

Certificate IV in Real Estate Practice

CPP41419

Readiness Criteria:
B in Year 10 English



The Learning Team

RTO No: 46386

VET on
campus



This course is designed for students who want to build a meaningful career in Real Estate. It covers key areas of practice such as property law, legal agency requirements, compliance, ethical standards and consumer expectations, all of which are essential for operating confidently in the Queensland real estate market.

Refer to training.gov.au for specific information about the qualification.

Pathways

- Real Estate Agent
- Real Estate Representative
- Property managers
- Body corporate managers
- Buyer agents & Sub- agents
- Business Brokers
- Business agents
- Franchise Brokers
- Principle Licencee

Entry requirements

Students must have achieved a B or higher in Year 10 English. At enrolment students will need to provide their Unique Student Identifier (usi.gov.au).

Duration and location

This is a 2-year course delivered in years 11 & 12 online with the learning Team. All assessments must be completed by the end of Term 3 in Year 12.

Fees

The total Fee for Service cost is \$695 (up-front fee).

QCE Points

Maximum of 8 credits. Approximate 74 ATAR.



Course Units

Students must successfully complete all 18 units of competency (4 core units plus 14 elective* units) to attain this qualification.

Unit code	Unit title (Ethics in Sport)
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
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
CPPREP4503	Present at hearings in real estate
CPPREP4506	Manage offsite and lone worker safety in real estate
CPPRE5006	Manage operational finances in the property industry

Delivery mode

This Qualification will be delivered fully online with the following provisions. These include:

- Teams meeting at the end of each unit with trainer to discuss understanding.
- online training which is self-paced.

Assessment

Assessment is competency based. Assessment techniques include but not limited to:

- observations
- folios of work
- questionnaires
- written and practical tasks



Obligation

Students will be provided with every opportunity to complete the qualification. Employment is not guaranteed upon completion. Students deemed competent in all units of competency will be awarded the qualification and a record of results by Unity College. Students who achieve at least one unit of competency (but not the full qualification) will receive a Statement of Attainment

