

Kei te hokohoko papanoho koe?



Te Aratohu Whakaaetanga
Hoko Papanoho o Aotearoa





Ka whakamārama tēnei aratohu...

he aha te whakaaetanga hokohoko

he aha kei roto i te whakaaetanga hokohoko

ka aha i muri mai i te waitohu i te whakaaetanga hokohoko

ka aha mēnā he raruraru

me haere ki hea ki te rapu mōhiohio

Me haere ki hea rapu mōhiohio ai

E wātea ana tēnei aratohu i ētahi atu reo.
Ka āhei koe ki te kape reo Māori o tēnei aratohu
i rea.govt.nz me settled.govt.nz.

E wātea ana hoki Te Aratohu Whakaaetanga
Hoko Papanoho o Aotearoa i settled.govt.nz.
Ka tuku mōhiohio anō tēnei aratohu ki a koe
mō te whakaaetanga ka waitohua e koe, me
te tari hokohoko papanoho e āwhina ana ki
te hoko atu i tō whare.

**E pai ana ki a mātou kia whakahoki kōrero
koutou mō tēnei tānga.**

I te tika katoa ngā kōrero i tēnei aratohu i
te wā o te tānga. Engari ka panonitia ngā
whakaritenga i take mai ai ēnei mōhiohio i
ētahi wā. E wātea ana ngā mōhiohio ā mohoa
noa nei i rea.govt.nz.

Ngā mea me mātua mōhio koe mō te whakaaetanga hokohoko

- He kirimana here ā-ture te whakaaetanga hokohoko i waenga i a koe me ētahi atu rōpū e whai wāhi ana ki te hokonga papanoho.
- Me waitohu koe i tētahi whakaaetanga hokohoko ā-tuhi ki te hoko i tētahi papanoho.
- Me pānui, ā, me mārama hoki koe ki te whakaaetanga hokohoko i mua i te waitohutanga.
- Ahakoa whakamahia ana te whakaaetanga hokohoko aro whānui, me rapu tohutohu ā-ture koe ka waitohu ai i te whakaaetanga, ā, i te roanga ake hoki o te tukanga hokohoko.
- Ka taea e koe te whiriwhiri ētahi o ngā tikanga me ngā herenga o te whakaaetanga hokohoko.
- Ka taea e koe te whakauru ētahi atu wāhanga, pēnei ki ngā āhuatanga motuhake. He wāhanga nui tō te rōia ki te tuku tohutohu mō te whakaaetanga hokohoko.
- Ka herekore te whakaaetanga hokohoko kia tutuki rā anō ngā herenga katoa.
- I te nuinga o te wā, e mahi ana te mātanga hoko papanoho mā te kaihoko atu, engari me tōkeke anō hoki tana manaaki i te kaihoko mai.
- Mēnā e hiahia ana tō mātanga hoko papanoho, tētahi atu rānei e whaipānga ana ki a ia, ki te hoko i tō whare, me whakaaetanga ā-tuhi koe i te tuatahi. Me tuku hoki te mātanga hoko papanoho i tētahi wāriutanga o tō papanoho, i oti i te kaiwāriu rēhita motuhake.
- E wātea ana te whakaaetanga hokohoko i te reo Ingarihi anake. Tēnā, ka hiahia āwhina pea koe ki te whakawhiti ki te kore te reo Ingarihi i tō reo matua.

He aha te whakaaetanga hokohoko

He kirimana here ā-ture te whakaaetanga hokohoko i waenga i a koutou me ētahi atu rōpū e uru ana ki te hokonga papanoho. Ka whakatakotoria ki reira ngā taipitopito katoa, ngā tikanga me ngā herenga o te hokonga. Ka tae atu tēnei ki ngā āhuatanga pēnei i te utu, ngā rawa ka hokona me te whare, mēnā me hoko atu

te kaihoko mai i tētahi atu whare i te tuatahi, me tiro tiro rānei te papanoho i mua i te hokonga, me te rā whakatau.

