



Level 3 Certificate in

**Residential Property Advice and Practice
(Listing and Market Appraisal)**

Qualification Specification

Qualification Recognition Number: 610/1379/1

ABBE Qualification Code: CertRPAPLMAL322

August 2022

This qualification specification was developed in August 2022, no changes have been made to this document since this date.

This document is copyright under the Berne Convention. All rights are reserved. Apart from any fair dealing for the purposes of private study, research, criticism or review, as permitted under the Copyright, Designs and Patents Act 1998, no part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, electrical, chemical, mechanical, optical, photocopying, recording or otherwise, without prior written permission of the copyright owner. Enquiries should be addressed to Awarding Body for the Built Environment (ABBE).

Copyright © ABBE 2022



ABBE is a wholly owned subsidiary of Birmingham City University

Contents

1. ABBE	4
1.1 Introduction.....	4
1.2 Mission Statement.....	4
1.3 Qualification Specification.....	4
1.4 Enquiries.....	4
2. Qualification Information	5
2.1 Qualification Purpose.....	5
2.3 Qualification Number:	5
2.4 Qualification Level	5
2.5 Total Qualification Time.....	5
2.7 Age ranges.....	6
2.8 Structure of the Qualification.....	6
2.9 Barred Units	6
2.10 Language	6
2.11 Grading.....	6
2.12 Pre-course Procedures.....	6
2.13 Assessment Principles	6
3. Qualification Unit	7



ABBE is a wholly owned subsidiary of Birmingham City University

1. ABBE

1.1 Introduction

ABBE, the Awarding Body for the Built Environment is a forward thinking organisation that offers a range of qualifications, benefits and support.

ABBE is regulated by Ofqual for the delivery of a range of qualifications. Our qualifications are nationally recognised helping learners to achieve their full potential and ambitions.

The full range of qualifications can be found on our website at www.abbqa.co.uk

1.2 Mission Statement

Our Values - Quality through Standards: Our aim is to provide a high quality experience by building a strong community of mutual support and trust. We can use our collective talents to build meaningful partnerships to help us all to achieve our goals. ABBE is a recognised Awarding Organisation with strong professional integrity.

Our Vision: Is that every learner is confident, successful and has the opportunity to achieve their full potential.

Our Mission: ABBE Educates, inspires and empowers learners

1.3 Qualification Specification

The aim of this specification is to provide learners and centres with information about the content of this qualification. This specification is a live document and, as such, will be updated when required.

1.4 Enquiries

Any enquiries relating to this qualification should be addressed to:

ABBE

Birmingham City University

University House

15 Bartholomew Row

Birmingham

B5 5JU

Tel: 0121 331 5174

Email: abbeenquiries@bcu.ac.uk

Website: www.abbqa.co.uk



ABBE is a wholly owned subsidiary of Birmingham City University

2. Qualification Information

2.1 Qualification Purpose

This qualification is aimed at those who are working as a valuer/lister or wish to become a valuer/lister, of residential property

2.2 Who could take this Qualification?

To take the qualification, learners should already be working in a residential sales or lettings environment, as a lister/valuer, but it is also suitable for those with limited experience in listing residential properties for sale or to rent, who would like to underpin and develop their knowledge and understanding. It is also relevant to those with wide experience to recognise and endorse their existing skill. This can be taken as a standalone qualification or following successful completion of the Level 3 Certificate in Property Advice and Practice (Residential) qualification

2.3 Qualification Number:

ABBE Level 3 Certificate in Residential Property Advice and Practice (Lettings and Market Appraisal): 610/1379/1

2.4 Qualification Level

This qualification has been listed on the Regulated Qualifications Framework (RQF) at: Level 3

2.5 Total Qualification Time

This qualification is allocated Total Qualification Time (TQT) this includes Guided Learning (GL) expressed in hours, which indicates the number of hours of supervised or directed study time and assessment. Credit has also be allocated to this qualification.

- The Total Qualification Time (TQT) for this qualification is: 130
- Guided Learning (GL) for this qualification is: 45
- Credit Value: 13 credits

This qualification has been designed to encourage participation in education and training in other related areas by:

This qualification forms part of a wider suite of property related qualifications including the:

- ABBE Level 3 Certificate in Residential Property Advice and Practice (Sales Progression)
- ABBE Level 3 Certificate in Residential Property Advice and Practice (Auction)
- ABBE Level 3 Certificate in Residential Property Advice and Practice (Property Management)
- ABBE Level 3 Certificate in Residential Property Advice and Practice (Property Management)
- ABBE Level 3 Diploma in Property: Residential Property Advice and Practice

All of these qualifications have been structured in such a way as to allow easy transfer between them to encourage learners to continue developing.



ABBE is a wholly owned subsidiary of Birmingham City University

2.7 Age ranges

Pre 16	No
16-18	Yes
18+	Yes
19+	Yes

2.8 Structure of the Qualification

To achieve this qualification, learners must achieve one mandatory units.

Mandatory Units				
Unit No.	URN	Unit Name	Level	Credit Value
1	D/650/3932	Understand Listing and Market Appraisals in Residential Property	3	13

2.9 Barred Units

Units with the same title and unit number cannot be combined in the same qualification. Additionally, units with the same title or with the same content at different levels cannot be combined in the same qualification.

2.10 Language

ABBE qualifications and assessment materials will be provided through the medium of English.

2.11 Grading

This qualification is: Pass/Fail

2.12 Pre-course Procedures

ABBE qualifications are available to anyone who is capable of reaching the required standards. They have been developed free from any barriers that unfairly restrict access or progression thereby promoting equal opportunities.

2.13 Assessment Principles

This qualification must be assessed according to the ABBE Assessment Principles that can be found on our website www.abbega.co.uk

You **MUST** read the Assessment Principles and fully understand them before delivery on this qualification is undertaken.



ABBE is a wholly owned subsidiary of Birmingham City University

3. Qualification Unit

Unit 1 – Understand Listing and Market Appraisals in Residential Property

Unit reference Number: D/650/3932

Level: 3

Credit: 13

GLH: 45

Unit Summary:

This unit is aimed at those who are working as a valuer/lister or wish to become a valuer/lister, of residential property.

Assessment Guidance:

For guidance, this unit can be assessed using the following method:

- Examination

Learning outcomes:

1. Understand how to prospect and generate new listing opportunities
2. Understand how to prepare for a market appraisal
3. Understand the main factors that affect property value
4. Understand the property listing and market appraisal process
5. Know how to agree planned marketing activities with property owners
6. Understand terms of business and key agency terms in contract agreements
7. Understand how to overcome objections and increase business
8. Understand common issues at market appraisal or survey that may affect the value or purchase of the property
9. Understand basic building construction relating to foundations, floors, walls, roofs and services to residential property



ABBE is a wholly owned subsidiary of Birmingham City University



Head Office Address:

ABBE
Birmingham City University
University House
15 Bartholomew Row
Birmingham
B5 5JU

Contact:

Telephone: 0121 331 5174
Email: abbeenquiries@bcu.ac.uk
Website: www.abbeqa.co.uk



ABBE is a wholly owned subsidiary of Birmingham City University