

Te Aratohu Kirimana Hoko Atu me te Hoko Mai Whare o Aotearoa

I waihangahia, i whakaaehia hoki tēnei aratohu e te Real Estate Agents Authority



Ngā mea nui hei mōhio māu:

1. He **kirimana here ā-ture** tētahi kirimana hoko atu me te hoko mai whare.
2. Kei te mahi te kaihoko whare **mō te kaihoko atu** i te whare, engari me tōtika ana mahi ki te kaihoko mai.
3. Me mārāma koe ki te rerekētanga i waenga i tētahi kirimana **whai here** me te **herekore**.
4. Ka taea e koe te **whakariterite** i ngā āhuatanga e hiahia ana koe i roto i tētahi kirimana hoko atu me te hoko mai.
5. Me mātua **pānuī** me te **mōhio** ki te kirimana hoko atu me te hoko mai i mua i tō hainatanga.
6. E taunakihia ana kia whakamahia **tō rōia ki te arowhai** i te kirimana hoko atu me te hoko mai i mua i tō hainatanga.



Kupu whakataki

Ko te hoko mai, hoko atu rānei i tō whare tētahi o ngā paihere ā-pūtea nui katoa ka whakahaerehia e koe. He maha ngā wāhanga āhua uaua tonu hei whakariterite, ā, he maha hoki ngā mea hei whakatūpatō.

Ina hoko mai, hoko atu rānei i tētahi whare noho me mātua whai koe i tētahi kirimana hoko atu me te hoko mai. Koinei te puka ā-ture e here i a kōrua ko te kaihoko ki te kirimana.

He whakarato mōhiohio tēnei aratohu mō ngā kirimana hoko atu me te hoko mai, he tohutohu i a koe ki hea tiki mōhiohio atu anō, he aha tāu hei tūmanako mai i tō kaihoko, ā, me aha mēnā ka raruraru mai¹.

E pā noa iho ana tēnei aratohu ki te hokotanga o tō whare.

Koinā noa iho te kaupapa o te aratohu – he ārahi. Kaua e whakawhirinaki atu hei tohutohu ture. Nā te Real Estate Agents Authority (REAA) tēnei i whakarite, he hinonga Karauna i whakatūhia i raro i te Real Estate Agents Act 2008.

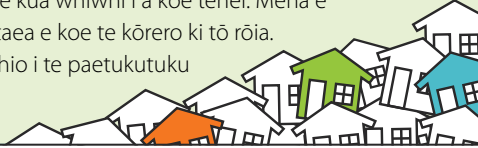
He aratohu tēnei ki te kirimana hoko atu me te hoko mai ka tonohia koe ki te haina mēnā e hiahia ana koe ki te hoko mai, te hoko atu rānei i tō whare.



¹ Ko te kaihoko whare, kaihoko rānei ngā kupu whānui mō tētahi kaihoko, kaiwhakahaere peka, kaihokohoko rānei.

Ahakoia kei te hoko mai koe, kei te hoko atu rānei, me whakarato e te kaihoko tētahi tārua o tēnei aratohu i mua i tō haina i tētahi kirimana hoko atu me te hoko mai, ā, me tonono i a koe ki te tuhi whakaae kua whiwhi i a koe tēnei. Mēnā e hiahia mōhiohio atu anō koe, ka taea e koe te kōrero ki tō rōia.

E wātea anō ana ētahi atu mōhiohio i te paetukutuku a te REAA: www.reaa.govt.nz.



He aha te take me whai kirimana hoko atu me te hoko mai?

Ka whakaratoa e tētahi kirimana hoko atu me te hoko mai he tūturutanga ki te kaihoko mai me te kaihoko atu mā te whakarārangi ā-tuhi i ngā wāhanga me ngā āhuatanga kua whakaaehia. He kirimana here ā-ture.

Ka taea anō e au te whakariterite?

Ka taea e te kaihoko atu me te kaihoko mai te whakariterite, mā te kaihoko, mō te utu me ngā whakaritenga kia whakaae tahi rāua.

Ngā mea nui hei mōhio māu:

- ✓ Me whai koe i tētahi kirimana hoko atu me te hoko mai ā-tuhi.
- ✓ Me mātua pānui i te kirimana hoko atu me te hoko mai i mua i te hainatanga.
- ✓ Whakamahia tō rōia ki te arowhai i te kirimana hoko atu me te hoko mai i mua i tō haina.
- ✓ Ka taea e te kaihoko mai me te kaihoko atu te whakariterite i ngā whakarerekētanga ki te utu me ngā whakaritenga.
- ✓ He kirimana here ā-ture tētahi kirimana hoko atu me te hoko mai.



