

## Land Agent Registration Qualifications

For unconditional registration as a Land Agent, satisfactory completion in one of the qualifications listed below.

### Option One

**CPP50307 Diploma of Property Services (Agency Management)** from the CPP07 Property Services Training Package **and** evidence of successful completion of, or status granted in, the following units of competency:

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| 1) CPPDSM4003A                             | Appraise property;   |
| 2) CPPDSM4006A                             | Establish and manage agency trust accounts;  |
| 3) CPPDSM4007A                             | Identify legal and ethical requirements of property management to complete agency work;        |
| 4) CPPDSM4008A                             | Identify legal and ethical requirements of property sales to complete agency work;             |
| 5) CPPDSM4009A                             | Interpret legislation to complete agency work;   |
| 6) CPPDSM4010A                             | Lease property;  |
| 7) CPPDSM4011A                             | List property for lease;   |
| 8) CPPDSM4012A                             | List property for sale;  |
| 9) CPPDSM4013A                             | Market property for lease;   |
| 10) CPPDSM4014A                            | Market property for sale;  |
| 11) CPPDSM4015A                            | Minimise agency and consumer risk;   |
| 12) CPPDSM4016A                            | Monitor and manage lease or tenancy agreement;   |
| 13) CPPDSM4017A                            | Negotiate effectively in property transactions;  |
| 14) CPPDSM4018A                            | Prepare and present property reports;  |
| 15) CPPDSM4019A                            | Prepare for auction and complete sale;   |
| 16) CPPDSM4022A                            | Sell and finalise the sale of property by private treaty;                                      |
| 17) CPPDSM4079A                            | Work in the business broking sector;   |
| 18) CPPDSM4080A                            | Work in the real estate industry;  |
| 19) CPPDSM5012A                            | Develop a strategic business plan in the real estate industry;                                 |
| 20) CPPDSM5032A                            | Market the agency;   |
| 21) BSBFLM505A or BSBMGT515A               | Manage operational plan;   |
| 22) BSBMGT502A or BSBMGT502B               | Manage people performance;   |
| 23) BSBMGT504A or BSBFIM501A               | Manage budgets and financial plans;  |
| 24) BSBMGT506A or BSBHRM402A or BSBHRM405A | Recruit, select and induct staff.<br>Support the recruitment, selection and induction of staff |

### Option Two

**PRD50101 Diploma of Property (Real Estate)** from the PRD01 Property Development and Management Training Package **and** evidence of successful completion of the following units of competency:

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|----------------|---|
| 1) PRDRE01A    | Develop a strategic business plan;  |
| 2) PRDRE02A    | Manage agency performance;  |
| 3) PRDRE03A    | Develop and implement client services strategies;                                   |
| 4) PRDRE04A    | Manage and monitor effective client service;  |
| 5) PRDRE05A    | Market agency;  |
| 6) PRDRE06A    | Manage human resources;   |
| 7) PRDRE08A    | Manage efficient financial systems;   |
| 8) PRDRE09A    | Implement and monitor financial management systems;                                 |
| 9) PRDRE19A    | Provide property management services;   |
| 10) PRDRE28A   | Maintain trust account;   |
| 11) BSAFIN501B | Manage payroll records for employee salaries and statutory record keeping purposes; |
| 12) BSAFIN502B | Monitor and control disbursements within a given budget;                            |
| 13) BSXFMI504A | Participate in, lead and facilitate work teams (at level 5);                        |
| 14) BSXFMI511A | Contribute to the development of a workplace learning environment;                  |

#### *together with*

The following units of competency forming *part of* the **PRD40101 Certificate IV in Property (Real Estate)** from the PRD01 Property Development and Management Training Package:

- 1) PRDRE10A Manage agency risk;
- 2) PRDRE11A Provide property appraisal;
- 3) PRDRE12A Establish and expand client base;
- 4) PRDRE13A Obtain property listings;
- 5) PRDRE14A Market property;
- 6) PRDRE15A Undertake property sale by private treaty;
- 7) PRDRE16A Monitor sales process;
- 8) PRDRE18A Lease property;
- 9) PRDRE22A Present and explain property reports;
- 10) PRDRE26A Conduct property sale by auction;
- 11) PRERE30A Implement personal marketing plan;
- 12) PRDRE37A Perform and record property management activities and transactions;
- 13) PRDRE39A Prepare and execute documentation;
- 14) PRDPOD62A Clarify and confirm property information requirements.

