

Title	Demonstrate and apply knowledge of market factors and key concepts affecting residential property to meet client needs		
Level	5	Credits	5

Purpose	People credited with this unit standard are able to: <ul style="list-style-type: none">– demonstrate knowledge of the effects of economic, political, demographic, and geographic factors on the residential property market;– explain key residential property concepts that impact property values and availability of lending; and– apply knowledge of market factors and key lending concepts to meet client residential property borrowing needs.
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Classification	Financial Services > Financial Services - Professional Practice
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Available grade	Achieved
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Guidance Information

1 References

Anti-Money Laundering and Countering Financing of Terrorism Act 2009;
Code of Banking Practice 2018;
Code of Professional Conduct for Financial Advice Services;
Consumer Guarantees Act 1993;
Fair Trading Act 1986;
Financial Markets Conduct Act 2013;
Financial Services Legislation Amendment Act 2019;
KiwiSaver Act 2006;
Reserve Bank of New Zealand Act 1989;
Responsible Lending Guidelines published by the Financial Services Federation, Wellington, 2019. Available at www.fsf.org.nz;
relevant industry codes of conduct;
and all subsequent amendments and replacements.

2 Assessments requiring application or demonstration of skills and knowledge may be performed using workplace evidence or evidence derived from simulation or scenario based activities.

All activities must comply with legislation, regulations, and best practice, including any guidance notes published by the agency responsible for the relevant enactment or code.

Outcomes and performance criteria

Outcome 1

Demonstrate knowledge of the effects of economic, political, demographic, and geographic factors on the residential property market.

Performance criteria

- 1.1 Explain the effects of the economic factors on the residential property market in terms of impact on capital value.

Range economic factors may include but are not limited to – interest rates, monetary policy, inflation, supply and demand, net migration, employment trends.

- 1.2 Describe the effects of political factors on the residential property market in terms of impact on capital value.

Range political factors may include but are not limited to – fiscal policy, migration policy, planning and resource regulation.

- 1.3 Describe the effects of demographic and geographic factors on the residential property market in terms impact on capital value.

Range demographic and geographic factors may include but are not limited to – features of location, tenant types, types of property.

Outcome 2

Explain key residential property concepts that impact property values and availability of lending.

Performance criteria

- 2.1 Explain concepts relating to properties in terms of their impact on property values and availability of lending.

Range concepts may include but are not limited to – status/type of title, type of property, unique features of each property.

- 2.2 Explain concepts relating to borrowers in terms of their impact on availability of lending.

Range concepts may include but are not limited to – purpose of borrowing, legal structure of borrower.

Outcome 3

Apply knowledge of market factors and key lending concepts to meet client residential property borrowing needs.

Performance criteria

- 3.1 Develop residential property lending solutions that meet client needs using knowledge of market factors and key lending concepts.
- 3.2 Assess the impact of economic, political, demographic, and geographic factors on the market for residential property.
- 3.3 Assess the impact of residential property concepts on property values and availability of lending.

Range includes concepts related to the property and the borrower.

Replacement information	This unit standard was replaced by skill standard 40653.
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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	19 February 2015	31 December 2022
Review	2	23 January 2020	31 December 2027
Review	3	29 May 2025	31 December 2027

Consent and Moderation Requirements (CMR) reference	0003
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.