Te kirimana hoko atu me te hoko mai

Tērā pea ka whakamahia e tō kaihoko te puka a te Auckland District Law Society me te Real Estate Institute of New Zealand (te puka ADLS).

Me whai wāhi ki tō kirimana hoko atu me te hoko mai ēnei e whai ake:

- ✓ Te (ngā) ingoa o te (ngā) kaihoko atu me tō (ō) te (ngā) kaihoko mai.
- ✓ Te wāhi tū o te whare.
- ✓ Te momo taitara (korehere, rīhi, aha atu, aha atu).
- ✓ Ngā taonga ka hokona me tō whare, hei tauira, ngā taputapu mā, ngā ārai, pūhihi pouaka whakaata.
- ✓ Te utu.
- ✓ Te tatau huamoni ka utua e te kaihoko mai mō ngā utu hapanga.
- ✓ Tētahi moni tāpui hei utu mā te kaihoko mai.
- ✓ Ngā here e hiahia ana te kaihoko mai kia whakatutukihia i mua i te whakaetanga o te kirimana.
- ✓ Te rā e herekore ai te kirimana mēnā he here kei roto.
- ✓ Te rā whakatau (te rā utu mō te kaihoko mai i te toenga o te moni mō te whare, ko te tikanga ko te rā e āhei te kaihoko mai te neke atu ki roto i te whare).

Ngā here o te kirimana

I te nuinga o te wā ka hiahia te kaihoko mai kia whakatutukihia ētahi, te katoa rānei o ngā here e whai ake i mua i te whakaae ki te kirimana:

- ✓ **Te rapu taitara** – i te nuinga o te wā ka mahia tēnei e te rōia a te kaihoko mai ki te rapu ko wai te rangatira o te whare i raro o te ture me te tiro anō mēnā kei roto anō te ingoa o tētahi noa atu i te whare.
- ✓ **Te pūtea** – e pā ana tēnei ki te kaihoko mai e whakarite ana i te utu, i te nuinga o te wā he pūtea taurewa, i te rā kua whakatauhia.
- ✓ **Te pūrongo wāriutanga** – i te nuinga o te wā e hiahiatia e tētahi kaitaurewa, he whakatau tata tēnei pūrongo mō te wāriu o te whare i runga i te mākete.
- ✓ **Te pūrongo Whakaaturanga Mōhiohio Whenua (LIM)** – ka whakaratoa e te kaunihera ā-takiwā, ka whakarato tēnei pūrongo i ngā mōhiohio mō ngā mea pēnei i ngā rēti, whakaetanga hanga whare, manga me ngā whakamahere.

- ✓ **Te pūrongo aromātai whare** – ka āwhina ēnei ki te whakarite i te āhua o te whare me ngā mea hei whakatika mēnā e hiahiatia.
- ✓ **Te pūrongo a te kaipūkaha** – he āhua rite ki tērā i runga ake engari he arotahi atu ki te wāhi me te hanganga o te whare.
- ✓ **Te hoko o tētahi atu whare** – tērā pea e hiahiatia e te kaihoko mai te hoko atu i tōna kāinga kia taea e ia te hoko mai anō i tētahi.

Ngā whiti whānui, whiti noa rānei

Kei roto i tētahi kirimana hoko atu me te hoko mai ngā whiti e whakarārangi ana i ngā whakaritenga me ngā āhuratanga whānui. Ka āwhina ki te whai māramatanga ki te tikanga o ēnei nā te mea me ū koe ki ēnei. Tērā pea ko ngā tauira he:

- ✓ **Mana whai wāhi** – te whai wāhi o te kaihoko mai ki te whare ki te ārohi i mua o te whakataunga.
- ✓ **Hapanga e te kaihoko mai** – tērā pea me utu paremata te kaihoko mai ki te kaihoko atu, hei tauira, utu moni hua.
- ✓ **Hapanga e te kaihoko atu** – tērā pea me utu paremata te kaihoko atu ki te kaihoko mai, hei tauira, utu whare noho.
- ✓ **Rianga** – te whakarite kei te whai rianga te whare tae rawa ki te rā whakatau me te whakarārangi anō ka aha mēnā ka tūkinohia.

Ka whakamāramahia e tō rōia ēnei whiti.

Āhea ka utua e te kaihoko mai te moni tāpui me te katoa o te utu?

