

CPP41419

# CERTIFICATE IV IN REAL ESTATE PRACTICE -FAST TRACK

## Course Description

The CPP41419 Certificate IV in Real Estate Practice - Fast Track Course is a condensed program designed for Assistant Agents looking to gain their full qualification in Real Estate. This course, equips you with the skills and knowledge to work confidently in 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 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
- Buyers Agent
- Property Portfolio Officer
- Leasing Consultant

## Entry Requirements

- Be 16+ years old
- Hold a Certificate of Registration / Assistant Agent registration (if enrolling in the 13-unit course: other learners must enrol in the full 18 unit course)
- 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.

## 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

10 compulsory face-to-face or zoom sessions provided over a 5 week period. Any remaining theory assessments not completed during these sessions must be completed in the student's own time, with a maximum timeframe of 6 months for completion.

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

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Course Information



## Units of Competency

### 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
- CPREP4125 Transact in trust accounts
- BSBHRM415 Coordinate recruitment and onboarding
- SIRXMG001 Supervise and support frontline team members
- BSBTWK301 Use inclusive work practices

## Completion

Upon successful completion, you'll receive a Statement of Attainment (SoA) in for the units you competently completed as apart of this course 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.

This SoA is recognised nationally under the Australian Qualifications Framework.

## 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.

## 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).