

Lincoln University  
**Areas of Specialisation**



**LINCOLN**  
UNIVERSITY  
TE WHARE WĀNAKA O AORAKI

# Property & Valuation



# Things grow when the conditions are right.

It's true for industry, agriculture and it's most certainly true for people. At Lincoln University, helping you grow is what we are all about.

And we encourage you to do it your way, with diverse learning that fits your ambitions in an environment that allows you to flourish.

We partner you with industry to prepare you for the real world and to plant the seeds of a rewarding future.

So when the time comes, you're ready to go out there and grow the future for yourself and others.

Welcome to Lincoln University.  
A place to grow.



## Welcome

### Lincoln University is proud to help grow your future.

As the longest running agriculturally based university in the Southern Hemisphere, Lincoln's story begins with farming but it certainly doesn't end there. As New Zealand's economy has diversified so have we. What we are interested in growing is people.

Now more than ever, we are enabling our students to grow to meet urgent industry demands in areas such as food, fibre, sustainability, agribusiness and more.

At Lincoln, we offer great learning and growth through powerful applied research, deep industry collaborations, global connections and world-class learning environments and teaching.

As a Lincoln graduate you'll arrive at your career globally connected, forward thinking and ready to shape tomorrow.

Lincoln is a safe haven that will offer you a wealth of opportunities to develop leading-edge skills here and in the real world. Just as importantly, you will become part of a thriving and inclusive student community, forging friendships that will last a lifetime.

We truly look forward to helping you grow.

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# Lincoln and the Canterbury region

## Welcome to Canterbury

Our campus is located in the Lincoln township, a thriving village on the Canterbury plains.

Lincoln is small and very friendly. It boasts local pubs, great cafés and eateries, shops and even its own farmers and craft market.

Twenty minutes away is Ōtautahi Christchurch, which is transforming itself into one of the world's most sustainable cities. Its rapidly evolving culture and energy makes it ideal for students.

And no more than a couple of hours from Ōtautahi Christchurch, Canterbury offers a huge range of exciting recreational options in areas of incredible natural beauty – you can bungee jump, hike, mountain bike, raft, surf, swim, play golf, shop, visit wineries and gardens, and so much more.



## Choosing Lincoln University

At Lincoln, we've got a solid reputation for offering the finest, most industry-relevant learning programmes. And we'd like to make you a part of that.

As New Zealand's leading land-based university, our specialised subject areas are all about harnessing the value of the land to help make the world a better place.

We've got strong industry ties to ensure that your learning lines up with what businesses need. Loads of our students gain work experience while they study, picking up real skills for the real world. You can't put a price on that.

We're the smallest university in New Zealand, which means a more personal learning environment, extra face time with lecturers and a friendly, village atmosphere.

## Māori and Pasifika

Lincoln University is a great place for Māori and Pasifika students to gain an excellent qualification in a fun, friendly and supportive environment.

We offer a values based programme of manaaki (support) for Māori students called Manaaki Tauria that offers academic support, internships and practical work opportunities.

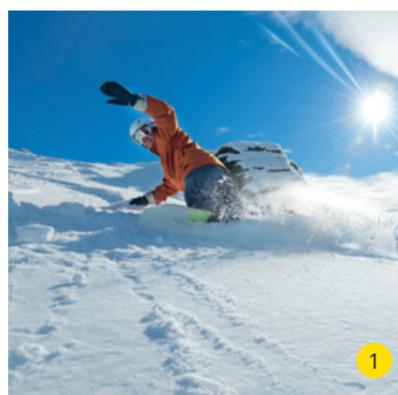
We're also committed to helping to develop the next generation of Māori and Pasifika leaders by offering industry-relevant, career-orientated programmes with support from Te Manutaki - the Māori and Pasifika Team.

## International students

Our students hail from around 80 different countries throughout the world. This makes Lincoln University a truly global network and a diverse, exciting place to be.

We hope you will join us soon.

- 1 Skiing at a local skifield only an hour and a half's drive from Ōtautahi Christchurch.
- 2 Local kapa haka group.
- 3 Recreational biking on Banks Peninsula.



Photos: ChristchurchNZ

# Why Lincoln University?

**At Lincoln University, we love our green and vibrant village full of like-minded people. There's always something to get involved in and the vibe is super friendly. Here are just a few of the things available to you as a Lincoln student.**

## Join the club.

Looking for great ways to meet new people, broaden your horizons and have some fun? Join a club. The Lincoln University Students' Association (LUSA) and the Whare Hākinakina LU Gym oversee all of our clubs and organisations. We can fill you in on what's out there or even help you set up your own club.

