



One size, doesn't fit all for workplace training & adult education.



CPP41419

Certificate IV in Real Estate Practice



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This qualification applies to people working in both residential and commercial property, including business broking, and stock and station transactions. The qualification has been packaged to include 5 core units, 5 elective units from residential property sales, 5 elective units from residential property management and 3 elective units from auctioneering. In some jurisdictions additional requirements may apply for registration or certification.

KEY OUTCOMES

- Understanding the personal and legislative requirements of professional practice in real estate.
- Working ethically including a thorough understanding of ethical standards.
- Identify, access and interpret legislation relevant to work in real estate including the legislative framework and the impact of legislation has on work.
- Develop marketing and communication profiles including methods for marketing and communicating, clarifying type, value and purpose of different communication activities and developing a personal profile for marketing and communication.
- Working with trust accounts within established agency controls and in accordance with applicable legislation or regulations.
- Appraising residential property for sale or lease including selecting appraisal method/s and recommending appraisal price of property for sale or lease.
- Marketing property for sale or lease including interpreting a property appraisal report, negotiating agreed marketing plan, preparing marketing materials, securing marketing resources, implementing marketing activities, using agency data on target markets, reviewing effectiveness of the marketing plan and activities and reporting on effectiveness of marketing activities.



- Establish landlord relationships to support property management including establishing an agreement with a landlord to provide residential property management services and maintaining the relationship including keeping records of interactions with landlords.
- Establishing tenant relationships in property management including responding to enquiries from tenants, establishing details and profile of potential tenants, matching tenants with properties, aligning landlord and tenant expectations, managing relationships and maintaining records of interactions.
- Managing a tenancy including timely and effective communication with tenant, landlord and other stakeholders, management of rent payments, arrears, routine inspections, repairs, maintenance, tenancy renewals, rent increases and tenancy agreement breaches.
- Finalising a tenancy including determining circumstances in which tenancy agreements may be ended, processes and documentation to end tenancy agreements, processes to re-let property and issues that may arise from termination of tenancy agreements.
- Conducting transactions in trust accounts for specific purposes.
- Establishing vendor relationships to support property sales.
- Establishing buyer relationships to support property sales.
- Selling property by methods including private treaty, auction and other negotiations.
- Supporting pre-auction processes, auction strategies, liaising with vendors, supporting the actual auction of property and supporting post-auction process and contract execution.

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CAREER OPPORTUNITIES

- Auctioneer
- Stock and Station Agent
- Business Broker, Business Agent, Franchise Broker
- Property Manager, Body Corporate Manager
- Real Estate Agent
- Real Estate Representative, Real Estate Salesperson, Real Estate Sub-agent, Property Portfolio Officer, Buyer's Agent.

QUALIFICATION PATHWAYS

- CPP501119 Diploma of Property (Agency Management)

MODES OF DELIVERY

- Face to face in the workplace
- Correspondence in a self-paced model (using text-based resources in a self-paced model and supported by our dedicated trainers)
- Recognition of Prior Learning (for people who have evidence to support their current competence in the relevant units of competency which comprise the qualification).
- Blended (using a combination of the modes described).

Volume of Learning

Learners should expect a duration between 6 months to 2 years to meet the requirements of CPP41419 Certificate IV in Real Estate Practice which is consistent with the AQF volume of learning indicators for a Certificate IV qualification.

Decisions about the duration of this qualification consider the candidates' likelihood of successfully achieving the learning outcomes and ensure that the integrity of the qualification's outcomes are maintained.

Entry Requirements

There are no pre-requisite entry requirements for this course of study. Students must undergo a Language, Literacy & Numeracy evaluation prior to commencement of studies.

Assessment

The assessment in this qualification involves a variety of workbook activities, practical tasks, and project work. Participants will be supported by their trainer throughout their journey.

Course Fees

Your course fee includes the delivery and assessment of your qualification, your study materials (including all resources) and on-going support from our training team.

Further detailed information on your course, fees and charges, relevant student policies and procedures and to view the student handbook, please visit our website at www.dynamiclearningservices.com.au or contact Dynamic Learning Services 02 4365 0040.



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Core Units

CPPREP4001	Prepare for professional practice in Real Estate	Core
CPPREP4002	Access and interpret ethical practice in Real Estate	Core
CPPREP4003	Access and interpret legislation in Real Estate	Core
CPPREP4004	Establish marketing and communication profiles in Real Estate	Core
CPPREP4005	Prepare to work with Real Estate Trust accounts	Core

Elective Units

CPPREP4101	Appraise property for sale or lease	Elective
CPPREP4102	Market property	Elective
CPPREP4121	Establish landlord relationships	Elective
CPPREP4122	Manage tenant relationships	Elective
CPPREP4123	Manage tenancy	Elective
CPPREP4124	End Tenancy	Elective
CPPREP4125	Transact in trust accounts	Elective
CPPREP4103	Establish vendor relationship	Elective
CPPREP4104	Establish buyer relationships	Elective
CPPREP4105	Sell property	Elective
CPPREP4161	Undertake pre-auction processes	Elective
CPPREP4162	Conduct and complete sale by auction	Elective
CPPREP4163	Complete post-auction process and contract execution	Elective

Why study with Dynamic Learning Services?

It's not just a nationally accredited qualification you will receive, it's a mindset for success and support to see you through to your qualification.

Here at Dynamic Learning Services, we are committed to excellence. High quality course content that is up to date with industry and business needs today, along with flexibility in how you study with us.

We value that there is strength in diversity. 'One size doesn't fit all'.

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