



CPP41419

Certificate IV in Real Estate Practice (13 Units)



Nationally recognised training



Your pathway to a successful career in real estate.

2026

Course Brochure

Course Description

The Certificate IV in Real Estate Practice prepares you to launch or advance your career in the fast-paced property industry. It is designed for current Certificate of Registration (Assistant Agent) holders who are ready to take the next step in their real estate career.

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 Pathways

- Real Estate Agent
- Property Manager
- Real Estate Salesperson or Representative
- 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.

Assessment Methods

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

Who Should Enrol?

This qualification is ideal for individuals who:

- Current Assistant Agents seeking full licencing and looking to 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.

Duration & Delivery



Virtual (Zoom)

This flexible delivery mode combines self-paced learning with scheduled support.



Face-to-face

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



Online

This fully online delivery mode allows students to complete the course at their own pace. Students will have access to recorded learning materials and resources to support their studies. Trainer support is available via email and phone.

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.

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

CPPREP4125 Transact in trust accounts

BSBHRM415 Coordinate recruitment and onboarding

SIRXMG001 Supervise and support frontline team members

BSBTWK301 Use inclusive work practices

Why Take This Course?



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



Strengthen your industry expertise and prepare for the next stage of your real estate career.



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

Your Pathway



1

Study the Assistant Agent Course

Start your career in real estate

2

Apply for Assistant Agent Registration

Apply for a Certificate of Registration through NSW Fair Trading

3

Study the CPP41419 Certificate IV in Real Estate Practice qualification while working in the industry as an Assistant Agent for a minimum of one year.

These requirements can be completed concurrently.

4

Apply for Class 2 Licence

Apply for a Class 2 Real Estate Licence through NSW Fair Trading

5

Study the CPP51122 Diploma of Property (Agency Management) qualification while working in the industry as a Class 2 Agent for a minimum of two years.

These requirements can be completed concurrently.

6

Apply for Class 1 Licence

Apply for a Class 1 Real Estate Licence through NSW Fair Trading

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.



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Brighten Institute Australia is a Registered Training Organisation committed to providing high quality, industry relevant education.



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For further information

