

## ***New Zealand Certificate in Real Estate (Salesperson) (Level 4, 50 credits) [NZCRS]***

The following Programme Regulations are to be read in conjunction with [Te Kawa Maiooro | Academic Regulatory Framework](#).

These regulations come into effect from **Semester 1, 2024**.

### **1. Whakatapoko | Admission**

<b>General admission</b>	40 credits at NCEA Level 1, including 10 Literacy credits and 10 Numeracy credits; OR a relevant qualification at NZQF Level 2; OR a recognised equivalent.
<b>Special admission</b>	Any ākonga who is 20 years of age or older and has not reached the general admission requirements for their intended programme is eligible for Special Admission. Te Pūkenga works with the ākonga to ensure they are prepared for their intended programme.
<b>Discretionary admission</b>	Any ākonga who is not yet 20 years of age and has not reached the general admission requirements for their intended programme may be eligible for Discretionary Admission. In assessing whether to grant Discretionary Admission, the delegated authority focuses on the applicant's level of preparedness for their intended programme.
<b>Additional requirements for Real Estate Authority registration</b>	The <a href="#">Real Estate Authority</a> sets the following requirements for obtaining a license: <ul style="list-style-type: none"> <li>the applicant must be 18 years or older,</li> <li>the applicant must apply within three years of gaining their qualification,</li> <li>the applicant must meet the REA's criteria for a "fit and proper" person.</li> </ul>
<b>English language requirements</b>	All applicants (international and domestic) for whom English or te reo Māori is not a first language need to provide evidence that they have the necessary English language proficiency required for the programme.  International applicants are required to have an IELTS (general or academic) score of 5.5 with no individual band lower than 5 from one test taken in the preceding two years, or meet a relevant English Proficiency Outcome as outlined by <a href="#">NZQA Rules</a> .

### **2. Tūtukitanga Whakamihi | Credit Recognition**

The provisions and procedures for credit recognition through cross credit, credit transfer and recognition of prior learning in this programme are set out in with [Te Kawa Maiooro | Educational Regulatory Framework](#).

### 3. Tohu o te Hōtaka | Award of Qualification

<b>Credit requirements</b>	<p>To be awarded the <b>New Zealand Certificate in Real Estate (Salesperson) (Level 4)</b>, ākonga must achieve a minimum of 50 credits in the pattern set out in Table 1 below from the courses set out in Table 2 below.</p> <p><b>Table 1: Credit Requirements</b></p> <table><tr><th>Level</th><th>Compulsory credits</th><th>Elective credits</th><th>Total credits</th></tr><tr><td>4</td><td>50</td><td>n/a</td><td>50</td></tr><tr><td colspan="3"><b>Total credits</b></td><td><b>50</b></td></tr></table> <p><b>Table 2: Schedule of Courses</b></p> <table><tr><th>Course code</th><th>Course title</th><th>Credits</th><th>Pre-requisites</th></tr><tr><td colspan="4">Level 4</td></tr><tr><td>BSRV4601TP</td><td>Fundamentals of Real Estate</td><td>15</td><td>Nil</td></tr><tr><td>BSRV4602TP</td><td>Law for Real Estate Licensees</td><td>15</td><td>Nil</td></tr><tr><td>BSRV4603TP</td><td>Real Estate Sales and Marketing</td><td>20</td><td>Nil</td></tr></table>	Level	Compulsory credits	Elective credits	Total credits	4	50	n/a	50	<b>Total credits</b>			<b>50</b>	Course code	Course title	Credits	Pre-requisites	Level 4				BSRV4601TP	Fundamentals of Real Estate	15	Nil	BSRV4602TP	Law for Real Estate Licensees	15	Nil	BSRV4603TP	Real Estate Sales and Marketing	20	Nil
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<b>Programme Progression</b>	Courses in this programme may be offered in any order.																																
<b>Programme completion</b>	<p>The minimum time to complete this programme is 14 weeks.</p> <p>The maximum time to complete this programme is 18 months.</p> <p>The delegated authority may approve an alternative maximum completion time.</p>																																

### 4. Waeture Aromatawai | Assessment Regulations

<b>Grading</b>	<p>Assessment in this programme is competency-based.</p> <p>Grading follows the guidelines in <a href="#">Te Kawa Maiooro   Educational Regulatory Framework</a>.</p> <p>Specific assessment and/or course pass requirements are detailed in programme delivery documentation.</p>
<b>Assessment submission and additional opportunities</b>	<p>Requirements and processes for</p> <ul style="list-style-type: none"> <li>• assessment submission,</li> <li>• resit and/or resubmission opportunities for failed assessments,</li> <li>• reassessment opportunities for failed courses,</li> <li>• late submission of assessments, and</li> <li>• extension of assessment deadlines</li> </ul> <p>are outlined in programme delivery documentation provided to ākonga at the start of their course.</p>