

National Certificate in Real Estate (Salesperson)

This is the qualification a person must hold before s/he is entitled to apply for a salesperson's licence.

Unit Id	Title	Level	Credit
15500	Establish a presence in the real estate market	4	4
23134	Demonstrate knowledge of land ownership, transfer of ownership, and titles	5	4
23135	Demonstrate knowledge of the law of contract and the law of agency	4	5
23136	Demonstrate knowledge of misleading and deceiving conduct and misrepresentation	4	4
23137	Demonstrate knowledge of the sale and purchase agreement and facilitate sale of real estate	4	5
23138	Demonstrate knowledge of council zoning and building law needed to act as a real estate salesperson	3	3
26148	Demonstrate knowledge and use of inspection, appraisal and agency agreement for real estate property	4	6
23140	Develop marketing plans for real estate, qualify customers, and present properties for sale	4	4
23141	Demonstrate understanding of legal matters affecting real estate licensees	5	4
26149	Demonstrate knowledge of licensing and code of professional conduct under the Real Estate Act 2008	4	4
26150	Demonstrate knowledge of methods for sale of real estate in New Zealand	4	4