Ka whakatūturu te whakaaetanga hokohoko ki te kaihoko mai me te kaihoko atu, he aha ka tūpono mai, hei āhea hōki.



He aha kei roto i te whakaaetanga hokohoko

Me noho ki tō whakaaetanga hokohoko ēnei mea e whai ake nei.

Ngā taipitopito matua o te hoko

Mā te huinga o ngā tikanga hokohoko kē atu, pēnei i te hoko tāpae, te hoko kairapu rānei, ka rerekē ake te āhua o te whakaaetanga hokohoko, engari me mātua whai wāhi ēnei mea ki ngā whakaaetanga hokohoko:

- ngā ingoa o te hunga e hoko mai ana, e hoko atu ana hoki i te papanoho
- te wāhi noho
- te momo taitara arā, he taitara herekore, he taitara rīhi rānei
- te utu
- te monikuhu hei utu mā te kaihoko mai
- ngā rawa ka hokona me te papanoho, hei tauira, ngā pūrere mā, ngā ārai matapihi rānei
- ngā herenga motuhake e hiahia ana tētahi o ngā rōpū e rua kia whakatutuki
- e hia ngā rā mahi kia tutuki i a koe ngā herenga (mēnā he herenga)
- te rā whakatau (te rā e utua ai e te kaihoko mai te toenga o te utu katoa o te papanoho, ko te tikanga hoki koira te rā ka āhei te kaihoko mai te hūnuku atu)
- te nui o te monihua hei utu mā te kaihoko mai mō ngā utunga tōmuri (pēnei i te utu tōmuri i te monikuhu, te toenga utu rānei i te rā whakatau).

Me āta tiro tiro...

Me āta tiro tiro i te whakaaetanga hokohoko me tētahi roia ka waitohua ai.

Ko te hoko mai, te hoko atu rānei i tētahi papanoho ina kāore te kaipupuri papanoho e whai wāhi mai, pēnei i te hokonga mōkete, te hoko kirimate rānei, ka kore pea e āhei te mātanga hoko ki ngā kōrero katoa mō te papanoho. He hua o te whakaaro i tēnei āhuatanga ina whakatauhia ana e te kaihoko mai, te kaihoko atu hoki i ngā herenga.

Ngā kawenga me ngā herenga ahuwhānui hei whai māhau

Kei roto i te whakaaetanga hokohoko ngā kawenga me ngā herenga whānui kia tutuki i a koe. Hei tauira, ka tae atu pea ki ēnei:

- ngā mōtika whakauru – te wāteatanga o te papanoho hei tiro tiro mā te kaihoko i mua i te rā whakatau
- inihua – te whakaū i te inihua o te papanoho tae noa ki te rā whakatau me te whakatakoto i ngā āhuatanga e hāngai mai ana ki te pakaru te papanoho i mua ite rā whakatau
- hapanga utu nō te kaihoko mai – me tuku paremata te kaihoko mai ki te kaihoko atu ki te kore e ea i te wā i whakaritea, hei tauira, te utu monihua.
- hapanga utu nō te kaihoko atu – me tuku paremata te kaihoko atu ki te kaihoko mai ki te kore e ea i te wā i whakaritea, hei tauira, te utu wāhi noho
- te āhei ki te hoko papanoho i Aotearoa – ko te hunga kua heke mai ki Aotearoa, e kore pea e āhei ki te hoko wawe i te papanoho, me whiwhi whakaaetanga rānei i te Tari Whakangao Mai i Tawāhi (OIO)

Ma tō rōia ēnei āhuatanga e whakamārama ki a koe.

Me mahara ake...

I mua i te waitohu i te whakaaetanga hokohoko, ahakoa kaihoko mai, kaihoko atu rānei, me mātua tuku te mātanga hoko papanoho i tētahi kape o tēnei aratohu ki a koe. Me tono hoki ia kia tuhi whakaaetanga koe i tae atu te aratohu ki a koe.

