



DIPLOMA OF PROPERTY (AGENCY MANAGEMENT) (NSW) (CPP51122)

The Diploma of Property (Agency Management) allows you to take the next step in your career, giving you the knowledge, skills and experience you need to reach the pinnacle of the industry.

The Diploma of Property (Agency Management) (CPP51122) qualifies you for work in senior real estate roles, such as 'Principal Agent' and 'Agency Manager'. You will also become qualified to run your own agency upon completion of the course.

Upon successful completion of the course, you will be awarded a Statement of Attainment and Diploma of Property (Agency Management) (CPP51122) for completing 12 units.

A Diploma of Property (Agency Management) (CPP51122) will qualify you

ENTRY REQUIREMENTS

To enrol into this course, the following requirements must be met:

- You must be 18 years of age or older at the time of enrolment and must have sufficient English language skills to complete the course.
- You must not be a disqualified person.
- You must be fit and proper.
- You should possess basic technological literacy and have access to the Microsoft Office suite or an equivalent software package.

COURSE DURATION

Students will have a maximum of twelve (12) months to complete the course.

DELIVERY MODE

- Online / Self-Paced Study

to apply for a Class 1 licence from NSW Fair Trading. If you wish to work in senior real estate roles or open your own agency, you'll need to complete this 12-unit course.

By completing this course you will be able to:

- Apply for a Class 1 licence from NSW Fair Trading.
- Work in senior real estate roles including as a Principal Agent.
- Start and run your own real estate agency.



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- Apply to further your knowledge and industry expertise with a Bachelor of Property (Development, Investment & Valuation).

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

- CPPREP5008 – Market the property agency
- CPPREP5010 – Manage customer service activities in the property industry
- BSBLDR522 – Manage people performance
- BSBLDR602 – Provide leadership across the organisation
- BSBPEF502 – Develop and use emotional intelligence



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WHAT DO YOU NEED TO DO WHEN YOU HAVE COMPLETED THIS COURSE?

Upon completion of the course, students will need to make an application with NSW Fair Trading to become a Class 1 agent. If you wish to work in senior real estate roles or open your own agency, you must complete this 12-unit course. In addition to this, you must complete 4 hours compulsory face-to-face or online interactive Continuing Professional Development (CPD) each year, including a minimum of 3 topics in each licence category. For more details on CPD please refer to NSW Fair Trading website.

CAREER OUTCOMES

With the Diploma of Property (Agency Management), you can pursue a Class 1 Licence from NSW Fair Trading and become a licensed real estate agent. This is the highest level of licensing, allowing you to operate independently as a principal licensee and manage your own real estate agency.



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YOUR CAREER STEPS



1

SUCCESSFULLY COMPLETE THE CERTIFICATE OF REGISTRATION COURSE

Register with NSW Fair Trading as an Assistant Agent and work under supervision of a Class 1 licence holder



2

SUCCESSFULLY COMPLETE CPP41419 UPGRADE TO CERTIFICATE IV IN REAL ESTATE PRACTICE

As a registered Assistant Agent, complete a minimum of one year working in the real estate industry. Apply for your Class 2 Licence with NSW Fair Trading and work under the supervision of a Class 1 licence holder.



3

SUCCESSFULLY COMPLETE CPP51122 DIPLOMA OF PROPERTY (AGENCY MANAGEMENT)

As a registered Class 2 Licensed Agent, complete a minimum of two years working in the real estate industry. Apply for your Class 1 Licence with NSW Fair Trading and choose to either:

- work under the supervision of a Class 1 licence holder;
- operate your own agency or;
- work as an Independent Contractor



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READY TO ENROL?

1

2

3

CLICK ENROL NOW

Click the button below, add your course to cart, and checkout using one of our payment options.

ENROLMENT FORM

Complete the enrolment form sent in a link to your email.

START STUDYING

Congratulations, you can now start your course. Yes, it is that easy!

[ENROL NOW](#)



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