## Help is here.

Every student needs a little help now and then. That's why we have support services for every area of student life. And they're there for you whenever you need them. Whether it's budgeting advice, help with a physical or mental health problem or you just want someone friendly to talk to, we're on your side.

## LUSA. They're for you.

The good people at the Lincoln University Students' Association are all about making student life the best it can be. Independent from the university, they offer impartial advice and look after your student rights. LUSA is committed to the Treaty of Waitangi and they help represent our Māori students at Lincoln. They also organise awesome and affordable events.

Follow us and keep up to date



## Bridging the gap.

Urban meets rural at Lincoln, with students arriving from bustling cities, remote country farms and everywhere in between. They all find their place at New Zealand's top land-based university and they tend to leave as lifelong friends.

## Read it in RAM.

RAM is our infamous, entertaining and essential Lincoln student magazine. It's your monthly fix of satire, legend, inside word and even the occasional serious and factual article. Don't miss it.

## Great care for little ones.

Our philosophy of helping people to grow also extends to our fantastic childcare centres. We create an environment that promotes wonder and play as central to learning. Children of all cultures love it, which makes it much easier for their parents to concentrate on studying.

## Stellar coffee.

Where there are university students, there are also great cafés. And in our case, they're well worth a visit or two. If you're after a coffee to get your brain going, head to our fantastic student space, Grounded (which includes an awesome espresso bar), or our central café, Mrs O's.

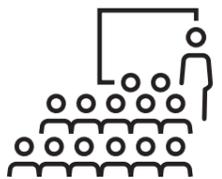
## This way up.

Need a bit of pointing in the right direction? There are plenty of people on campus to talk to about career and employment advice. If you want to discuss job possibilities or need to find a part-time gig while you study, we're here and ready to help.

- 1 The Grounded student space is a great place to catch-up.
- 2 Students enjoying themselves at the end-of-year Garden Party.
- 3 The Lincoln Tramping and Climbing club, one of over 30 clubs and societies at Lincoln.



# Lincoln at a glance

<p><b>15th</b> rated for small universities globally</p> 	<p><b>82%</b> of graduates in paid employment</p> 	<p><b>100%</b> of campus energy is renewable</p> 
<p><b>13.3:1</b> student to staff ratio</p> 	<p><b>92%</b> of students say the University meets or exceeds expectations</p> 	<p>Students from over <b>67</b> countries</p> 
<p>In the top <b>25%</b> of QS World University Rankings 2024</p> 	<p>Attracts <b>urban &amp; rural</b> students</p> 	<p><b>3rd</b> oldest University in New Zealand</p> 
<p><b>2,412</b> hectares of farms</p> 	<p><b>17</b> research centres and collaborations</p> 	

# Areas of specialisation & qualifications

# Lincoln University's areas of specialisation

**Our nine areas of specialisation are designed to help you tailor your learning to your ambitions.**

**Each area contains a range of practical study programmes that you can mix and match to gain the breadth of knowledge and expertise needed for success in your chosen field.**

## Lincoln University areas of specialisation

Agriculture, Horticulture and Viticulture

Business

Environment

Food, Wine and Beer

Landscape Architecture

Property and Valuation

Science

Sport and Recreation

Tourism



## The purpose of this booklet

**Our property programmes will prepare you to play a part in meeting the major demand for university graduates in some of the world's most enduring professions.**

This booklet outlines the qualifications within the specialisation and explores potential career outcomes, as well as providing valuable information on how to get where you want to be.

We cover pathways our graduates have taken, offer insights into the journeys of some of our current students, and throw some real-world facts into the mix.

Ultimately, this book will assist you in making the right choice to grow your future.



To see the full range of qualifications on offer, visit: [www.lincoln.ac.nz](http://www.lincoln.ac.nz)

# Property & Valuation

**Our comprehensive property programme has wide accreditation by professional bodies, highlighting its leading position in New Zealand.**

We have been teaching property for 80 years and are highly regarded by the industry.

You'll work with some of the most experienced lecturers in the field, and gain access to up-to-date knowledge from industry professionals, who also deliver parts of the programme.

The sector employs a huge number of Lincoln graduates, as the courses are highly relevant and allow you to gain

applied skills during required periods of practical work.

Additionally, our close ties with a huge range of businesses and professionals, many of them Lincoln graduates, mean you can form valuable connections during your studies.

We'll provide you with the ability to make important decisions in both the urban and rural property fields — decisions that benefit businesses, consumers, society and the environment.

Best of all, every country is made up of properties that need to be managed and valued, so a property degree can take you all over the world.



