



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

## PRDRE26A Conduct property sale by auction

### EXAMINER REPORT (May 2006)

#### 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.

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

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

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

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

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

**PRDRE26A Conduct property sale by  
auction**

Instructions to Candidates

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

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

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

PRDRE26A 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 communication device into the examination room.
3. You are NOT permitted to bring any legislation, reference books or written notes into the examination room.
4. Do NOT use pencil. Papers submitted in pencil will NOT be accepted for marking.
5. Do NOT remove any part of this question booklet from the examination room.
6. Do NOT remove staples - the question booklet must remain intact.
7. 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

Candidates do well in this particular section, with most scoring between 7 and 9 out of 10 marks.

The multiple-choice questions focus substantially on knowledge of real estate legislation impacting on property sales by auction, specifically the *Estate Agents Act* and the *Sale of Land Act*. A sound working knowledge of this legislation is of particular importance because requirements for an estate agent differ from those people conducting auctions who are not estate agents.

Candidates tend to have a good knowledge of what constitutes a public auction (as compared with other sales methods) and of the basic legislative requirements for auction property sales covering specific activities permissible or not permissible by the auctioneer, vendor or bidder in different stages of an auction.

### 2.2 Short-answer questions

Candidates tend to score between 28 and 33 out of 40 marks for this section.

As with the multiple-choice questions, the short-answer questions have a legislative focus, but require a broadly based understanding of relevant sections of the *Estate Agents Act* and the *Sale of Land Act*.

Although most candidates pass this section of the exam, far too many show a substantial lack of understanding of how the requirements of the *Sale of Land Act* apply to public auctions. For example, questions on what is required of an auctioneer to enable the legal conduct of a public auction, what must be attended to before and during the auction, and the powers of an auctioneer during the conduct of an auction, are not answered as well as they might be by a disproportionately large number of candidates. Even basic information such as the different types of auction specified under the SLA can prove a problem for some candidates.

Some errors made by candidates may be attributable to poor exam technique. For example, a fundamental starting point for answering a short-answer question is to carefully read the question. This in turn provides the basis for understanding the demands of the question and contemplating answer options. Far too many answers are entirely inconsistent with the question asked. This suggests that candidates are not carefully or properly reading the question and hence not understanding what is being asked.

Some questions provide a brief auction scenario and ask whether or not an auctioneer, vendor or bidder is permitted to do something. These questions typically require a two-part response format – a Yes/No part (eg. “Is this

practice legally permissible?”) and a substantive part in which explanation is required (eg. ‘Give a reason for your answer.’), typically with reference to relevant legislation. A significant number of candidates answer such questions inconsistently; for example, by stating a “Yes” answer and providing an explanation for a “No” answer, or vice versa. Where this occurs, the examiner will award one mark for the answer to the first part of the question and award no marks for the answer to the second part of the question.

### **2.3 Case study question**

This is the section of the exam that most candidates find the most challenging. There is one case study and the question parts tend to be answered satisfactorily, but not as well as the multiple-choice and short-answer questions. Generally, candidates score about 6 out of 10 marks for the case study.

Candidates are presented with a case study about a public auction and asked to evaluate the conduct of the different parties involved in the auction with reference to relevant legislation. For example, a scenario may involve a combination of an auctioneer, a vendor and a bidder, with or one or more of the parties complying with or breaching legislation. Candidates are required to determine which of the parties has committed/not committed an offence, with reference to and citing the legislation that is relevant to the situation. Typically, most candidates can correctly evaluate the behaviour of one of the parties, but struggle to correctly apply legislation to the other party(s). Some candidates fail to demonstrate an understanding of the relevance of the *Professional Conduct Regulations* to public auctions. It is also noteworthy that many candidates provide comprehensive, but irrelevant answers; that is, long answers full of information that does not relate to the specific question being asked. Other answers may start off in a relevant way but become irrelevant as they ramble on with unnecessary information, moving further and further away from the specific question asked.

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

### **3.1 Strengths**

Overall, most candidates are able to answer the questions sufficiently to gain enough marks for the relevant section. The overall pass percentage of 84% is high.