Ina whakaae te kaihoko mai me te kaihoko atu ki ngā āhuatanga katoa o te kirimana hoko mai me te hoko atu, ko te tikanga ka utua te moni tāpui ki te kaihoko whare e te kaihoko mai. I te tīmatanga ka pupurihia tēnei moni ki roto i te pēke tiaki a te kaihoko.

Ko te tikanga ka tangohia e te kaihoko tāna huahoko mai i te moni tāpui ina herekore ai te kirimana. Ka whakaaehia tēnei i waenga i te kaihoko atu me te kaihoko e ai ki te kirimana umanga². Me whakarite te kaihoko atu kei te nui te moni tāpui ki te utu i te huahoko a te kaihoko.

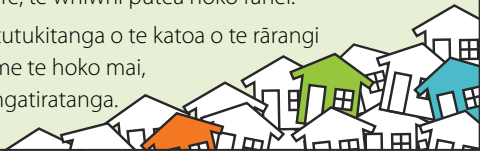
Ka utua e te kaihoko mai te toenga o te utu mō te whare i te rā whakatau, ko te tikanga mā tana rōia. I te nuinga o te wā ko te rā whakatau te rā e āhei ai te kaihoko mai te kuhu ki roto i te whare.

I mua i te ekenga o te kirimana hoko atu me te hoko mai ki te herekore, ā, ki te kore e tutuki te hokotanga nā te kore i tutuki nō ētahi o ngā here, ka whakaaehia pea te kaihoko mai kia whakahokia te katoa o tana moni tāpui.

Engari, ina eke te tāpaetanga ki te herekore kāore e taea e koe tō moni tāpui mēnā ka huri ō whakaaro.

He aha te rerekētanga i waenga i te kirimana here me te herekore?

- ✓ E pā ana te **here** ki te rārangi here o te kirimana hoko atu me te hoko mai hei whakatutuki, pēnei i te hokotanga atu o te whare o nāianei o te kaihoko mai, tētahi aromātai o te whare, te whiwhi pūtea hoko rānei.
- ✓ E pā ana te **here** ki te whakatutukitanga o te katoa o te rārangi here o te kirimana hoko atu me te hoko mai, ā, kua tae ki te wā huri i te rangatiratanga.



² Tirohia te *Aratohu Kirimana Umanga Whare o Aotearoa* a te Real Estate Agents Authority.

Ka taea e au te whakakore i te kirimana mēnā kua huri ōku whakaaro?

Kāore e taea e koe te whakakāhore i tētahi kirimana hoko atu me te hoko mai nā te mea kua huri ō whakaaro mō te hoko mai, hoko atu rānei i taua whare.

Ko te tikanga, ina haina koe i te kirimana hoko atu me te hoko mai me te eke o ngā here katoa e rārangi ana i roto, me whakatutuki koe i te hokotanga atu/mai o te whare.

He aha ngā mea hei tūmanako māku mai i tētahi kaihoko?

E mahi ana, e utua ana hoki te kaihoko e te kaihoko atu. Nō reira me whakatutuki te kaihoko i ngā tohutohu a te kaihoko atu (e ai ki te kirimana umanga) me te aro ki ngā hiahia a te kaihoko atu.

He kawenga anō ā ngā kaihoko ki ngā kaihoko mai ahakoa kei te mahi rātau mō te kaihoko atu.

Ina hoko mai koe i tētahi whare, me tuku pātai koe ki te kaihoko. Me hāngai koe ki ngā mea e hiahia ana koe ki te mōhio.

E herea ana ngā kaihoko katoa e te Tikanga Whanonga Ngaio me te Tiaki Kiritaki, ā, ka tukua e REAA. I raro i te Tikanga, me tōtika me te pono ngā whakahaere a ngā kaihoko ki ngā rōpū katoa.





E wātea ana tētahi tārua o te Tikanga Whanonga Ngaio me te Tiaki Kiritaki i **www.reaa.govt.nz**, waea atu rānei ki **0800 for REAA** (0800 367 7322).

Ka aha mēnā e hiahia taku kaihoko, tētahi atu rānei e whai pānga ana ki a ia ki te hoko i te whare?

