of current marketing terminology and industry requirements.
- Range includes but is not limited to – marketing with or without a price, marketing with or without a deadline, private treaty.
- 3.2 Explain the multi-offer process in accordance with industry requirements.

Outcome 4

Explain mortgagee sales.

Performance criteria

- 4.1 Explain mortgagee sales in terms of the identified client and sale process to meet legal requirements, in accordance with industry requirements.
- 4.2 Explain how mortgagee sales differ from other common methods of sale, in accordance with industry requirements.
- Range includes but is not limited to – licensee obligations, vendor warranties, chattels, possession.

Replacement information	This unit standard replaced unit standard 23155.
Planned review date	31 December 2025

Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	12 February 2010	31 December 2013
Rollover and Revision	2	16 August 2012	31 December 2019
Review	3	16 February 2017	31 December 2022
Review	4	28 January 2021	31 December 2022
Revision	5	28 October 2021	N/A

Consent and Moderation Requirements (CMR) reference

0003

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

Comments on this unit standard

Please contact The Skills Organisation reviewcomments@skills.org.nz if you wish to suggest changes to the content of this unit standard.