## Qualifications

Bachelor of Land & Property Management | Urban Valuation & Property Management major

Bachelor of Land & Property Management | Rural Valuation major

Graduate Diploma in Property Management

Graduate Diploma in Valuation

PhD

# Bachelor of Land and Property Management

Duration (Years)

4

Intake (Semesters)

1 2

This accredited degree is the perfect place to start your career as a land and property professional. As one of the most comprehensive degrees of its kind in Australasia, its high graduate employment rate will set you apart from others entering the field. You can even do a semester overseas.

Demand for urban and rural property graduates now far outstrips supply. That means you'll finish your degree able to walk into any number of great jobs.

## Key features

- Study urban property or rural property or specialise by adding a major like accounting, finance, investment, or environmental management
- Gain a degree that is accredited by the Property Institute of New Zealand, the Valuers Registration Board, the Institute of Valuers, the Real Estate Agents Authority, and the Royal Institution of Chartered Surveyors.
- Benefit from a huge range of career options
- Be taught by specialists in the field with international experience, and up-to-date insights into the industry

## Career opportunities

This degree will equip you for roles in areas such as valuation, property management, facilities and asset management, property development, investment and portfolio analysis, real estate brokerage, banking and finance, rural valuation, agricultural banking and finance, and farm consultancy.

## Urban Valuation and Property Management – course structure

Year 1	ECON 113	ENGN 105	COMM 112	FINC 101	COMM 111	VAPM 101	LWST 114	Elective
Year 2	VAPM 201	VAPM 207	ECON 211	LWST 203	ENGN 232	VAPM 209	Elective	Elective
Year 3	VAPM 205	VAPM 308	VAPM 310	Elective	Elective	Elective	Elective	Elective
Year 4	VAPM 313	LWST 302	VAPM 314	VAPM 311	VAPM 309	ERST 202	Elective	Elective

Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree. You may also be able to do a Rural and Urban Valuation major qualification.

■ Compulsory course ■ Recommended elective ■ Elective course

## Entry requirements

University Entrance through NCEA, or an approved equivalent qualification  
If English is not your first language other entry requirements will apply. Learn more about English language requirements here: [www.lincoln.ac.nz/english-requirements](http://www.lincoln.ac.nz/english-requirements)

## Recommended preparation

- Accounting
- Computing
- Economics
- English\*
- Geography/Social Studies
- Māori Studies
- Maths/Statistics

\*Highly recommended subjects



## Rural Valuation – course structure

Year 1	ECON 113	MGMT 103	COMM 112	FINC 101	COMM 111	VAPM 101	SOSC 106	LWST 114
Year 2	ENGN 105	ECON 211	VAPM 208	LWST 203	MGMT 202 or MGMT 216	MGMT 201 or MGMT 214	VAPM 209	Elective
Year 3	VAPM 308	LWST 302	VAPM 310	VAPM 205	Elective	Elective	Elective	Elective
Year 4	MGMT 316	MGMT 318 or VAPM 309	VAPM 312	MGMT 317	ERST 202	Elective	Elective	Elective

Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree. You may also be able to do a Rural and Urban Valuation major qualification.

■ Compulsory course ■ Recommended elective ■ Elective course

## Intake semesters

- You can start in either:
- Semester 1 (late February)
  - Semester 2 (mid July)\*

There are also options for starting in summer semesters, although the range of courses available would be limited.

\*Please obtain course advice if you are thinking about this option.

## Primary Production Specialisation – course structure

The Primary Production Specialisation is an option in conjunction with the Rural Valuation major.

Compulsory courses:  
ANSC 105; MGMT 222; MGMT 318; MGMT 340.

Plus four of:  
PLSC 104; ANSC 213; FORS 270; PLSC 204; SOSC 224; ANSC 312; PLSC 320; PLSC 321; SOSC 320.

## Additional major or minor

There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

## Practical work

You'll need to complete practical work for both majors (urban and rural) during your degree.

## Urban major (12 weeks)

The Urban major requires you to complete 12 weeks of practical work. This must include six consecutive weeks with one employer.

## Rural major (18 weeks)

The Rural major requires an additional 18 weeks of practical work experience in Primary Production and Allied Industries.

For more information, please email the Practical Work Coordinator at [practicalwork@lincoln.ac.nz](mailto:practicalwork@lincoln.ac.nz) or phone +64 3 423 0061.

## Programme contacts

### David Dyason

Course Advisor  
E: [david.dyason@lincoln.ac.nz](mailto:david.dyason@lincoln.ac.nz)  
P: 03 423 0218

### Ed Percy

Course Advisor  
E: [edward.percy@lincoln.ac.nz](mailto:edward.percy@lincoln.ac.nz)  
P: 03 423 0252

### Mark Dow

Course Advisor  
E: [mark.dow@lincoln.ac.nz](mailto:mark.dow@lincoln.ac.nz)  
P: 03 423 0202

### Graham Squires

Course Advisor  
E: [graham.squires@lincoln.ac.nz](mailto:graham.squires@lincoln.ac.nz)

➔ For more information or to apply visit [www.lincoln.ac.nz](http://www.lincoln.ac.nz) or call 0800 10 60 10.

