

CPP41419

# CERTIFICATE IV IN REAL ESTATE PRACTICE - COMMERCIAL

## Course Description

This qualification, Certificate IV in Real Estate Practice - Commercial, is specialised to equip you with the skills and knowledge to work within commercial property. The course 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.

## Career Pathway

- Commercial Real Estate Agent
- 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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## 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 and wish to specialise in Commercial Real Estate.
- Want to meet NSW licencing 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
- CPPREP4201** Appraise commercial property
- CPPREP4203** Complete commercial property sale
- CPPREP4204** Establish commercial property lease

## 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).

## Completion

Upon successful completion, you'll receive a CPP41419 Certificate IV in Real Estate Practice - Commercial, a nationally accredited qualification.

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. This qualification is recognised nationally under the Australian Qualifications Framework.