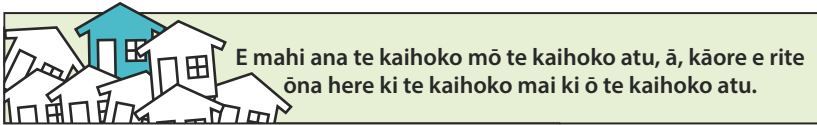
Mēnā e hiahia tō kaihoko, tētahi rānei e whai pānga ana ki a ia, ki te hoko mai i tō whare, i raro i te ture me tiki ia i tō whakaaetanga ā-tuhi ki te mahi i tēnei.



He mea nui tonu kia kōrero koe ki tō rōia i roto katoa i te hātepe hoko atu me te hoko mai.

Mā wai e utu te kaihoko?

Mahi ai ngā kaihoko whare i Aotearoa mō ngā kaihoko atu, ā, ko ngā kaihoko atu ka utu i ngā kaihoko. Kāore e taea e te kaihoko e hoko ana i te whare te tono kia utu te kaihoko mai i ana mahi.



He aha tēnei mea te kaihoko a te kaihoko mai (“buyers’ agent”)?

He tikanga noa “te kaihoko a te kaihoko mai” i ētahi atu whenua. He kaihoko ēnei e whakamahia e ngā kaihoko mai ki te kimi whare, ā, i ētahi wā ki te whakariterite i ngā hokonga whare mō te kaihoko mai. Mēnā ka whakamahia e koe tētahi “kaihoko a te kaihoko mai” me whai tonu koe i tētahi kirimana umanga, ā, me utu koe i a ia mā āna mahi.



Ka aha mēnā ka pā mai he raruraru?

Ki te āwangawanga koe mō te whanonga o tētahi kaihoko, me kōrero koe i ō āwangawanga ki te kaihoko, tōna kaiwhakahaere rānei. E hiahia ana ngā kaihoko kia whai i ētahi tikanga whakatau amuamu.

Ki te kore e eke i tēnei, kāore rānei koe e hiahia ki te whai i tēnei hātepe me whakapā atu koe ki te REAA.

He maha ngā huarahi e taea e REAA te āwhina me ō āwangawanga. Kei roto i tēnei ko te tuku i tētahi reta tohutohu tautukunga, te whakarite i tētahi atu whakataunga raruraru, te whakahaere rānei i te take nei hei amuamu. Ina whakapā atu koe ki te REAA ka āwhina rātau i a koe ki te tautuhi i te āhuatanga pai rawa mō te whakarite i ō āwangawanga.



Ka kitea ētahi atu mōhiohio mō te āwhina a te REAA i a koe i www.reaa.govt.nz, mā te waea atu rānei ki **0800 for REAA** (0800 367 7322).

Ka taea e koe te tiki mōhiohio atu anō i...

He maha ngā wāhi e taea e koe te tiki āwhina me te tohutohu, tae atu ki:

- ✓ Te Real Estate Agents Authority (REAA) i www.reaa.govt.nz, waea atu rānei ki **0800 for REAA** (0800 367 7322).


Ka taea e te REAA te whakarato mōhiohio me te āwhina mō ētahi take whānui, ā, e whai kawenga ana mō te whakarite i ngā āwangawanga mō ngā kaihoko whare.

- ✓ Tō rōia.
- ✓ Community Law Centres www.communitylaw.org.nz.
- ✓ Citizens Advice Bureau www.cab.org.nz.
- ✓ Manatū Kaihokohoko www.consumeraffairs.govt.nz
- ✓ NZ Law Society Property Section www.propertylawyers.org.nz
- ✓ Consumer Build www.consumerbuild.org.nz.

Real Estate Agents Authority


I whakatūhia te Real Estate Agents Authority (REAA) e te kāwanatanga o Aotearoa hei whakapūmau i ngā paerewa ngaio teitei i roto i te rāngai hoko whare me te hāpai i te marutanga nui ake mō te hunga hoko whare, hoko atu rānei.



 www.reaa.govt.nz

 info@reaa.govt.nz

 [@reaanz](https://twitter.com/reaanz)

 0800 for REAA (0800 367 7322) tērā rānei (04) 471 8930



Matawai ki te rapu mōhiohio atu anō mō te hoko mai me te hoko atu i ngā whare.

E ai ki te mōhio o te Real Estate Agents Authority, he tōtika ngā mōhiohio i roto i tēnei aratohu i te wā e whakaatu ana i raro. Engari, ko ngā whakaritenga e pā ana ki ēnei mōhiohio tērā pea ka huri i tētahi wā, ā, ko ngā mōhiohio hou tonu e wātea ana i www.reaa.govt.nz [Putanga 1.2 12 Hui-tanguru 2014].