### **3.2 Weaknesses**

Whilst most candidates can gain a pass, the main weakness is an adequate comprehension of legislative requirements as they pertain to auctions, both in the *Sale of Land Act* and the *Estate Agents Act and Regulations*.

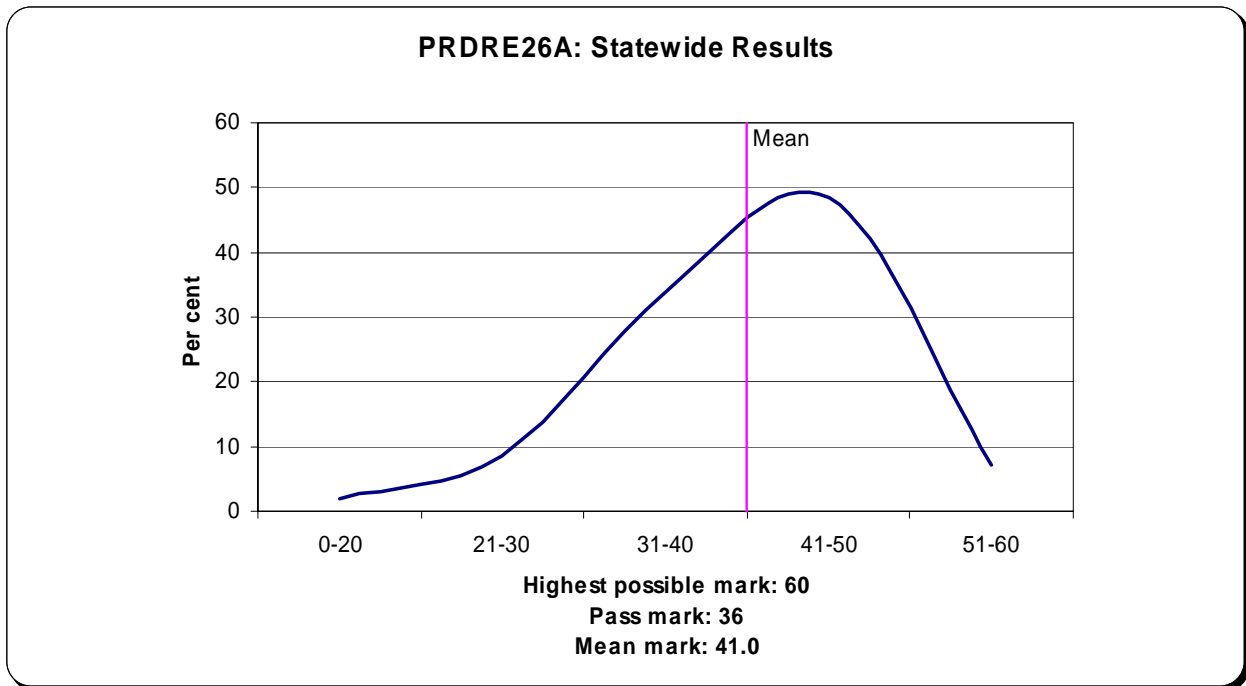
#### 4. GENERAL COMMENTS

Candidates' answers indicate a good, overall understanding of conducting a property sale by auction in accordance with legislative requirements.

A primary cause of many inappropriate or incorrect answers seems to be candidates not reading each question with sufficient care and thought; for example, a question asking for 'specific' data on a topic, far too often receives an essay type answer that does not include any relevant information to the specific question asked. Similarly, far too many candidates seem to ramble on about one issue, rather than providing the necessary points. In some instances, candidates provide more than the required information. A particular instance is where a question asks for 2 examples and a candidate gives 3 or more examples, including incorrect examples. In such a case, the candidate's first two examples will be assessed and other examples ignored.

Illegible candidate writing is a major concern, typically making it difficult to interpret a candidate's answer. The prescribed entry requirements for the *Certificate IV in Property (Real Estate Agency Practice)* include acquisition of competency to "read, comprehend and discuss printed information in English and write simple sentences." This entry requirement is addressed in the descriptors for literacy at level 2 of the *National Reporting System (NRS)*.

## 5. CANDIDATE RESULTS



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