# Additional majors

Studying for a Bachelor's degree? You can include an additional major, which will supplement your degree programme with meaningful study in a complementary discipline.

## Accounting

Develop the accounting-based knowledge and skills to pursue a wide variety of business careers. This major will massively increase your employability, especially when coupled with a core business major. Learn to evaluate accounting issues in a business environment, use the latest tools and techniques to solve accounting problems and prepare and analyse accounting and finance reports.

### Courses

The Accounting major consists of eight courses: one 100-level course, four 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

## Facilities Management

Gain a sound understanding of building form, function, materials, maintenance, processes and facility and corporate legislation. You will be equipped with the knowledge and skills required to develop and manage complex portfolios of real estate assets.

### Courses

The major consists of eight courses, three at 100-level, two at 200-level and three at 300-level.

## Economics

Use economics to solve real-world problems and gain the expertise to help address a range of global issues. You'll develop the ability to quantitatively analyse New Zealand value chains (from primary production to end consumers), a skill that is highly sought-after by employers.

### Courses

The Economics major consists of eight courses: two 100-level courses, three 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

## Environmental Management

This major is strongly aligned with Agriculture, Environmental Science, Tourism Management, Land and Property Management, Landscape Architecture and Recreation Management. If you're studying for one of these degrees, this major will provide you with essential environmental management skills, leading to employment in the profession.

The public and political interest in environmental issues across a broad range of industries, along with increased media coverage, is likely to increase the importance of the environment in employers' minds and

create more careers for people with environmental management skills.

### Courses

This major consists of eight courses, which is one-third of a 24-course degree. At least three of the courses are at the 300-level and no more than three can be taken at the 100-level. Courses selected at the 300-level cannot be applied to any other qualification.

## Event Management

Gain the expertise to pursue a career as an event professional in a range of industries. Event management is a growing area of specialisation at tertiary institutions throughout Australasia and the world. The significance of events has spread beyond the traditional realm of tourism, sport and the arts into the corporate world and a range of other sectors, including hospitality and wine and food production. Corporations, organisations and local councils appreciate the value that events and festivals bring to businesses and local economies as they help to facilitate their role in encouraging community development and engagement.

### Courses

The Event Management major consists of eight courses – three 100-level courses, two 200-level courses and three 300-level courses. Courses selected at the 300-level cannot be applied to any other qualification.

## Finance

Finance lies at the heart of business operations and is a dynamic field within the modern global economy. Develop the advanced knowledge and skills to become a finance expert so that when you join the workforce, you can effectively adapt to a rapidly changing business environment. As New Zealand becomes more dependent on global value chains, greater numbers of university graduates will be required in many industries.

### Courses

The Finance major consists of eight courses: three 100-level courses, two 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

## Global Business

Learn the management techniques required to run global organisations. Develop leadership and strategy skills and have the option of specialising in international marketing, international economics, or business sustainability management.

An emphasis on internationalisation of management, as well as management functions in multinational corporations, will offer employment opportunities all over the world.

### Courses

The Global Business major consists of eight courses: two 100-level courses, three 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

## Marketing

Develop the expertise to make the right marketing decisions for businesses, consumers, society and the environment. Become aware of the profession's social, ethical, moral and legal standards and their impact on society. You'll learn the concepts and tools to be a productive and responsible marketing professional.

### Courses

The Marketing major consists of seven courses: two 100-level courses, two 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

## Parks and Outdoor Recreation

The major in Parks and Outdoor Recreation is a multidisciplinary programme bringing together areas of social and ecological science to give a holistic approach to this field of study, equipping students for public and private sector roles in parks and reserves management, visitor services, recreation policy and planning or nature-based tourism.

### Courses

This major consists of eight courses, which is one-third of a 24-course degree. Courses selected at the 300-level cannot be applied to any other qualification.

### DOC Scholarship

The Department of Conservation (DOC) is offering a number of \$5,000 scholarships to talented Lincoln bachelor's degree students undertaking this major. DOC is looking for qualified individuals who can think and plan strategically for tourism on a landscape scale. DOC is also interested in graduates with multi-disciplinary skills in general management, working with iwi, whānau and hapū, visitor and facilities management and partnering skills to help DOC work with others to grow conservation. For more information and application details, visit [lincoln.ac.nz/scholarships](http://lincoln.ac.nz/scholarships)

## Supply Chain Management

New Zealand is becoming more dependent on long, complex and vulnerable global supply chains for both imports and exports. Gain a solid grounding in sustainable supply chain practices and the legal framework of global business and prepare to work in supply chain managerial roles within any land-based, manufacturing or service industry. Supply chain management is taught from a systems perspective, to add value to producers, distributors and consumers.

