

New Zealand Certificate in Real Estate (Salesperson) (Level 4)

Unlock your real estate career with the New Zealand Certificate in Real Estate (Salesperson) Level 4.

This online programme will provide you with a broad operational and technical knowledge of the real estate industry. This qualification will enable you to apply for your real estate salesperson's licence with the Real Estate Authority (REA) and work under the supervision of an agent or branch manager.

Qualification code NZ3111

Level > 4

Credits > 50

Workload >

Allow 10-12 hours of study per credit. Your workload may be higher around assessment due dates.

Study type >

Open

Cost >

See the qualification page on the website

Student loan >

You can get a student loan for this qualification if you meet the criteria. Visit studylink.govt.nz for more information.

Career Opportunities

This is an entry-level qualification to work in the real estate industry as a salesperson. 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.

How to apply

Go to the choose courses tab on the qualification page on our website. Select RES420 Fundamentals of Real Estate and click add to enrolment plan. You'll be taken step-by-step enrolment through our process, which you can save and exit from at any time.



Programme structure

To achieve this qualification, you need to successfully complete all three courses in order listed below, starting with RES420. Go to the programme page on our website and click on each course for a full description, prerequisites and availability. Enrol in one course at a time. Once you have successfully completed a course, call us on 0508 650200 and we can arrange your next enrolment, and payment of course fees, over the phone.

Course Code	Course Name	Credits
RES420	Fundamentals of Real Estate	15
RES421	Law for Real Estate Licensees	15
RES422	Real Estate Sales and Marketing	20

What you will learn

Graduates of this qualification, once licensed, will be able to:

- Operate as a real estate salesperson with knowledge of land ownership, land issues, building structures and council compliance.
- Build and manage a database of contacts to establish and maintain a presence in the market place.
- 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.

Entry requirements

To enrol in this programme you need to have a minimum of 10 NCEA Level 2 credits in Literacy, Communication, or English, including five in writing and five in reading, or equivalent.

20 Years old or over

If you are 20 years of age or over and do not hold the minimum entry requirements you will be eligible to be enrolled where your previous educational, work or life experience indicates you have a reasonable likelihood of success.

English language requirements

International students must also have an IELTS (Academic) score of 5.5 with no band score lower than 5.0, or equivalent.

Domestic students for whom English or Māori is not their first language must also have an IELTS (Academic) score of 5.5 with no band score lower than 5.0, or equivalent.

Visit openpolytechnic.ac.nz/englishlanguage to view our English language criteria.

Computer and online access

This programme is delivered 100% online. To complete this programme you will need access to a laptop or desktop computer, reliable broadband internet connection and a data plan able to support online learning such as streaming of videos (including YouTube), downloading content, and writing and submitting online assessments. If you are unsure if your current computer or internet access allows you to complete your online learning with us, please contact us before applying to enrol.

Visit openpolytechnic.ac.nz/online to view our online learning and study tools.

Tutor-led online presentations

Our online presentations cover key topics to support your learning and can be watched from the comfort of your own home or office. You can hear from subject matter experts, get up-to-date industry information, and get extra help from tutors when you need it.

International students and domestic students living overseas

You can study this programme part time if you're an international student living in New Zealand or overseas. If you're living in New Zealand you will need to be in paid employment with a valid work permit.

You can study this programme if you're a New Zealand citizen living overseas.

Visit openpolytechnic.ac.nz/study-with-us/distance-learning-with-us/international-students

for more information about the special conditions and fees which you'll need to meet.

Real estate licence

This qualification will only enable you to apply for a Real Estate Salesperson's licence in New Zealand as the course content has been designed specifically for the New Zealand real estate industry.