### Option Three

**A degree in law conferred by an Australian university**, or a degree in law conferred by a person authorised to confer a degree by the Training and Skills Commission established under the repealed *Training and Skills Development Act 2003* or the *Training and Skills Development Act 2008*;

**and**

Admission, or entitlement to admission, to practice law in South Australia;

**and**

A Statement of Attainment showing satisfaction completion of the following units of competency form the **CPP07 Property Services Training Package**:

- 1) CPPDSM4003A Appraise property;
- 2) CPPDSM4011A List property for lease;
- 3) CPPDSM4012A List property for sale;
- 4) CPPDSM4013A Market property for lease;
- 5) CPPDSM4014A Market property for sale;
- 6) CPPDSM4019A Prepare for auction and complete sale;
- 7) CPPDSM4022A Sell and finalise the sale of property by private treaty

**or**

Satisfactory completion of the following units of competency forming part of the **PRD40101 Certificate IV in Property (Real Estate)** from the PRD01 Property Development and Management Training Package:

- 1) PRDRE11A Provide property appraisal;
- 2) PRDRE13A Obtain property listings;
- 3) PRDRE14A Market property;
- 4) PRDRE15A Undertake property sale by private treaty;
- 5) PRDRE26A Conduct property sale by auction.

### Option Four

**A degree in law conferred by an Australian university**, or a degree in law conferred by a person authorised to confer such a degree by the Accreditation and Registration Council established under the *Vocational Education, Employment and Training Act 1994*;

**and**

Admission, or entitlement to admission, to practice in law South Australia; and

**and**

A Certificate of Attainment in the following modules conferred by a training provider registered by the Accreditation and Registration Council established under the *Vocational Education, Employment and Training Act 1994*:

- 1) Property Appraisal State Market code CFZD; National market code ABH524; Discipline code 0903205
- 2) Methods of Sale State market code CFZC; National market code ABH523; Discipline code 0903205
- 3) Property Selling State market code CFZF; National market code ABH526; Discipline code 0903205

### Option Five

**Diploma of Business (Real Estate Management)** conferred by TAFE, the Real Estate Industry Training Centre (REITC) or the Training Education Systems (SA) Pty Ltd trading as Training Education Systems South Australia/Real Estate Training College.

### Option Six

**Certificate of Real Estate Agency** conferred by the Department for Employment, Training and Further Education.

### Option Seven

**Degree of Bachelor of Business (Property)** or degree of **Bachelor of Business in Property** conferred by the **University of South Australia**, including satisfactory completion of (or status granted in) the following subjects:

- (i) One of: Property Management and Agency; or  
Property Asset Management; or  
Property Agency; or  
Property Management; or  
Property Agency and Management; or  
Commercial Property Management;

AND

- (ii) One of: Real Estate Business and Marketing Management G; or  
Real Estate Business and Marketing Management; or  
Property Marketing AND Real Estate Field Work 1 and 2.

### Option Eight

**Degree of Bachelor of Business in Property** conferred by the **University of South Australia**, together with satisfactory completion of (or status granted in) the following subjects offered by the Department of Employment, Training and Further Education as *part* of the course for the Certificate in Real Estate Agency:

- (i) Practice II; and
- (ii) Practice III.

### Option Nine

**Graduate Diploma in Property**, or **Master of Business (Property)** or **Master of Business in Property**, conferred by the **University of South Australia** including satisfactory completion of (or status granted in) the following subjects/courses:

- (i) One of: Law of Property G (also called Fundamentals of Property Law G) ; or  
Property Law 2M; or  
Property Law 1G and 2G;

AND

- (ii) One of: Real Estate Business and Marketing Management G; or  
Real Estate Business Management and Real Estate Case Studies;

AND

- (iii) One of: Property Valuation G; or  
Real Estate Valuation G; or  
Real Estate Valuation 1 and Property Case Studies

### For more information

Email	Website	Phone	In person
occupational@sa.gov.au	www.cbs.sa.gov.au	Ph: 131 882	Customer Service Centre 91 Grenfell Street ADELAIDE SA 5000