

CPP41419

CERTIFICATE IV IN REAL ESTATE PRACTICE

Course Description

The Certificate IV in Real Estate Practice prepares you to launch or advance your career in the fast-paced property industry.

You'll gain the essential knowledge and practical experience needed to help clients buy, sell, lease, and manage properties — all while staying compliant with NSW real estate law.

The Certificate IV in Real Estate Practice – together with 12 months of working experience - is required to become a licenced (Class 2 licence) Real Estate Agent in NSW.

Career Pathway

- 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 licensing requirements and work legally as a real estate agent.
- 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
- CPPREP4503** Present at hearings in real estate
- BSBHRM415** Coordinate recruitment and onboarding
- SIRXMGT001** Supervise and support frontline team members

Completion

Upon successful completion, you'll receive a Certificate IV in Real Estate Practice (CPP41419) — 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 in NSW.

This qualification is recognised nationally under the Australian Qualifications Framework.

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**



If you're currently an Assistant Agent, this is your step to greater responsibility, independence and earning potential.



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