**QUALIFICATION DETAILS**

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| **Qualification number/Te nama o te tohu mātauranga** | 3111 |
| **English title/Taitara Ingarihi** | New Zealand Certificate in Real Estate (Salesperson) |
| **Māori title/Taitara Māori** |  |
| **Version number/Te putanga** | 3 | **Qualification type/Te momo tohu** | Certificate |
| **Level/Te kaupae** | 4 | **Credits/Ngā whiwhinga** | 50 |
| **NZSCED/Whakaraupapa** | 080503 Management and Commerce>Sales and Marketing>Real Estate |
| **Qualification developer/Te kaihanga tohu** | Ringa Hora Services Workforce Development Council |
| **Review Date /Te rā arotake**  | XX/XX/2030 |

**OUTCOME STATEMENT/TE TAUĀKI Ā-HUA**

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| **Strategic Purpose statement/ Te rautaki o te tohu** |
| The purpose of this qualification is to provide the real estate industry with people who hold a broad operational and technical knowledge of the real estate industry. Graduates of this qualification will have met the qualification requirements to be a licensed salesperson in New Zealand and, once licensed, will be able to operate under supervision to comply with the Real Estate Agents Act 2008 (as per Section 50). |

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| **Graduate Profile/Ngā hua o te tohu** |
| Graduates of this qualification will be able to:Use necessary knowledge of land ownership, land issues, building structures and council compliance to operate as a real estate salesperson.Build and manage a database of contacts to establish and maintain a presence in the marketplace.Conduct property inspections and appraisals.Facilitate real estate transactions through to settlement using appropriate methods of sale.Comply with New Zealand law and standards relevant to the real estate industry. |

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| **Education Pathway/ Ngā huarahi mātauranga** |
| Graduates of this qualification may undertake further study towards Real Estate or Business qualifications at Level 5 or higher, such as the: * New Zealand Certificate in Real Estate (Level 5) [Ref: 3580]
* New Zealand Diploma in Business (Level 6) [Ref: 2460]
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| **Employment, Cultural, Community Pathway/ Ko ngā huarahi ā-mahi, ā-ahurea, ā-whānau, ā-hapū, ā-iwi, ā-hapori anō hoki**  |
| Graduates of this qualification will have the skills and knowledge to operate as a salesperson in the real estate industry once they are licensed with the Real Estate Authority. |

**QUALIFICATION SPECIFICATIONS/ NGĀ TAUWHĀITITANGA O TE TOHU**

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| Qualification Award/ Te whakawhiwhinga o te tohu | This qualification may be awarded by any education organisation with an approved programme or accreditation to deliver an approved programme.  |
| Evidence requirements for assuring consistency/ Ngā taunaki hei whakaū i te tauritenga  | Evidence may include graduate and/or stakeholder/end-user feedback demonstrating that the graduate profile outcomes of the qualification are met by the graduate.   |
| Minimum standard of achievement and standards for grade endorsements/ Te pae o raro e tutuki ai, ngā paerewa hoki hei whakaatu i te taumata o te whakatutukinga | Achieved. |
| Other requirements for the qualification (including regulatory body or legislative requirements)/ Kō ētahi atu here o te tohu (tae atu hoki ki ngā here ā-hinonga whakamarumaru, ki ngā here ā-ture rānei) | This qualification meets the licensing requirements to be licensed as a real estate salesperson by the Real Estate Authority as set out in the Real Estate Agents (Licensing) Regulations 2009. For licensing purposes, this qualification document must be read in conjunction with the Real Estate Agents (Licensing) Regulations 2009. |
| General conditions for programme/ Ngā tikanga whānui o te hōtaka  | Programmes must reflect professional conduct and communication skills and processes that allow a salesperson to act and communicate effectively with culturally diverse communities in Aotearoa New Zealand.It is recommended for learners to have sufficient literacy and digital literacy skills.Providers are advised to refer to the Ringa Hora Services Workforce Development Council [Programme endorsement](https://www.ringahora.nz/for-providers-including-schools/programme-endorsement/) considerations: * Ngā Whakamārama - Programme content
* Mana ōrite mō te hunga ako - Equity for learners
* Torotoronga me te kimi whakaaro - Programme engagement and consultation
* Te ao Māori
* Te akoako me ngā reo o Te Moana-nui-a-Kiwa - Pacific languages and learners
* Tangata Whaikaha - Disabled people
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**CONDITIONS RELATING TO THE GRADUATE PROFILE /NGĀ TIKANGA E HĀNGAI ANA KI NGA HUA O TE TOHU**

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| **Qualification outcomes/ Ngā hua** | **Credits/Ngā whiwhinga** | **Conditions/Ngā tikanga** |
| 1. | Use necessary knowledge of land ownership, land issues, building structures and council compliance to operate as a real estate salesperson. | 10 credits |  |
| 2. | Build and manage a database of contacts to establish and maintain a presence in the marketplace. | 5 credits |  |
| 3. | Conduct property inspections and appraisals. | 5 credits | Inspections and appraisals of properties must cover at least three methods of appraisal. |
| 4. | Facilitate real estate transactions through to settlement using appropriate methods of sale. | 15 credits |  |
| 5. | Comply with New Zealand law and standards relevant to the real estate industry. | 15 credits |  |

**TRANSITION INFORMATION/ HE KŌRERO WHAKAWHITI**

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| Replacement information/ He kōrero mō te whakakapi  | N/A |
| Additional transition information/ Kō ētahi atu kōrero mō te whakakapi | Version InformationThis qualification was reviewed as part of a scheduled review in XXX 2025.Please refer to [Qualifications and Assessment Standards Approvals](https://www.nzqa.govt.nz/framework/updates/summaries.do) for further information.The last date of assessment for version 2 is XX XXX 2027.Candidates currently enrolled in version 2 of this qualification and who are unable to complete by XX XXX 2027 may transfer their existing achievement to version 3.It Is not intended that any existing candidates be disadvantaged by these transition agreements; however, anyone who feel that they have been disadvantaged may appeal to Ringa Hora.Ringa Hora Services Workforce Development Council PO Box 445 Wellington New Zealand  Phone:  04 909 0306 Email:  qualifications@ringahora.nz Website: [www.ringahora.nz](http://www.ringahora.nz/)  |