Te tautuhi i ngā herenga ka whakaurua e te kaihoko mai

Ka takoto i ētahi kaihoko mai i te tāpaetanga herekore, arā kāore e tautuhitia he herenga hei whakatutuki. Ko ētahi kaihoko mai ka whakuru pea i ētahi herenga (kia tutuki i mua i tētahi rā pū) i tā rātou tāpaetanga pēnei i te:

- rapunga taitara – mā te te rōia a te kaihoko mai, ki te tirotiro nō wai te papanoho, ā, ki te tirotiro anō hoki mēnā he āhuatanga anō o te papanoho pēnei i ngā tikanga here, ngā whakaaetanga mahi whenua rānei
- pūtea taurewa – e pā ana tēnei ki te whakarite a te kaihoko mai i te utunga, otirā ko te whakaaetanga tēnei a te pēke ki te mōkete, te pūtea taurewa rānei
- pūrongo wāriutanga – ka hiahia pea te pēke kia whiwhi te kaihoko mai i te wāriutanga o te papanoho (he whakatau tata o te wāriutanga mākete o te papanoho) ka whakaae ai ki te pūtea taurewa
- Te Puka Pārongo Whenua (LIM) – ka tukua e te kaunihera ā-rohe, kei te pūrongo nei ngā mōhiohio mō te papanoho pēnei i ngā rēti, ngā whakaaetanga whakatū whare, te rerenga wai, te whakamaheretanga me ētahi atu mōhiohio matua

- tirotiro papanoho – ka utu te kaihoko mai i te tirotiro motuhake i te āhua o te papanoho, e kore e whirinaki noa nei ki te tirohanga i whakaritea e te kaihoko atu
- te pūrongo a te kaipūkaha, kairūri rānei – he rite ki tō runga ake engari ka aro kē ki te whenua katoa me te hanganga o te papanoho
- te hokonga o tētahi atu whare – ka hiahia pea te kaihoko mai ki te hoko i tō rātou ake kāinga e tae ai te hoko mai i tētahi atu.

Ko te mahi a te mātanga hoko papanoho he āwhina i te kaihoko mai me te kaihoko atu ki te whakatau i ngā herenga e hiahia ana rāua. Ahakoa e mahi ana te mātanga hoko papanoho mā te kaihoko atu, me tōkeke, me pono hoki tana manaaki i te kaihoko mai. Ahakoa kāore māna te kimi i ngā tōrōkiri huna, e kore e taea te pupuri mōhiohio, otirā me whāki ki te kaihoko mai i ngā tōrōkiri e mōhio ana ia. Ki te hiahia wā anō te kaihoko mai ki te tirotiro i te papanoho, me āta whakaaro e ia te herenga tirotiro papanoho.



Ka aha i muri mai i te waitohu i te whakaaetanga hokohoko

Kāore e oti te tukanga hokohoko i te waitohutanga o te whakaaetanga hokohoko.

Ka mahi haere ngā rōpū e rua i ngā herenga kia herekore rā anō te whakaaetanga

Ko te tikanga o te whakaaetanga noho herenga, he herenga kei roto i te whakaaetanga hokohoko kia tutuki i mua i te rā i whakaritea, e oti ai te hokonga.

Ka takoto i te kaihoko mai i te monikuhu. I runga anō i ngā kōrero o te whakaaetanga hokohoko, me utu te kaihoko mai i te monikuhu i te waitohutanga o te whakaaetanga, kia herekore rānei te whakaaetanga. Mēnā ka utua te monikuhu ki te tari o te mātanga hoko papanoho, me pupuri ki te pūtea pēke tiaki o te mātanga mō te 10 rā mahi ka tukua ai ki te kaihoko atu.

