

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.
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

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