



CPP51122

Diploma of Property (Agency Management)



Nationally recognised training



Your pathway to a successful career
in real estate.



2026

Course Brochure

Course Description

This qualification reflects the role of property services principals who apply knowledge of property agency and compliance requirements, ethical standards and consumer preferences to establish and control property services functions. Once the qualification has been obtained, including the completion of the industry experience requirements, the individual is eligible to apply for their Class 1 Real Estate Licence with NSW Fair Trading.

Career Pathways

- Licensee in Charge
- Senior Property Manager
- Senior Sales Manager
- Agency Manager
- Agency Director

Entry Requirements

- To be eligible to enrol, learners must:
- Be 18+ 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.

Assessment Methods

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

Who Should Enrol?

Want to meet NSW licensing requirements and work legally as a Class 1 Real Estate Agent? Ideal for:

- Current Class 2 Agents seeking full licencing
- Real estate workers wanting to advance into higher-paid leadership roles
- Career progression: after gaining your Class 1 licence, you can move toward managing portfolios, senior roles, or owning your own Real Estate Agency

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

Core Units

- CPPREP5001 Manage compliance in the property industry
- CPPREP5002 Establish and monitor property industry trust account management practices
- CPPREP5003 Manage ethical practice in the property industry
- CPPREP5004 Manage a safe workplace in the property industry
- CPPREP5005 Manage teams in the property industry
- CPPREP5006 Manage operational finances in the property industry
- CPPREP5007 Develop a strategic business plan in the property industry

Elective Units

Group B - General Electives

- BSBMKG552 Design and develop marketing communication plans
- CPPREP4507 Provide property sustainability information in real estate
- CPPREP5008 Market the property agency
- CPPREP5009 Develop a marketing and service strategy in real estate
- CPPREP5010 Manage customer service activities in the property industry

*Elective units may be subject to change.

Why Take This Course?



This is the key qualification required by NSW Fair Trading to hold a Class 1 Real Estate Licence (full agent).



If you're currently a Class 2 Real Estate Agent, this is your step to progress your career and expand your leadership opportunities within the industry and take on greater responsibilities including managing your own agency and supervising staff.



This qualification equips you to take on greater responsibilities including managing your own agency, supervising staff, handling trust accounts, etc.

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 Diploma of Property (Agency Management) (CPP51122) — a nationally accredited qualification issued by Brighten Institute Australia (RTO ID 41148). This diploma provides the educational foundation required to apply for your Class 1 Real Estate Agent Licence with NSW Fair Trading, enabling you operate or manage a real estate agency, act as a Licensee-in-Charge, and oversee real estate sales and property management services in NSW.



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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

