



CPP41419 Certificate IV in Real Estate Practice - Auctioneer



The start of an exciting career in Real Estate!

Course Description

The CPP41419 Certificate IV in Real Estate Practice - Auctioneer course is a nationally recognised qualification designed to prepare learners for professional roles within the Australian real estate industry. The course provides the knowledge and practical skills needed to work effectively in residential sales, property management, leasing and professionally conduct auctions. Learners develop competencies in areas such as property legislation, ethical practice, auctioning processes, appraisal and marketing techniques, client relationships, negotiation, documentation, and workplace compliance. The qualification supports those seeking to enter the real estate sector as licensed agents and auctioneers and is often required for state or territory licensing pathways.

Potential Job Options

- Auctioneer
- Residential Real Estate Agent
- Property Manager
- Real Estate Salesperson
- Real Estate Representative
- Property Portfolio Officer
- Leasing Consultant



Entry Requirements

To be eligible to enrol, learners must:

- Be 16+ years old
- Complete a basic language, literacy, numeracy & digital (LLND) capability prior to starting the course
- Have or obtain a USI (Unique Student Identifier)
- Have access to a computer and internet, ability to upload documents/video etc.

Course Duration

Students will be provided with up to 18 months to complete the course. This timeframe may vary depending on prior experience, study load capacity, learning pace, and other work/life commitments.

Mode of Delivery

Blended: a mix of online modules and virtual classroom sessions, with access to trainers and support. The course is designed for self-directed learning, and to be flexible and suitable for those juggling work and study commitments.

Face-to-face/Zoom: This delivery mode offers structured learning through scheduled face-to-face sessions at our campus and/or live Teams classes. Students will engage directly with trainers in real time, participate in guided classes, and receive ongoing support throughout their training and assessment.

Learning Outcomes

The skills and knowledge to competently perform most tasks of a Real Estate Agent and become a licenced Auctioneer.

For further details and/or information regarding available learner support, Recognition of Prior Learning (RPL), credit transfer (CT) and more, please see the Learner Handbook or contact us at (02) 9223 1868.

Core Units

CPPREP4001 Prepare for professional practice in real estate

CPPREP4002 Access and interpret professional practice in real estate

CPPREP4003 Access and interpret legislation in real estate

CPPREP4004 Establish marketing & communication profiles in real estate

CPPREP4005 Prepare to work with real estate trust accounts

Elective Units

CPPREP4101 Appraise property for sale or lease

CPPREP4102 Market property

CPPREP4103 Establish vendor relationships

CPPREP4104 Establish buyer relationships

CPPREP4105 Sell property

CPPREP4121 Establish landlord relationships

CPPREP4122 Manage tenant relationships

CPPREP4123 Manage tenancy

CPPREP4124 End tenancy

CPPREP4125 Transact in trust accounts

CPPREP4161 Undertake auction processes

CPPREP4162 Conduct and complete sale by auction

CPPREP4163 Complete post-auction process and contract execution

Certification/Completion

Students who successfully complete all 18 units of competency will be issued with CPP41419 Certificate IV in Real Estate Practice. Students who successfully complete some units of competency will be issued with a Statement of Attainment for the unit(s) in which they have been deemed competent. Successful completion of this course may gain students recognition towards a Diploma of Property (Agency Management)



Enrol Today!

(02) 9223 1868

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