

Be your own boss Work your own hours

OUR PROGRAMME

Real Estate is a fast pace, high performance industry, which has become more complex in the last few years. Students need to be aware of the many laws and constraints that they have to operate under. The subjects that we cover include:

Fundamentals - Code of Conduct, Titles, Buildings, Resource Management.

Contract Law - Real Estate Law, consumer law as it relates to real estate & Methods of Sale

Practical elements - Marketing yourself & property, appraisals, databasing, listing agreements & sale of real estate.

Our Resources - You will have Tutor access Monday to Friday to support you through the programme.

We supply all the material needed to complete the programme and it is available in our Portal. Students can request hard copies of the Learner Guides.

OUR PROMISE

TAFE College Tutors have the right mix of experience and teaching skills to assist you with any special help or assistance. You will attain all the knowledge and skills required to enable you to perform your real estate duties competently. TAFE students who attain the New Zealand Certificate (Level 4) in Real Estate boast an extremely high success rate in achieving employment and success in their real estate career.

TAFE College is able to discuss the varying industry opportunities with graduate students and guide them towards employment opportunities.

CAREER PATHWAY

Further study will allow you to attain your Branch Manager and Agent Licence.



Why Choose TAFE College?

You do not need to am employment offer from a Real Estate office to complete this course

- A totally Independent Private Training Establishment
- NZQA Approved Real Estate Salesperson Programme
- Face to face and online blended learning
- No compulsory classes
- Optional evening ZOOM Tutorials twice a week
- Up to 30 weeks to complete the course
- Work at your own pace
- Study at the College, home or from anywhere
- Assessment completed online
- Open Book Assessments with no time out restrictions
- Assessments marked and returned within 5 working days
- 3 attempts to achieve the unit standard
- Hard copies of the Learner Guide supplied on request
- Topic based Power points
- Resources constantly updated
- Active Facebook page
- Streamlined online enrolment process
- Student Fee Protection Scheme
- Tutors available during Office hours for one on one assistance at the College, via email or phone
- Open Mon—Fri 8.30 am - 4.30 pm

NEW ZEALAND CERTIFICATE IN REAL ESTATE LEVEL 4

REAL ESTATE WHAT A GREAT CAREER

Begin Yours Now

Enrol Today
Pay Today
Start Today

TAFE

TRAINING AND FURTHER EDUCATION

COLLEGE

6 Mitchelson Street, Ellerslie, 1051, Auckland

Phone: 09 579 3088

Email: info@tafe.ac.nz

www.tafe.ac.nz

NZ Certificate in Real Estate Level 4

This programme is made up of 3 Modules (13 unit standards)

Module 1—REAL ESTATE FUNDAMENTALS			
		Credits	Hours
US 26149	Explain licensing and the code of professional conduct under the Real Estate Act 2008	4	40
US 23157	Demonstrate knowledge of building styles and materials for real estate in New Zealand	3	30
US 23134	Demonstrate knowledge of law relating to land titles, ownership and transfer of land	4	40
US 22311	Explain aspects of the Unit Titles Act 2010 for real estate personnel	2	20
US 29882	Demonstrate knowledge of the laws relating to resource management and building in a real estate context	4	40
Module 2- CONTRACT AND COMMERCIAL LAW AS IT APPLIES TO REAL ESTATE			
US 23135	Demonstrate knowledge of the law of contract and the law of agency in a real estate context	5	50
US 23136	Demonstrate knowledge of laws related to consumer protection in real estate context	4	40
US 23141	Demonstrate knowledge of legislation as applied to real estate licensees	4	40
US 26150	Demonstrate knowledge of methods for sale of real estate in New Zealand	4	40
Module 3- MARKETING YOURSELF AND PROPERTY WHEN SELLING OR LEASING REAL ESTATE			
US 15500	Establish a personal professional presence in the real estate market	2	20
US 26148	Demonstrate and apply knowledge of inspection and appraisal for real estate property and qualify prospective clients	5	40
US 23140	Demonstrate knowledge of and develop marketing plans for real estate, qualify customers, and present properties for sale	5	50
US 23137	Demonstrate knowledge of the sale and purchase agreement and manage the sale of real estate	5	50

GENERAL INFORMATION

Entry Requirements:

- A NZ Citizen or Permanent Resident
- Students must be a 18 years old,
- Minimum of 8 NCEA Level 2 credits in English, 4 credits in writing and 4 credits in reading **OR**
- Secondary education in NZ or equivalent level with competent and proficient communication skills **OR**
- Where we are concerned that the students' English is not of an acceptable standard, proof of a minimum of an -IELTS overall test scored of 5.5 (no score less than 5)
- Regular access to a computer with stable internet connection.
- Access to Microsoft word
- Computer skills - keyboarding, accessing the internet, saving and finding files and sending and receiving emails in pdf.

NOTE: Restrictions and Convictions—Prospective students must be aware that criminal convictions or bankruptcies may prevent them from obtaining a licence as a Real Estate Salesperson. Please contact REA for further information.

TAFE College does not enrol International Students

Support:

Our tutors are all Real Estate Professionals with Real Estate Licences and many years' experience. They are freely available on a 1 to 1 basis by Phone, Email, ZOOM or you can visit them in our Auckland Office.

Student Handbook:

Download from www.tafe.ac.nz - Salespersons Programme tab - to see programme structure, resources and Refund/withdrawal policy

Study Time:

All units on the NZQA framework are given credit value. A credit equals 10 hours of learning time for an average student. The New Zealand Certificate in Real Estate Level 4 qualification has a value of 50 credits. You have up to 30 weeks to complete the programme but motivated students could finish earlier.

Cost \$1995.00

Graduation:

After graduation students will be awarded their [New Zealand Certificate from NZQA](#). Then you can apply online to the REA for your licence. More information is available on our website:

<http://www.tafe.ac.nz/Salespersons-Course>

YOUR REAL ESTATE TUTORS

What our students say about us.



Ngaire Johns - Director & Tutor. JP, Dip. Tchg, NCRE

I thoroughly enjoyed learning at Tafe and I would highly recommend friends to do this course, especially with Ngaire who is a great tutor

- Irene



Tony Bailey - Manager, Tutor, GRAD Dip Bus, AREINZ,

I would absolutely recommend the Tafe course to anyone entering real estate. I have found Tony to be a very thorough and helpful trainer.

- Louise



Cathy Dwyer Tutor. NZCATT, NCALE, NCRE

Thankyou so much Cathy for your amazing support and great explanations. I really enjoyed the course.

- Helena



Alicia Charteris-Harrison Admin, NCRE

Thankyou Alicia for your assistance,. I appreciate your quick response and help.

Complete your New Zealand Certificate in Real Estate (Level 4) with experienced Real Estate Professionals who will support you every step of the way.