

Domain**REAL ESTATE AGENT****Title:****Demonstrate an understanding of financial data in the Real Estate industry****Level: 5****Credits: 10****Purpose**

This unit standard specifies the competencies required to demonstrate an understanding of financial data in the Real Estate industry. It includes applying principles of economics and interpreting economic data relating to the property market, collate, interpret and analyse financial data in order to monitor financial property transactions, Interpreting and advising on property valuations and market value comparisons, calculating and advising on bond repayments, the time value of money and comparable investments, understanding and applying risk management, portfolio planning and feasibility study.

This unit standard is intended for those who work as real estate agent.

Special Notes

1. Entry information:

Prerequisite

- *None*

2. This unit standard is to be delivered and assessed in the context of real estate operations.

3. Assessment evidence may be collected from a real workplace or a simulated real workplace or an appropriate simulated environment in which real estate operations are carried out.

4. Performance of all elements in this unit standard must comply with industry standards.

5. Regulations and legislation relevant to this unit standard include the following:

- Occupational Health and Safety Regulations No. 18, 1997 and all subsequent amendments.

Quality Assurance Requirements

This unit standard and others within this subfield may be awarded by institutions which meet the accreditation requirements set by the Namibia Qualifications Authority and the Namibia Training Authority and which comply with the national assessment and moderation requirements. Details of specific accreditation requirements and the national assessment arrangements are available from the Namibia Qualifications Authority and the Namibia Training Authority on www.nta.com.na.

Elements and Performance Criteria

Element 1: Apply principles of economics and interpret economic data relating to the property market

Range

Principles of economics may include but not limited to the concept of supply and demand, the concept of scarcity and choice, and the competitive environment Sources of data and demographic trends.

Performance Criteria

- 1.1 Principles of economics relating to property market are explained.
- 1.2 Relevant economic data are identified and collected.
- 1.3 Socio-economic factors that impact real estate are discussed in relation to the real estate environment.
- 1.4 Principles of economics relating to property market are applied.
- 1.5 Economic data relating to the property market is interpreted.
- 1.6 Risk factors in the property market are identified.
- 1.7 Risk factors in the property market are advised upon.

Element 2: Collate, interpret and analyse financial data in order to monitor financial property transactions

Performance Criteria

- 2.1 Financial data is collated and presented in the required format.
- 2.2 Financial data is interpreted using established methods and techniques.
- 2.3 Interpretation and results are completed within the required time frames
- 2.4 Financial monitoring and control systems are applied.

Element 3: Interpret and advise on property valuations and market value comparisons

Performance Criteria

- 3.1 Principles and methods of valuations are explained.
- 3.2 Property valuations are interpreted.

- 3.3 Property valuations are advised upon.
- 3.4 Market value comparisons are interpreted.

Element 4: Calculate and advise on bond repayments, the time value of money and comparable investments

Performance Criteria

- 4.1 Principles of Time Value of Money are explained.
- 4.2 Bond repayments are calculated based on different variables and explained.
- 4.3 Time value of money is calculated.
- 4.4 Time value of money is advised upon.
- 4.5 Comparable investments are advised upon.

Element 5: Understand and apply risk management, portfolio planning and feasibility study

Performance Criteria

- 5.1 Risk factors in property investment categories are analysed and advised upon.
- 5.2 Client's current property portfolio is assessed, understood and client's future property portfolio is planned.
- 5.3 Principles of property feasibility studies are modelled.
- 5.4 Property feasibility studies are conducted.

Registration Data

Subfield:	Real Estate
Date first registered:	
Date this version registered:	
Anticipated review:	
Body responsible for review:	Namibia Training Authority