### Courses

The Supply Chain Management major consists of eight courses: two 100-level courses, three 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

## Tourism Management

A knowledge of tourism adds an extra level of expertise if you would like to work in a range of organisations charged with protecting the physical environment. To be more effective, planners, designers and developers need to understand the behaviour of tourists. Understanding the commercial differences of tourism compared with other sectors of the economy will be invaluable if you're studying for a business degree.

### Courses

The Tourism Management major consists of eight courses from the Bachelor of Sustainable Tourism (75 credits). In addition, there are a number of 'soft core' options (30 credits). Courses selected at the 300-level cannot be applied to any other qualification.

## Water Management

Water management is a particular challenge for New Zealand, given that the nation's primary and tourism sectors are underpinned by high-quality fresh water and ecologically sustainable waterways. Yet waterways are diminishing in quality and water is over-allocated in many sub-regions. Develop the water management knowledge and skills to enter a career in the water, land or environmental management sector.

### Courses

The Water Management major consists of eight courses, which is one-third of a 24-course degree. Courses selected at the 300-level cannot be applied to any other qualification.

Please note that some additional majors cannot be included with some degrees. Please seek course advice if you wish to complete an additional major.

# Choose an additional major

If you're studying for a Lincoln University Bachelor's degree, you may be able to include an additional major, which will add depth to your qualification. Please speak to your course advisor to ensure you pick up the right courses for you.

This table will help you to work out which additional majors you can study within your chosen degree.

Degree	Accounting	Facilities Management	Economics	Environmental Management	Event Management	Finance	Global Business	Marketing	Parks and Outdoor Recreation	Supply Chain Management	Tourism Management	Water Management
Bachelor of Land and Property Management	✓	■	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

✓ Additional major may be available   ■ Additional major is included in degree

# Missed out on University Entrance?

Look no further than our pathway options, which will lead you into a Bachelor's degree programme.

The Pathway Certificate (Foundation) will help you gain a grounding in academic studies and set you on your way to life at Lincoln University.

You'll gain a solid foundation in academic writing, mathematics and statistics, science or environment.

When you've completed the Pathway Certificate (Foundation), you'll be able to progress on to the First-Year Pathway

Diploma, and then onto to a Bachelor's degree.

The First-Year Pathway Diploma provides a firm academic grounding while allowing you to work towards your future degree.

You'll develop your academic skills and study a range of courses from our Bachelor's programmes.



For more information visit [www.lincoln.ac.nz/pc](http://www.lincoln.ac.nz/pc) and [www.lincoln.ac.nz/pd](http://www.lincoln.ac.nz/pd)

# Careers

Employers are always on the hunt for Lincoln graduates and our degrees open doors. Learn about some of the career opportunities that could come knocking once you've finished studying.



## Property Manager Kaiwhakahaere Papa Whenua

Property managers look after the daily running of residential and commercial properties.



This profile is abridged from the CareersNZ website. For a more detailed profile, visit [www.careers.govt.nz/jobs-database/finance-and-property/property-services/property-manager/](http://www.careers.govt.nz/jobs-database/finance-and-property/property-services/property-manager/)

### Pay

Pay for property managers varies depending on skills, experience and the type of work they do.

#### Pay for commercial property managers

- Commercial property managers with up to three years' experience usually earn \$56,000 to \$77,000 a year
- Commercial property managers with three or more years' experience usually earn \$87,000 to \$122,000
- Commercial property managers charge set fees for managing properties

#### Pay for residential property managers

- Residential property managers with up to three years' experience usually earn \$61,000 to \$82,000 a year
- Residential property managers with three or more years' experience usually earn \$82,000 to \$102,000
- Residential property managers charge property owners a percentage of the weekly rent
- Some residential property managers are paid a salary by their company while others work on commission only

### What you will do

Property managers may do some or all of the following:

- Advertise and show rental homes or commercial properties
- Negotiate leases and tenancy agreements
- Collect rents and bonds
- Investigate and resolve any tenant complaints
- Organise property repairs
- Review property maintenance, security and tenancy contracts
- Keep up to date with the real estate market
- Help plan property investments
- Write financial reports
- Advise building owners on tenancy law and the real estate market

### Working conditions

Property managers:

- Usually work regular business hours, but may work evenings and weekends, and be on call
- Are based in offices, but often travel locally or nationally to clients' properties, and to meet with prospective clients or attend courses

### Entry requirements

There are no specific requirements to become a property manager as you often gain skills on the job.

