

CPP41419 Certificate IV in Real Estate Practice

QUALIFIED TRAINERS
EFFECTIVE STUDENT SUPPORT
LEADERSHIP AND MANAGEMENT
SMALL CLASS SIZE
COMPETITIVE FEES

CPP41419 Certificate IV in Real Estate Practice

ENTRY REQUIREMENTS

- Students must be over 18 years of age before commencing studies. (It is a licensing requirement)
- Person must not have been convicted of a disqualifying offence in the last 10 years

COURSE DESCRIPTION

Advance your real estate career with the CPP41419 Certificate IV in Real Estate Practice. This comprehensive course equips you with the essential knowledge and skills needed to excel in the industry, ensuring you graduate job-ready and prepared for higher qualifications.

This qualification is designed for real estate professionals who need a thorough understanding of real estate practice, legal compliance, ethical standards, and consumer preferences. It is relevant for those working in both residential and commercial property sectors, including business broking and stock and station transactions.

Occupational titles covered by this qualification include:

- Auctioneer
- Stock and Station Agent
- Business Broker
- Business Agent
- Franchise Broker
- Property Manager
- Body Corporate Manager
- Real Estate Agent
- Real Estate Representative
- Real Estate Salesperson
- Real Estate Sub-agent
- Property Portfolio Officer
- Buyer's Agent

Professionals with this qualification are typically involved in:

- Analyzing data, industry intelligence, and leads to identify prospects
- Developing, building, and maintaining relationships with lessors, tenants, vendors, and buyers
- Providing advice on the sale, purchase, or lease of commercial, residential, stock and station, and property real estate
- Implementing systems, forms, and documents to ensure compliance with regulatory requirements; managing risk for the agency and agents, and upholding high ethical standards
- Managing trust accounts to minimize risks for customers and the agency
- Establishing, maintaining, executing, and concluding contracts with lessors, tenants, vendors, and buyers, including through auctions
- Building and promoting both the agency and individual brands

STUDY PATHWAY AND CAREER OPPORTUNITIES

The real estate industry offers a variety of rewarding career paths. As an VCI graduate with a CPP41419 Certificate IV in Real Estate Practice, you can pursue careers such as:

- **Real Estate Agent / Residential Salesperson**
- **Property Manager**
- **Commercial Sales and Property Manager**
- **Business Broker**
- **Buyer's Agent**

To be eligible for a real estate salesperson certificate, you must:

- **Be 18 years or older**
- **Successfully complete the required training courses**

Career Opportunities:

- **Property Manager**
- **Sales Associate**
- **Commercial Agent**
- **Buyers Agent**

CPP41419 Certificate IV in Real Estate Practice

ADMISSION REQUIREMENTS

There are no prerequisites to enroll in our Real Estate Registration course. However, all VCI courses require basic Language, Literacy, and Numeracy (LLN) skills. This includes a working knowledge of the English language and an understanding of various mathematical calculations. To ensure your success in our courses, you will need to complete a short LLN quiz as part of the enrolment process.

What You Will Need:

- **Computer:** To access online learning materials and complete online assessments.
- **Internet Access:** For research, submitting assessments, and communicating with tutors.
- **Unique Student Identifier (USI):** Obtain your USI www.usi.gov.au. Prepare yourself for a successful learning experience with the right tools and support!

COURSE DELIVERY OPTIONS

Choose your preferred learning style! Our Certificate IV in Real Estate Practice course is available in two formats:

Online Study: Flexibility to learn at your own pace from anywhere.

- **Cost: \$1,900 – 50% OFF* = \$950**

Face-to-Face: Engage deeply with coursework and network with other students and trainers in an interactive classroom environment.

- **Cost: \$2,990 – 50% OFF* = \$1,495**

Please note that in-class students will need to complete some assessments outside of designated class hours.

*Terms and Conditions Apply.

Attend the class and have the option to get your qualification issued faster.

CPP41419 Certificate IV in Real Estate Practice

COURSE STRUCTURE/UNITS OF COMPETENCY

In order to gain the certificate, 19 units must be completed for this qualification

Code	Title	Core/Elective
CPPREP4001	Prepare for professional practice in real estate	Core
CPPREP4002	Access and interpret ethical practice in real estate	Core
CPPREP4003	Access and interpret legislation in real estate	Core
CPPREP4004	Establish marketing and communication profiles in real estate	Core
CPPREP4005	Prepare to work with real estate trust accounts	Core
CPPREP4101	Appraise property for sale or lease	Core
CPPREP4102	Market property	Core
CPPREP4103	Establish vendor relationships	Core
CPPREP4104	Establish buyer relationships	Core
CPPREP4105	Sell property	Core
CPPREP4121	Establish landlord relationships	Core
CPPREP4122	Manage tenant relationships	Core
CPPREP4123	Manage tenancy	Core
CPPREP4124	End tenancy	Core
CPPREP4125	Transact in trust account	Core
CPPREP4503	Present at hearings in real estate	Core
CPPREP4506	Manage off-site and lone worker safety in real estate	Core
CPPREP5006	Manage operational finances in the property industry	Core
CPPREP5010	Manage customer service activities in the property industry	Core

PAYMENT OPTION

Payment Options

If you wish to accept the offer, you need to sign the Acceptance of Offer form together with the minimum payment of fees. You can use the following payment methods:

- Cash or EFTPOS in person at VCI's campus
- Credit Card (Visa or MasterCard) via PayPal on the student invoice

We accept credit card payments (Visa or MasterCard only) and a 2% surcharge will be added to the total amount. You can download our Credit Card Authorisation form [HERE](#)

Bank draft or money order payable to "Vocational Careers Institute" and send to VCI's campus (all bank drafts must be in \$AUD Australian dollars to an Australian bank)

Electronic Bank transfer (Telegraphic Transfer) from an overseas bank account

CPP41419 Certificate IV
in Real Estate Practice

Bank Account Details:

Name of Bank:	Commonwealth Bank
BSB	064 000
Account	1452 5599
Swift Code	CTBAAU2S
Branch Address:	240 Queen Street Brisbane City 4000

More details are available in student handbook which can be downloaded from our website at vocareersinstitute.edu.au

Education *Redefined*

Vocational Careers Institute

📍 310 Montague Road West End QLD, 4101, Australia
📞 +61 7 3848 4354 📧 info@vocareersinstitute.edu.au

vocareersinstitute.edu.au

Code: 41532 CRICOS
Code: 03502J