



TAFE NSW

CERTIFICATE IV IN REAL ESTATE PRACTICE

COURSE CODE:

CPP41419

WHY CHOOSE TAFE NSW?



Opens career doors. Our industry relationships lead many students directly into work with a range of employers including agencies, studios, galleries and fashion houses.



Global prospects. TAFE NSW graduates possess the technical knowledge, creative-thinking and specialised skills that are highly sought after by employers around the world.



State-of-the-art facilities. Purpose-built creative studios and industry standard software mean you will master the same tools of the trade as leading professionals.



Industry exposure. TAFE NSW partners with industry to provide you with hands-on experience through networking, sponsor programs, competitions, talks, lectures and other creative industry events.



Recognised and respected. TAFE NSW has built its reputation on delivering trusted, industry aligned and nationally recognised training for over 130 years.

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TAFENSW.EDU.AU
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QUALIFICATION

Certificate IV in Real Estate Practice

TRAINING PACKAGE ENTRY REQUIREMENTS:

ENTRY REQUIREMENTS

There are no entry requirements for this qualification. You can enrol now.



- **Traineeship Allowed**
- **On campus, Combination, Online, Virtual classroom on campus, Virtual classroom off campus**
- **Full Time, Part Time, Variable**

CAREER

OPPORTUNITIES

- 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-a

OVERVIEW

The nationally recognised Certificate IV in Real Estate Practice qualifies you to apply for your Class 2 real estate agent licence, to work as a successful real estate agent. Learn to conduct auctions, present at tribunals, and liaise with tenants and homeowners.

LEARN NEW SKILLS

Through a mix of theory and practical coursework, learn to:

- Appraise property for sale or lease
- Build relationships with vendors, buyers, tenants and landlords
- Manage and end tenancies
- Conduct auctions
- Present at tribunals

DEVELOP YOUR TALENT

Develop the attributes to help you get ahead:

- Exceptional communication skills
- A love for social situations and meeting new people
- Great presentability and professionalism
- Persuasion and negotiation skills
- People management and teamwork skills

ACHIEVE YOUR GOALS

Completing this course provides you with:

- A nationally recognised qualification at Certificate IV level
- Eligibility to apply for your [Class 2 real estate agent licence with NSW Fair Trading](#)
- A strong pathway to continue your study and enhance your career opportunities

Career opportunities:

- Real estate agent
- Property manager
- Real estate representative
- Real estate salesperson
- Real estate sub-agent
- Property portfolio officer
- Buyer's agent

GROW YOUR CAREER

Take your career further with the:

- Diploma of Property (Agency Management)
- Bachelor of Property Valuation with TAFE NSW Degrees

CAMPUS	STUDY MODE	START DATE	DURATION	MAX FEE IF ELIGIBLE FOR SUBSIDY	HOURS PER WEEK
Any Location	Variable, Virtual classroom off campus	Anytime	2 years	\$2,290.00	4
Any Location (Mon, Wed, Thurs, Day classes)	Full Time, Virtual classroom off campus	18 Jul 2022	18 weeks	\$2,290.00	20
Any Location (Tue and Wed evening and Sat all day classes)	Part Time, Virtual classroom off campus	19 Jul 2022	36 weeks	\$2,290.00	12
Bankstown	Full Time, Combination	10 Oct 2022	18 weeks	\$2,290.00	22
Bankstown	Full Time, Combination	18 Jul 2022	18 weeks	\$2,290.00	22
Bankstown	Full Time, Combination	18 Jul 2022	18 weeks	\$2,290.00	22
Bankstown	Part Time, Combination	19 Jul 2022	36 weeks	\$2,290.00	10
Bankstown	Part Time, Combination	19 Jul 2022	1 year	\$2,290.00	10
Campbelltown	Part Time, Combination	18 Jul 2022	36 weeks	\$2,290.00	10
Gosford	Full Time, Combination	18 Jul 2022	18 weeks	\$2,290.00	20
Granville	Part Time, Combination	18 Jul 2022	36 weeks	\$2,290.00	10
Hornsby	Full Time, Combination	10 Oct 2022	17 weeks	\$2,290.00	20
Hornsby	Full Time, Combination	25 Jul 2022	17 weeks	\$2,290.00	20
Hornsby	Part Time, Combination	19 Jul 2022	36 weeks	\$2,290.00	6
Kingswood	Full Time,	18 Jul 2022	18 weeks	\$2,290.00	22

	Combination				
Kingswood	Part Time, Combination	19 Jul 2022	36 weeks	\$2,290.00	14
Kingswood	Part Time, Combination	19 Jul 2022	36 weeks	\$2,290.00	12
Meadowbank	Full Time, Combination	10 Oct 2022	17 weeks	\$2,290.00	20
Meadowbank	Full Time, On campus	25 Jul 2022	17 weeks	\$2,290.00	20
Meadowbank	Part Time, Combination	19 Jul 2022	36 weeks	\$2,290.00	6
Murwillumbah Connected Learning Centre	Full Time, Virtual classroom on campus	18 Jul 2022	18 weeks	\$2,290.00	20
Nambucca Heads Connected Learning Centre	Full Time, Virtual classroom on campus	18 Jul 2022	18 weeks	\$2,290.00	20
Newcastle	Full Time, Combination	20 Jul 2022	18 weeks	\$2,290.00	20
Northern Beaches	Full Time, Combination	10 Oct 2022	17 weeks	\$2,290.00	20
Northern Beaches	Full Time, Combination	25 Jul 2022	17 weeks	\$2,290.00	20
Northern Beaches	Part Time, Combination	19 Jul 2022	36 weeks	\$2,290.00	6
Scone Connected Learning Centre	Full Time, Virtual classroom on campus	18 Jul 2022	18 weeks	\$2,290.00	20
Singleton Connected Learning Centre	Full Time, Virtual classroom on campus	18 Jul 2022	18 weeks	\$2,290.00	20
St Leonards	Full Time, Combination	10 Oct 2022	17 weeks	\$2,290.00	20
TAFE Digital	Self paced, Online	Anytime	1.5 years	\$2,290.00	10
Tamworth	Part Time, Combination	Anytime	2 years	\$2,290.00	4
Tomaree Connected Learning Centre	Full Time, Virtual classroom on	18 Jul 2022	18 weeks	\$2,290.00	20

Ultimo	campus Part Time, On campus	11 Oct 2022	36 weeks	\$2,290.00	6
Yamba Connected Learning Centre	Full Time, Virtual classroom on campus	18 Jul 2022	18 weeks	\$2,290.00	20