



**LINCOLN  
UNIVERSITY**  
Te Whare Pūrākau  
Learning, Teaching  
& Library

# Land and Property Management Careers



# What is Land and Property Management?

**Property provides the foundation and resources for virtually every part of our daily lives, from where we live to where we work, socialise, learn, grow and play. It contributes enormously to worldwide economies as a valuable asset base and a foundation for production. To do this, property requires planning, development, maintenance and renewal - processes which are all managed by professionals.**

Managing both rural and urban property assets for development, value, investment or sale requires knowledge of land, finance, law, infrastructure, markets and policy. Graduates with land and property management degrees can choose either an urban or a rural specialisation which prepares them for a wide range of careers. The urban specialisation builds on a solid commercial grounding to focus on issues ranging from family homes to shopping centres, high-rise buildings to major industrial developments. The rural specialisation sees a focus on agribusiness, finance, farm management and rural valuation and planning. The two specialisation options are underpinned by a broad commercial and legal base, meaning the bachelor degree comprises the most comprehensive property-focused degree in Australasia.



## Land and property management in New Zealand and the world

Well-functioning land, property and housing markets are important for both economic performance and social well-being. The New Zealand urban and rural property sectors are currently thriving. The industry is supported by professionals with sector knowledge who can accurately manage the development, maintenance and valuations of the built and natural assets that are the foundation of so much of the economic activity in New Zealand.

Property and land valuation careers in particular have good prospects. Valuations are often a requirement for sale/purchase, rent setting, insurance and accessing finance - this supports a demand for professional services of this nature. Employee attrition through retirement is expected to increase in the near future and newly graduated students are in demand to fill the gaps. Career options within property are many and varied, and graduates find there is a range of roles available to them with good earning potential once they take that first step on the career ladder.

Additionally, thanks to the international accreditation that students are offered, Lincoln University graduates are able to seek work overseas. Gaining industry experience internationally can see graduates well placed for professional property roles in New Zealand, and vice versa.



## Skills and knowledge developed by studying land and property management

The types of skills gained from studying land and property management are highly valued by employers. The broad base coursework equips students with knowledge of commercial and property law, the principles of both valuation and financial management, marketing, land economics, economies and markets, and, depending on specialisation, plant and soil science.

The field trip and case study components of the coursework at Lincoln University allow graduates to apply the theoretical knowledge in a real world setting and develop practical skills that are transferable directly to the workplace. In addition, Lincoln University staff work directly with industry employers to provide students practical work experience with potential employers during breaks in their study. The knowledge gained in study can be applied in a number of workplaces and is the foundation upon which job-specific skills and knowledge can be built.

Employers seek well-rounded, engaged graduates with a strong work ethic. As in any sector, employers typically value those who have a professional attitude to their work. This includes good communication (including the ability to communicate to groups, as well as effective interpersonal and written communication), respect, self-motivation, initiative, time management and flexibility. The importance of these basic skills cannot be underestimated, even in voluntary roles, as future job opportunities often arise from a good reputation and a varied network of contacts.

## Skills and knowledge valued in land and property management roles

Budgeting and planning skills

Skills in building, maintaining and managing relationships

Economic forecasting skills

Financial management skills

Contract management skills

Well versed in valuation principles and methodology

Analytical and critical thinking skills

Ability to be decisive, assertive and persuasive

Well-developed written and verbal communication skills

Self-reliance and initiative

Public speaking skills

High attention to detail

Knowledge of environmental systems

Knowledge of domestic and international market transactions

Time/ stress management

Effective public relations

Strategic planning

People management and supervisory skills

Knowledge of a variety of property types

Problem-solving and effective negotiation skills

Sound knowledge of valuation and financial reporting

In-depth property sector knowledge

Business and commercial acumen

IT skills and numerical reasoning

Legal and regulatory knowledge

## Where can land and property management graduates find work?

Presently demand is high for graduates in this field. Entry-level roles in the sector are used to gain the experience needed for roles with increased responsibility.

Places of employment for land and property management graduates include:

- Facilities/ property management (e.g., Housing New Zealand, Ministry of Education, NZTA, Colliers International, CBRE)
- Banking and insurance (e.g., AMI, IAG, ANZ, Rabobank)
- Self-employment (starting a consultancy firm, real estate brokerage firm or valuation company, after gaining the appropriate industry experience required to obtain registration)
- Private sector asset management (e.g., Preston Rowe Paterson, Goodman Asset Services)
- State owned enterprise (SOE), or local or national government (e.g., Quotable Value (QV), Christchurch City Council, Selwyn District Council, Ministry of Business, Innovation and Employment (MBIE), Ngāi Tahu)
- Real estate/ commercial leasing and sales (e.g., Harcourts, Bayleys Realty Group)
- Research and data analytics (e.g., Darroch, Livestock Improvement Corporation (LIC))
- Consultancy services (e.g., BECA, WSP)

## Land and property management job titles

Academic Lecturer	Property Asset Manager
Advisor Crown Property Regulatory (Treaty)	Property Asset Specialist
Agribusiness Consultant	Property Client Relationship Manager
Banker (Urban, Rural)	Property Consultant
Client Relationship Manager	Property Developer (Urban, Rural)
Commercial Lease Manager	Property Lease Manager
Commercial Property Valuer	Property Manager
Facilities Manager	Property Researcher
Forecaster	Real Estate Broker
Land Management Advisor	Retail Analyst Consultant – Property
Leasing Agent	Sales Manager
Portfolio Manager	Shopping Centre Manager
Project Manager - Land Development	Strategic Advisor (Property)
Property Analyst	Valuer (Urban, Rural)



## Pay rate indications: full time equivalent (FTE) \$NZ per annum<sup>1</sup>

Most starting salaries for graduates of bachelor degrees fall between 50,000 - 70,000. Entry level jobs are stepping stones to roles with increased responsibilities and remuneration. Your employability is enhanced by all of your life experiences, be they employment related, or the transferable skills and competencies gained from community involvement, volunteer work, or previous work or study - all of which can grow competency, expand networks, and demonstrate enthusiasm to future employers.