Ka here te whakaaetanga hokohoko i a koe kia hoko mai, kia hoko atu rānei

Kia waitohutia e koe te whakaaetanga hokohoko, ā, kua tutuki rā anō ngā herenga, ā, kia tutuki katoa ngā herenga o roto, me mātua oti i a koe te hokonga o te papanoho.

Kāore e riterite te roa o te wā i waenga i te whakatutukitanga o ngā herenga me te rā whakatau. I ētahi wā, ka roa ake te wā whakatau mēnā kāore anō kia oti te whare te whakatū, mēnā rānei he herenga o te whakaaetanga hokohoko e pā ana ki te hokonga o tētahi o ngā rōpū i tētahi atu whare i te tuatahi. He kawenga tō te mātanga hoko papanoho ki te whakamōhio i a koe ki ngā whakahoutanga matua ka ara ake i tēnei wā.

Te tiroiro i mua i te whakatau

Ko te wā tēnei kia tiroiro te kaihoko mai i te papanoho me ngā rawa, mēnā e rite ana te āhua o aua mea mai i te wā i waitohutia ai te whakaaetanga hokohoko, me te tiroiro anō hoki kua tutuki i te kaihoko atu ngā herenga, hei tauira, kāore e pakaru ana ngā pakitara, kāore rānei ngā rawa i tangohia i te papanoho.

Me mātua whakaputa wawe i ngā āwangawanga ka kite koe i te tiroiro i mua i te whakataunga ki tō rōia me te mātanga hoko papanoho, kia whai wāhi ki te whakatau i aua take. Mēnā he iti iho i te 24 hōra i mua i te whakataunga, e kore pea te kaihoko atu e herea ki te whakatikatika i aua āwangawanga.

Te utu i te tiringa

Kia oti te hokonga, ka utu te kaihoko mai i te mātanga hoko papanoho mō āna mahi. Ko te tikanga, ka tangohia te tiringa e te mātanga hoko papanoho i te monikuhu e puritia ana ki tāna pūtea pēke tiaki. Me whakarite te kaihoko atu kia ea i te monikuhu te utu tiringa. E kore e taea e te mātanga hoko papanoho te kaihoko mai te tono kia utu i āna ratonga mēnā nā te kaihoko atu anō a ia i tohu.

Ka utu te kaihoko mai i te tapeke

Ka utua e te kaihoko mai te tapeke mō te papanoho i te rā whakatau, te tikanga mā tana rōia te utu e whakarite.

Te hoko mai i tētahi whare rēti e nohotia ana

Mēnā he kairēti kei te papanoho, me tautuhi tēnei i te whakaaetanga hokohoko. ka tae atu tēnei ki tētahi rā i whakaritea mō te rironga mai, ka rerekē pea ki te rā whakatau.

Ki te hiahia te kaihoko mai kia hokona te whare e wātea ana, (te 'rironga wātea'), ka noho haepapa te kaihoko atu ki te tuku pānui ki te kairēti kia whakawātea i te whare i runga anō i ōna mōtika ā-ture.

Ko te tūtohutanga atu, kia rapu tohutohu ā-ture, mēnā kei te hoko mai koe i tētahi whare kei reira he kairēti.

Ka aha mēnā he raruraru

Ki te raruraru, me kōrero ki te mātanga hoko papanoho i te tuatahi, ki tōna kaiwhakahaere rānei. Me noho ki ngā tari katoa ngā tukanga mō te whakataua amuamu.

Ki te kore e taea e koe te raru te whakataua me te mātanga hoko papanoho, kāore rānei e pai ki a koe te kōrero ki a rātou, ka āhei koe te whakapā atu ki Te Mana Papawhenua (REA). He huarahi e wātea ana ki a mātou hei āwhina i a koe mēnā e pā atu ana tō amuamu ki te mātanga hoko papanoho. Hei tauira, ka āwhina mātou i a kōrua ko te mātanga hoko papanoho ki te whakataua i te raru,

me te whakamahara anō hoki i a rātou ki a rātou kawenga i raro i te ture Real Estate Agents Act 2008. Ina whakapā mai koe ki a mātou, ka mahi mātou ki a koe ki te whakataua i te huarahi pai.

