

# CERTIFICATE IV IN PROPERTY (REAL ESTATE AGENCY PRACTICE) – 21525VIC



## PRDRE15A Undertake property sale by private treaty

### EXAMINER REPORT (May 2007)

#### 1. OVERVIEW

The examination comprises multiple-choice questions (10 marks), short-answer questions (40 marks) and one case study (10 marks), totalling 60 marks. To pass the examination, a candidate must achieve a score of 36 or more marks out of 60.

This examination is one hour (plus 15 minutes reading time) in duration and no Acts, books or other material are permitted in the examination.

Version Number	????
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Candidate Name: \_\_\_\_\_

Candidate Number: \_\_\_\_\_

RTO: \_\_\_\_\_

Date of examination: \_\_\_\_\_

**Certificate IV in Property  
(Real Estate Agency Practice) - 21525VIC**

**PRDRE15A Undertake property sale by  
private treaty**

Instructions to Candidates

- Complete the candidate information in the spaces provided above.
- Do not start writing until told to do so.
- Time allowed:
  - Reading Time: 15 minutes
  - Writing Time: 1 hour
- To pass this examination a candidate must achieve a score of 36 or more marks out of 60.**

Part	Mark Allocation (Examiner's Use Only)	
	Possible Marks	Actual Marks
Part 1: Multiple-choice	10	
Part 2: Short-answer	40	
Part 3: Case Studies	10	
<b>Total possible marks</b>	<b>60</b>	

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PRDRE15A Examination

#### INSTRUCTIONS TO CANDIDATES

1. You should attempt ALL questions in the SPACES provided in this booklet.
2. You are NOT permitted to bring a mobile phone and/or any other electronic device into the examination room.
3. You are NOT permitted to bring any legislation, reference books or written notes into the examination room.
4. During reading time you may study the questions. You must NOT begin to write on or mark your examination paper in any way until you are told to commence writing.
5. Do NOT use pencil. Papers submitted in pencil will NOT be accepted for marking.
6. Do NOT remove any part of this question booklet from the examination room.
7. Do NOT remove staples - the question booklet must remain intact.
8. At the end of the examination return your completed question booklet to the supervisor.

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## 2. COMMENTS ON QUESTION TYPES

### 2.1 Multiple-choice questions

Generally, the multiple-choice question section of the exam tends to be completed best by candidates, with most candidates receiving a score of 6 out of 10 or higher.

Common mistakes in the multiple choice section tend to fall into the following areas:

- lack of familiarity with relevant terms and knowledge of definitions, as they apply to Acts, for example the definition of a small business.
- knowledge of whether a situation may be of an *Estate Agents Act* or a *Sale of Land Act* provision.
- lack of knowledge about legislative requirements in advising a vendor on price.

It appears candidates may hasten through the multiple-choice questions, without reading each question in its entirety before answering. Multiple-choice is designed to have one answer more correct than others. Candidates frequently pick the first answer they read that appears correct, whereas a later answer may be more correct.

### 2.2 Short-answer questions

Generally, the short-answer question section of the exam tends to be completed reasonably well by candidates, with most candidates answering about 60 to 70% of the short-answer questions correctly.

Many candidates demonstrate confusion and a lack of knowledge of the application of *Trade Practices & Fair Trading* legislation and the various remedies available under this legislation. A significant number of candidates respond to questions relating to the *Fair Trading Act* and *Trade Practices Act* with answers that pertain to the Estate Agents (Professional Conduct) Regulations only.

In addition many candidates show a poor understanding of the Sale of Land Act Section 27. The Estate Agents Act Sections 49A & 50 also prove to be a dilemma for many candidates.

Candidates also frequently encounter problems associated with requirements of removal of easements and adverse possession.

### **2.3 Case study question**

The case study question remains the most poorly answered question. Few candidates achieve a mark in excess of 6 out of 10.

Candidates show a lack of knowledge as to an Agent's duties under the Estate Agents (Professional Conduct) Regulations.

## **3. AREAS OF STRENGTHS AND WEAKNESSES DISPLAYED BY CANDIDATES**

### **3.1 Strengths**

Most candidates pass. A result of 7/10 or more in multiple-choice, nearly always results in a good score in short answer.