In addition to the indicative rates shown, some roles offer performance based annual incentives, or other remuneration supplements (e.g., use of vehicle, health insurance).

<sup>1</sup>Rates sourced from SEEK, MBIE, Careers NZ, Universities NZ, PayScale, PQOS survey data

Job title	Indicative rate
Valuer	55,000 - 135,000+
Property Advisor	50,000 - 100,000+
Agribusiness Consultant	50,000 - 150,000+
Facilities Manager	55,000 - 150,000+
Property Manager	55,000 - 120,000+
Property Analyst	50,000 - 150,000+
Real Estate Agent – (Rural, Commercial, Residential)	Commission-based
Real Estate Broker	Commission-based
Property Developer	50,000 - 150,000+

## Land and property management tasks

Because of the varied career paths taken by graduates, tasks for two roles are outlined below.

### a) Valuer/ Registered Valuer

Valuers assess the financial value of land, property and other assets, such as industrial facilities. Valuations are commonly used for purposes such as in purchase or sale or for insuring assets, and financial reporting. Valuers examine assets to determine a range of factors, which will vary depending on the specific type of asset being valued. Roles and tasks performed in a valuer role vary according to the job. The following table indicates the types of tasks one might encounter as a property or land valuer.

Conduct inspections on residential, commercial, rural or industrial properties or land

Rental assessments

Provide expert evidence in court proceedings

Financial reporting

Undertake assessments and prepare reports relating to the condition and value of residential, commercial, rural or industrial properties or land

Provide up-to-date market advice on valuation

Maintain an awareness of market trends, values and forecasts

Present evidence or information to stakeholders/ clients

### b) Property or Facilities Manager

The following list indicates the types of tasks one might undertake as a property or facilities manager.

Oversee the maintenance and operation of building services

Conduct reviews of service provider agreements to ensure efficient costs and rates

Prepare budget costs and analysis

Ensure quality, safety and compliance targets are met

Project manage fit-outs, refurbishments and inspections

Ensure all planned preventative maintenance programmes are clearly documented and maintained

Work closely with internal teams to ensure all facilities meet Health and Safety standards

Liaise with stakeholders to negotiate terms, prices and details of leases, (e.g., with Property Managers, Architects and Engineers)

Organise services and purchases according to agreed company guidelines and within budget

Manage key relationships for facility locations

Prepare reports on business areas including expenditure

Liaise and network with industry contacts via email, meetings, conferences and symposiums

Contribute to business continuity planning and revision

Develop strategic, operational and financial strategies for a portfolio of properties

Manage project documentation

Manage land and property portfolios/ commercial property developments

Job tasks are role-specific, so the above is an indication only. For more information on roles, registered Lincoln University students can search LU Career Centre (online) for job titles similar to those they are interested in. Job descriptions, including tasks and skills required, are often available.



## Industry bodies

Lincoln University qualifications are accredited to national professional bodies: Property Institute of New Zealand (PINZ), the Valuers Registration Board (VRB), the New Zealand Institute of Valuers (NZIV), and the Real Estate Agents Authority (REAA). A university partnership agreement gains graduates accreditation with international body, the Royal Institution of Chartered Surveyors. Becoming a Chartered Surveyor allows graduates the opportunity to work internationally. (Application for registration as a valuer requires a period of three years practical on-the-job experience – but due to the nature and content of Lincoln University degrees, graduates will have completed activities that may count towards this.)

As well as required registration for some roles, the opportunity to network with industry professionals through industry bodies is a good way to stay current and market yourself to future employers. Industry bodies provide opportunities for professional development, enhance your credibility, and sometimes list sector vacancies.

Examples of land and property management industry bodies include:

Royal Institution of Chartered Surveyors (RICS)  
**[www.rics.org](http://www.rics.org)**

Property Institute of New Zealand (PINZ)  
**[www.property.org.nz](http://www.property.org.nz)**

Valuers Registration Board  
**[www.linz.govt.nz/regulatory/valuation/valuers-registration-board](http://www.linz.govt.nz/regulatory/valuation/valuers-registration-board)**

New Zealand Institute of Valuers (NZIV)  
**[www.property.org.nz](http://www.property.org.nz)**

Real Estate Agents Authority (REAA)  
**[www.reaa.govt.nz](http://www.reaa.govt.nz)**

Land Information New Zealand (LINZ)  
**[www.linz.govt.nz](http://www.linz.govt.nz)**



### Find out more:

#### Career Centre

Learning, Teaching and Library  
E: [lucareercentre@lincoln.ac.nz](mailto:lucareercentre@lincoln.ac.nz)



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