

CPP41419

CERTIFICATE IV IN REAL ESTATE PRACTICE - AUCTIONEER

Course Description

This qualification, the Certificate IV in Real Estate Practice, equips you with the skills and knowledge to work confidently across the real estate industry, including conducting property auctions. The course prepares you to launch or advance your career in the fast-paced property industry.

You'll gain essential knowledge and practical skills to assist clients with buying, selling, leasing, and managing properties, as well as learning how to conduct auctions — all while staying compliant with NSW real estate law.

Career Pathway

- Auctioneer
- Real Estate Agent
- Property Manager
- Real Estate Salesperson
- Real Estate Representative
- Buyer's Agent
- 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.

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Level 5, 12 O'Connell St, Sydney NSW 2000

Who Should Enrol?

This qualification is ideal for individuals who:

- Aspire to begin or progress their career in the real estate and property services sector.
- Want to meet NSW licencing requirements and work legally as a real estate agent and auctioneer.
- Are seeking roles that involve property sales, management, or client relationship building.
- Current Assistant Agents seeking full licencing
- Real estate workers wanting to advance into higher-paid roles

Duration



Blended

Average time taken to complete the course is 12 months, with a maximum of 18 months allowed.



Face-to-face

Scheduled face-to-face sessions held either face-to-face at our campus and/or streamed live via Microsoft Teams where students will engage directly with trainers. The maximum duration is 18 months.

RPL

If you have relevant prior study, work experience, or training, you may be eligible for Recognition of Prior Learning (RPL) or Credit Transfer (CT). These options can reduce the time and cost of your course by recognising skills and knowledge you've already gained. Our team will assess your eligibility and guide you through the application process.

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Course Information



Units of Competency

Core Units

- CPPREP4001 Prepare for professional practice in real estate
- CPPREP4002 Access and interpret ethical practice in real estate
- CPPREP4003 Access and interpret legislation in real estate
- CPPREP4004 Establish marketing and 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

Assessment Methods

Various assessment methods will be used throughout your course, including case studies, role plays, assignments, scenario analysis.

Why Take This Course?



This is the key qualification required by NSW Fair Trading to hold a **Class 2 Real Estate Licence**



This qualification also includes the required units of competency to enable you to conduct property auctions as a **licenced auctioneer** in NSW.



It opens pathways to more senior roles (e.g. property management, agency management, eventual Licensee in Charge).

Completion

Upon successful completion, you'll receive a CPP41419 Certificate IV in Real Estate Practice - Auctioneer, a nationally accredited qualification issued by Brighten Institute Australia (RTO ID 41148).

This certificate provides the educational foundation required to apply for your Class 2 Real Estate Agent Licence with NSW Fair Trading, enabling you to conduct real estate sales and property management services within Commercial Real Estate in NSW. Additionally, you will be eligible to apply for your Auctioneer Accreditation with NSW Fair Trading. This qualification is recognised nationally under the Australian Qualifications Framework.