



**HOME  
FOR  
SALE**



# PROPERTY SALES

## Course Description

The Property Sales course equips you with the foundational skills and legal knowledge needed to start a successful career in property sales.

Through simulated industry scenarios, you'll learn to market and sell property, establish buyer and vendor relationships and appraise property for the market.

This nationally accredited program not only gives you the confidence to sell properties effectively but also builds your understanding of compliance, contract law, and customer service — preparing you for the dynamic world of real estate.

## Who Should Enrol?/Career Pathways

This course is ideal for individuals who:

- Are currently an Assistant Agent, or hold a Class 1/ Class 2 licence looking to progress into property sales.
- Currently hold their certificate of registration and need to meet their CPD requirements to upgrade to Cert IV licence Class 2.
- Want to gain credit towards the Certificate IV in Real Estate Practice.
- Aspire to roles such as Assistant Real Estate Agent, Property Manager, Real Estate Representative, or Property Portfolio Officer.

## Units of Competency

- CPPREP4101 Appraise property for sale or lease
- CPPREP4102 Market property
- CPPREP4103 Establish vendor relationships
- CPPREP4104 Establish buyer relationships
- CPPREP4105 Sell Property

## 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.

## Duration



### Blended

Average time taken to complete the course is 1 - 3 months, with a maximum of 6 months allowed.



### Face-to-face

Four scheduled face-to-face sessions held either face-to-face at our campus and/or streamed live via Microsoft Teams. The maximum duration is 6 months.

## Completion

On successful completion of this skillset, you will be issued with a nationally recognised Statement of Attainment (SoA) issued by Brighten Institute Australia (RTO ID 41148). The units of competency within this skill set are recognised nationally under the Australian Qualifications Framework.

**(02) 9223 1868**

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