However, commercial property companies usually prefer to hire graduates with a degree in property management, finance or marketing. Useful qualifications include:

- Bachelor of Property (Level 7)
- Bachelor of Land and Property Management (Level 7)
- Bachelor of Business (Property) (Level 7)

### Personal requirements

Property managers need to be:

- Honest and reliable
- Excellent communicators, with good listening and writing skills
- Proactive and adaptable
- Good negotiators and mediators
- Organised
- Able to make good judgements

### Useful experience

Useful experience for property managers includes work in:

- Construction
- Real estate
- Property investment
- Valuation
- Quantity surveying
- Finance and administration



#### Pay per year

Commercial property managers  
**\$56k-\$122k**  
Residential property managers  
**\$61k-\$102k**



#### Job opportunities

**Good**  
due to strong demand

### What are the chances of getting a job?

#### Growing demand for property managers

Demand for property managers is growing due to:

- Rental property owners choosing to hire property managers because they need to comply with more complex legal requirements
- Increasing investment in rental and commercial (particularly industrial) property.
- According to the Census, 7,881 property managers worked in New Zealand in 2018

### Types of employers varied

Property managers can work for:

- Large or small property management agencies
- Institutional investors who run property funds
- Government departments with property portfolios

According to the Ministry of Business, Innovation and Employment, about 40% of property managers are self-employed.

This information is a guide only.  
Last updated 1 June 2021

## Valuer Kaiwhakataurū Wāriū

Valuers assess the value of real estate, for sales, rentals, mortgages, insurance or rates.



This profile is abridged from the CareersNZ website. For a more detailed profile, visit [www.careers.govt.nz/jobs-database/finance-and-property/property-services/valuer/](http://www.careers.govt.nz/jobs-database/finance-and-property/property-services/valuer/)

### Pay

Pay for valuers varies depending on experience.

- Graduate and newly registered valuers usually earn between \$42,000 and \$55,000 a year
- Mid-level valuers can earn \$55,000 to \$80,000
- Senior valuers with at least five years' experience can earn \$80,000 to \$150,000

### What you will do

Valuers may do some or all of the following:

- Inspect and record details of properties,
- Work out the value of a property or item
- Advise clients on values for sales, insurances or rates
- Check planning regulations and legal documents
- Assess annual rent and running costs of properties
- Write reports
- Research market information
- Give evidence in court

### Working conditions

Valuers:

- Usually work regular business hours, but may work longer hours to meet deadlines or visit clients in evenings or weekends
- Are based in offices, auction rooms
- Can spend a lot of time travelling locally, visiting clients in their homes, or inspecting businesses and factories for valuations. Senior valuers may travel nationally and overseas to do valuations



#### Pay per year

Graduate  
**\$42k-\$55k**  
Senior  
**\$80k-\$150k**



#### Job opportunities

**Good**  
due to strong demand

### What are the chances of getting a job?

**Demand for real estate valuers strong**  
Chances of getting a job as a real estate valuer are good because:

- a booming housing and construction industry has created demand for their services
- natural disasters have increased the need for insurance valuations
- not enough people are training to replace valuers due to retire soon

### Types of employers varied

Most valuers work for:

- Property valuation companies
- Investment property companies
- Real estate agencies
- Banks
- District councils
- Auction houses
- Insurance companies

This information is a guide only.  
Last updated 12 May 2021

### Entry requirements

To become a valuer you need to be of good character and reputation.

#### Becoming a real estate valuer

To become a real estate valuer you need to have one of the following:

- Bachelor of Property
- Bachelor of Business
- Bachelor of Land and Property Management (Urban or Rural Valuation)
- Bachelor of AgriCommerce (Rural Valuation)
- Graduate Diploma in Valuation
- Graduate Diploma in Property Management
- Graduate Diploma of Property
- Postgraduate Diploma of Business Administration

You also need to be registered with the Valuers Registration Board (VRB) and hold a current real estate valuer's Annual Practising Certificate.

### Personal requirements

Valuers need to be:

- Honest, trustworthy and responsible
- Confident and clear communicators
- Observant and accurate, with an eye for detail
- Able to work well independently and as part of a team
- Able to keep information private and confidential
- Analytical, with good decision-making skills
- Good at maths and keeping records

# Growing careers

At Lincoln, growing the future is what we're all about. Meet some of our current and past students, who are well on their way to achieving their dreams.



## A student journey



**Tim Welsh**  
**Bachelor of Land and Property Management**

As a practical sort of person, Tim Welsh most enjoys the field trips that he's involved with as part of his Bachelor of Land and Property Management degree. "I like getting out of the office," he says.

He loves studying at Lincoln and says the degree offers many different opportunities.

"There are lots of internships available, which I have taken advantage of, and they've improved my skill set greatly. I'm definitely aiming to end up completing my valuation registration."