### **3.2 Weaknesses**

Candidates commonly make careless mistakes which result in the loss of points. Simple errors, such as miscounting the number of days in a question relating to Section 31, occur frequently.

The case study question is usually very poorly answered. A lack of comprehension of all aspects of the question, combined with a lack of knowledge of the Estate Agents (Professional Conduct) Regulations and good agency practice, results in candidates providing a partial response but not one that is able to be awarded full marks.

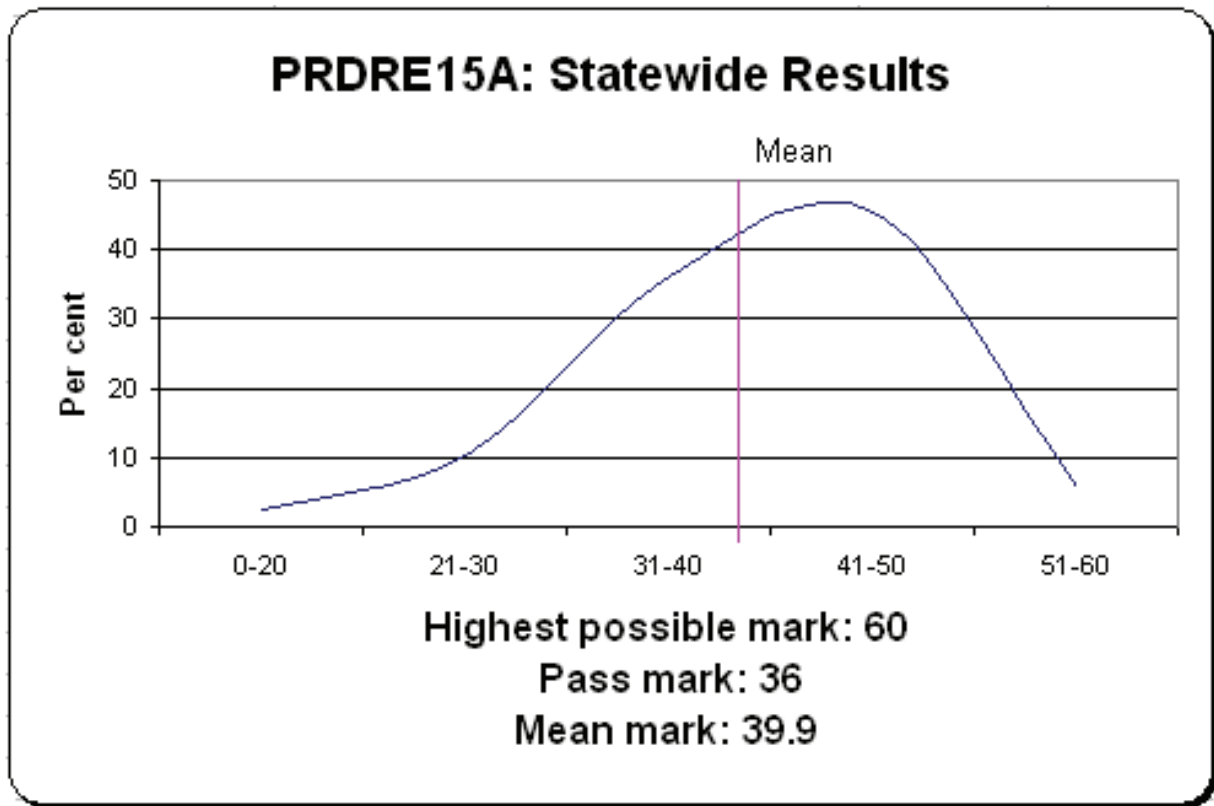
## **4. GENERAL COMMENTS**

Many candidates provide more answers than required on a question. Often the first answers include incorrect answers, whereas later answers may be correct. Examiners are required to only assess the first required number of answers, hence many candidates lose marks for the additional answers provided even if they are correct.

A common problem is that candidates do not read questions properly to determine what is being asked of them. It is highly recommended that candidates read the examination questions several times before attempting to answer a question.

Many candidates' handwriting is illegible. It is recommended that candidates print their answers to avoid losing unnecessary marks due to markers misinterpreting illegible writing.

**5. CANDIDATE RESULTS**



<b>PASS/FAIL RATES</b>	
Pass	84.20%
Fail	15.80%