



REAL ESTATE
TRAINING & SERVICES NSW

CPP41419

Certificate IV in Real Estate Practice

Start your real estate journey

Obtain this certification to become a real estate agent. Help people buy, sell and live in NSW by developing your ability to sell, market, lease and manage properties and clients.

The Certificate IV course takes you through all the steps to becoming a real estate agent. Gain insight into selling, buying and marketing properties. Learn how to manage important relationships within the industry that will lead you to helping clients find their dream home.



Skill level
Beginner



Course length
1 year



Course delivery
Flexible



Prerequisites
None



Location
**Online,
Mixed Mode,
Classroom**



Certificate of completion
Certificate IV



CPPREP4001 Prepare for Professional Practice in Real Estate

Learn the skills and knowledge required to understand the personal and legislative requirements of professional practice in real estate by understanding business structure, guidelines and more.



CPPREP4002 Access and Interpret Ethical Practice in Real Estate

Learn the skills and knowledge required to work ethically in real estate by analysing ethical practice, consumer protection requirements, ethical practices and strategies to resolve concerns.



CPPREP4003 Access and Interpret Legislation in Real Estate

Learn the skills and knowledge required to identify, access and interpret legislation relevant to work in real estate by interpreting legislation and identifying processes to resolve concerns.





CPPREP4004

Establish Marketing and Communication Profiles in Real Estate

Learn the skills and knowledge required to develop marketing and communication profiles in real estate by developing a personal profile and examining engagement practices and channels.



CPPREP4005

Prepare to Work with Real Estate Trust Accounts

Learn the skills and knowledge required to work with real estate trust accounts within established agency controls by examining trust accounts, establishing controls and identifying inaccuracies in trust account transactions.



CPPREP4101

Appraise Property for Sale or Lease

Learn the skills and knowledge required to appraise residential property for sale or lease by preparing for an appraisal, researching market conditions and preparing a report.



CPPREP4102 Market Property

Learn the skills and knowledge required to market property for sale or lease by establishing a marketing plan and resources, and implementing a marketing plan.



CPPREP4103 Establish Vendor Relationships

Learn the skills and knowledge required to establish vendor relationships to support property sales by reviewing prospecting methods, confirming vendor requirements and presenting the property listing.



CPPREP4104 Establish Buyer Relationships

Learn the skills and knowledge required to establish, develop and manage positive relationships with buyers by establishing and maintaining a relationship with the buyer.



CPPREP4105 Sell Property

Learn the skills and knowledge required to sell a property by methods including private treaty, auction and other negotiations.



CPPREP4121 Establish Landlord Relationships

Learn the skills and knowledge required to establish landlord relationships to support property management by understanding landlord requirements and completing an agreement.



CPPREP4122-4123 Manage Tenant Relationships and Tenancy

Learn the skills and knowledge required to establish tenant relationships in property management and manage a tenancy by preparing for tenancy with potential tenants and managing tenant expectations.



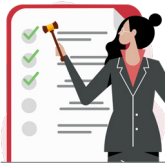
CPPREP4124 End Tenancy

Learn the skills and knowledge required to finalise a tenancy by responding to landlord or tenant requests to end tenancy and coordinating the end of a tenancy.



CPPREP4125 **Transact in Trust Accounts**

Learn the skills and knowledge required to conduct transactions in real estate trust accounts by understanding legislative requirements and processing deposits, payments, fees and charges.



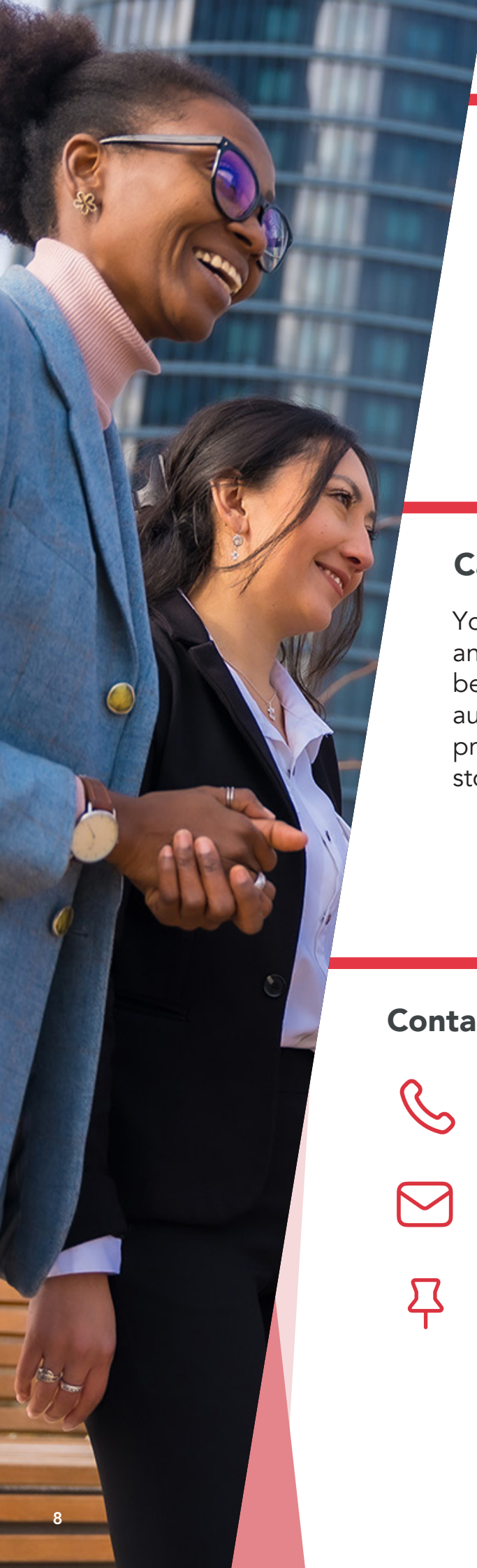
CPPREP4161 **Undertake Pre-Auction Processes**

Learn the skills and knowledge required to undertake pre-auction processes by reviewing contract details, confirming vendor expectations and preparing for the day of auction.



CPPREP4162-4163 **Conduct and Complete Sale by Auction and Post Auction Process**

Learn the skills and knowledge required to conduct an auction of property and complete post-auction processes and contract execution by holding an auction and executing a contract with the successful bidder.



Enrolment Process

Simply enrol via the website, or you can contact our office direct to complete the enrolment form. For the complete process you will need to provide evidence of identity and completion of any prerequisites.

Career Pathway

You're an Assistant Agent working in an agency and so completing a Certificate IV enables you to become a Class 2 agent – giving you increased authority, independence and responsibility in property sales, leasing, strata, business broking or stock and station.

Contact Us



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