Lecturers and staff are always helpful when you need them, he says.

"They are regularly available for a chat about course work and there is a good selection of courses to choose from."

Meeting many new people and making great friends are also standout parts of his Lincoln experience.

He says he's happy to have followed in the footsteps of his "older brother's best mate", who completed the degree, which was how he first heard about the programme.

Tim says Lincoln has helped him to grow by becoming "more professional."

"My organisational skills have gone through the roof since my high school days."

**Tim says Lincoln has helped him to grow by becoming more professional.**



**My organisational skills have gone through the roof since my high school days.**



# Graduate pathways



**Rebecca Gregg**  
Bachelor of Commerce | Valuation and Property Management major

**Asset Manager - South Island, PMG Funds**

At age 17 when selecting her degree, Rebecca found it hard to decide what she wanted to do with the rest of her life, but she knew for certain there would always be opportunities in the property sector.

She says the 'boutique' style of Lincoln University meant she met people from all walks of life, studying all types of courses from sport to wine making, and she got to know many people who had become her best friends.

"I truly believe choosing Lincoln has set me up for life, both financially and professionally.

"The lecturers knew us all by name and always had an open door policy, which gave me the support I needed to get the most out of my investment in my degree."

After graduating, she immediately found a job at Christchurch's Eastgate Shopping Centre, under the management of JLL. "This was the perfect starting point for my career as a Retail Property Manager, dealing with retailers' day-to-day activities. Getting experience in leasing and contracts was also a really good foundation. I got to understand the business from the ground up."

Rebecca has also worked for Colliers International, managing a variety of retail properties, working alongside property owners every day.

"Some of them were very hands-on, which was fantastic. Learning from them and observing how and why they made their decisions was really interesting."

**Rebecca says the 'boutique' style of Lincoln University meant she met people from all walks of life.**



**The majority of jobs in property require a degree, and the VAPM degree is very well recognised throughout the industry, with the majority of people I work with on a day-to-day basis holding the same piece of paper, some who graduated 25 plus years ago.**



**Georgia Marshall**  
Bachelor of Land and Property Management

**Rural Manager, FMG Insurance**

Georgia says four years at Lincoln University came and went in a flash, and she would do it all again in a heartbeat.

Having grown up in a small town, she enjoyed the community feel that the university campus offered, which made the transition less daunting. Having smaller classes and an open door policy with lecturers created a conversational and hands-on learning approach.

She says through the Bachelor of Land and Property Management, she was able to obtain a wide variety of skills in financial management, land economics, building construction, property law, investment, and approaches to valuation. The Rural Specialisation enabled her to become competent in animal, plant and soil science, as well as agricultural management.

Having a practical work component to the degree allowed her to gain real world experience in her field of study, and the confidence and skill set to step straight into her chosen profession upon completion.

She adds that possibilities are endless at Lincoln University. Her studies allowed her to travel to China, Brazil, and South Korea on a Prime Minister's Scholarship and see first-hand the opportunities for New Zealand in trade and agribusiness and the cultural differences and diversity between countries.

"I will carry the memories and friendships I made at Lincoln for life."



**Tom Barclay**  
Bachelor of Commerce | Valuation and Property Management major

**Director, PwC Real Estate Advisory**

The Lincoln property course set Tom Barclay up well for entry into the industry, as he was able to hit the ground running.

As Director of PwC's real estate team, he is based in Auckland focusing on development advisory and feasibility analysis. A lot of the learning from Lincoln, particularly in regard to research and financial analysis, are relevant to his work today, he says.

"The Lincoln degree is highly regarded by the industry, there is a strong alumni network across the country and the number of Lincoln graduates in high profile positions shows they tend to punch above their weight."

From a student perspective, an advantage of the Lincoln degree is the smaller class sizes, which allow for more one-on-one time and feedback with the lecturers and tutors. It also means you get to know your classmates really well, giving you an established network before entering the industry.

"I thoroughly enjoyed my time at Lincoln, in particular the property class. We had a year group of around 25 and the majority of the class had jobs lined up prior to finishing university, which I think is a testament to the quality of the Lincoln property degree and also the demand for Lincoln graduates in the property industry across the country."

# Practical information

## Practical work

Go beyond textbooks and the classroom and enjoy a range of practical learning opportunities as part of your degree.

Many of our programmes have a practical work component. It's considered a crucial aspect of study for some courses and offers experiences in a broad range of relevant careers.

You'll normally carry out practical work during summer breaks and it will be closely linked to the lecture material in your study programme. While it's your responsibility to find practical work placements, the Practical Work Coordinator can help by putting you in touch with employers who are already connected with us. You're strongly encouraged to seek out a diverse range of practical work opportunities.

