

AUCTIONEERING

Entry Requirements

Course Description

The Auctioneering skill set is designed for licensed real estate agents who are ready to elevate their careers by mastering the art and strategy of conducting property auctions.

Through a blend of theory and hands-on training, you'll learn how to prepare and execute auctions, manage vendor and bidder communications, and ensure compliance with NSW legislation.

This nationally accredited program builds the confidence, stage presence, and technical understanding required to lead successful auctions and close deals with professionalism and impact.

Career Pathway

- Licenced Auctioneer (Real Estate Agent)
- Licenced Auctioneer (Stock and Station Agent)
- Real Estate Sales Professional with auction accreditation

Who Should Enrol?

This course is ideal for:

- Licenced Class 1 or Class 2 real estate agents or stock and station agents who want to expand into auctioneering.
- Professionals seeking to conduct real estate auctions legally and confidently in NSW.
- Ambitious agents who want to increase their earning potential and visibility in the property market.

Units of Competency

- CPPREP4201 Appraise commercial property
- CPPREP4203 Complete commercial property sale
- CPPREP4204 Establish commercial property lease

- 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.

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