Waea mai ki a mātou i **0800 367 7322**,
īmēra mai rānei ki **info@rea.govt.nz** toro
mai ā-tuihono rānei ki **rea.govt.nz**

Mō settled.govt.nz



Mā settled.govt.nz koe e ārahi ki te hokohoko whare.

He whakataua ā-pūtea nui rawa te hokohoko i tō whare. He tukanga whiwhiwhi, ā, i ētahi wā he taumaha anō hoki me te pānga nui ki ngā kare ā-roto, ki ngā pūtea anō hoki mēnā ka raruraru ngā whakahaere.

Ka tukua e **settled.govt.nz** ngā mōhiohio motuhake katoa me te ārahitanga mā ngā kaihokohoko papanoho. Ka whiwhi mōhiohio koe mō ngā mōrearea me te pānga ki a koe, me ētahi kōrero āwhina e kauparetia ai ētahi o ngā raru nui.

Mā **settled.govt.nz** e āwhina ki te whakamōhiome te ārahi i a koe mā roto i te tukanga mai i te wā e whakaaro ana koe ki te hoko, tae rawa ki te hūnukutanga ki roto, ki waho rānei. Ka kitea e koe ētahi mōhiohio, rārangi tiro-tiro, panga, ataata me ngā taputapu whaihua. Mai i te māramatanga ki ngā LIM, ki ngā whakaaetanga hokohoko, ā, tae atu ki te wā whakapā ki tētahi rōia, mā **settled.govt.nz** e whakamārama i ngā kōrero hei mōhiohio māu.

Nā Te Mana Papawhenua (REA) a **settled.govt.nz**.

Mō ētahi atu kōrero

Mō ētahi atu kōrero mō te hoko whare, haere ki **settled.govt.nz**, īmēra rānei ki **info@settled.govt.nz**



Mō Te Mana Papawhenua (REA)

He hinonga kāwanatanga motuhake Te Mana Papawhenua (REA) e whakariterite nei i te kapa ngaiotanga hokohoko papawhenua.

Ko te whakatairanga, ko te tiaki ano hoki i ngā kiritaki e hokohoko papawhenua ana tō mātou aronga, tae atu hoki ki te whakatairanga i te whakamanawatanga o te hapori whānui ki ngā mahi hokohoko papawhenua i Aotearoa.

Ā mātou mahi

Ko tā mātou mahi he whakatairanga i te kounga rawa o te whanonga i te ahumahi hokohoko papawhenua me te tiaki anō hoki i ngā kaihoko mai, kaihoko atu hoki i te kino.

- Ka tuku mātou i ngā mōhiohio motuhake ki te hunga hokohoko papanoho i tō mātou pae tukutuku settled.govt.nz.
- Ka tuku kupu tohutohu mātou ki ngā mātanga hoko papanoho me te whakahaere i te tukanga amuamu.
- Ka tuku raihana mātou ki ngā tāngata me ngā kamupene e mahi ana i te ahumahi hoko papawhenua.

- Kei a mātou te Tauākī Whanonga e whakatakoto ana i ngā taumata ngaio mō ngā mātanga hoko papawhenua.
- Kei a mātou te rēhita tūmatanui, kei reira ngā mātanga hoko papawhenua me ngā kōrero mō ngā mahi whakatikatika o ngā tau e toru kua hipa.

He hinonga Karauna Te Mana Papawhenua, otirā he mea whakatū e te ture Real Estate Agents Act 2008. Ko Te Mana Papawhenua te ingoa whakahaere o te rōpū Real Estate Agents Authority.

Mō ētahi kōrero anō

Mō ētahi kōrero anō mō REA, haere ki rea.govt.nz, waea mai ki **0800 367 7322**, imēra rānei ki info@rea.govt.nz