### Why practical work?

Practical work will:

- Complement your studies and enhance the marketability of your qualification
- Give you a chance to experience new learning environments
- Expose you to the appropriate industry environment, including its technical, economic and social environments
- Teach you to perform a range of tasks specific to the industry environment including skills in observation, information gathering, data analysis, and report writing
- Equip you with more knowledge of industry employment opportunities



For more information, please contact the Practical Work Coordinator at [practicalwork@lincoln.ac.nz](mailto:practicalwork@lincoln.ac.nz) or +64 3 423 0061. Ask for a practical work handbook.



**I'm a hands-on person, so practical work gives me a better understanding of the course content.**

Kylie Lyders



# Key Dates and Events

Here are some of the events you won't want to miss as you consider your Lincoln journey.



Make sure you go to [www.lincoln.ac.nz/key-dates](http://www.lincoln.ac.nz/key-dates) for more info and the exact dates these exciting events take place.



## Information Evenings

Head to a central city venue and enjoy nibbles and beverages as you chat with academics from our areas of specialisation, network with existing students and find out more about accommodation, scholarships and the student experience.



## Halls application start/finish and moving in

Live on campus and get the full Lincoln experience. Halls applications open on 1 August, first offers are sent in October, and move-in is in February.



## Hui Whakatuwhera Open Day

Spend an entire day touring our campus and learning why Lincoln University is such a great place to study. Attend subject presentations and have all your questions answered by our friendly lecturers and current students.



## Scholarship applications

We have hundreds of scholarships available, including our Tihi Kahuraki, Future Leader and Sport Scholarships, which open in May and close in August. You can check them all out on our website, see if you meet the criteria, and find out all the closing dates.



## Enrolments

Enrolments open in October but you can apply anytime. Once we have offered you a place and you have accepted then you can begin the enrolment process.



## Rā Whakawhanaukataka - Orientation Day

Rā Whakawhanaukataka-Orientation Day brings together our new students to celebrate the start of their Lincoln University journey.

You'll meet other students, learn what it means to belong to the Lincoln whānau and find out what to expect in your first lectures.

## Preparation Week

Preparation Week is the perfect time for new and existing students to get assistance with completing to-do lists (including enrolment) and find your way around campus before the start of lectures.



## Semester dates

Semester 1 starts in February and Semester 2 in July, and you can start your study in either (as long as your course or programme is offered then), as well as Summer School which starts in November and again in January.

## Apply and enrol

# Ready. Set. Grow.



Apply and enrol at  
[www.lincoln.ac.nz/apply](http://www.lincoln.ac.nz/apply)

## Contacts

### Lincoln University Te Waihora Campus

Ellesmere Junction Road/Springs Road  
PO Box 85084, Lincoln University  
Lincoln 7647  
Canterbury, New Zealand

E: [grow@lincoln.ac.nz](mailto:grow@lincoln.ac.nz)  
P: 0800 10 60 10 (NZ)  
P: +64 3 423 0000 (International)

### Student Liaison officers

Our Student Liaison team will be the first point of contact for you as a future student. They can give you all the information you need and answer any questions you may have about course planning, applying, or life at Lincoln, or they can refer you to an expert. The Student Liaison team also visits secondary schools and attends career expos in all regions.

E: [grow@lincoln.ac.nz](mailto:grow@lincoln.ac.nz)  
P: 0800 10 60 10  
P: +64 3 423 0000  
[www.lincoln.ac.nz/liaison](http://www.lincoln.ac.nz/liaison)

### Te Manutaki Office of Māori & Pasifika Development

The Māori and Pasifika team are here to support you on your educational journey, including study, scholarships, wellbeing and cultural support.

P: +64 3 423 0000  
E: [ompd@lincoln.ac.nz](mailto:ompd@lincoln.ac.nz)  
[www.lincoln.ac.nz](http://www.lincoln.ac.nz)

### Campus tours

We offer guided campus tours throughout the year. Tours take about 60-90 minutes, and will cover the key parts of our campus. To book your tour, head online to <https://www.lincoln.ac.nz/study/domestic-liaison/campus-tours/>

### International Office

The International Office promotes and markets Lincoln University to prospective international students and works with its global network of education agents to provide high quality customer service.

We also support students with programme and course advice and help students through the University's applications and enrolment processes.

E: [international@lincoln.ac.nz](mailto:international@lincoln.ac.nz)  
P: 0800 10 60 10  
P: +64 3 423 0000  
[www.lincoln.ac.nz/international-office](http://www.lincoln.ac.nz/international-office)



View the Lincoln University campus map at [www.lincoln.ac.nz/map](http://www.lincoln.ac.nz/map)

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TE WHARE WĀNAKA O AORAKI