

*Land Agents Act 1994*

# Land Agent Registration Qualifications

For unrestricted registration as a Land Agent, you must provide evidence of satisfactory completion (including status granted) in one of the qualifications listed below.

## Option 1

Successful completion of the following 36 units of competency;

- |    |            |  |
|----|------------|--|
| 1  | CPPREP4001 | Prepare for professional practice in real estate                           |
| 2  | CPPREP4002 | Access and interpret ethical practice in real estate                       |
| 3  | CPPREP4003 | Access and interpret legislation in real estate                            |
| 4  | CPPREP4005 | Prepare to work with real estate trust accounts                            |
| 5  | CPPREP4101 | Appraise property for sale or lease  |
| 6  | CPPREP4102 | Market property  |
| 7  | CPPREP4103 | Establish vendor relationships   |
| 8  | CPPREP4104 | Establish buyer relationships  |
| 9  | CPPREP4105 | Sell property  |
| 10 | CPPREP4121 | Establish landlord relationships   |
| 11 | CPPREP4122 | Manage tenant relationships  |
| 12 | CPPREP4123 | Manage tenancy   |
| 13 | CPPREP4124 | End tenancy  |
| 14 | CPPREP4161 | Undertake pre-auction processes  |
| 15 | CPPREP4163 | Complete post-auction processes and contract execution                     |
| 16 | CPPREP4201 | Appraise commercial property   |
| 17 | CPPREP4204 | Establish commercial property lease  |
| 18 | CPPREP4233 | Manage lessee relationships – commercial                                   |
| 19 | CPPREP4235 | End commercial property lease  |
| 20 | CPPREP4261 | Appraise business for sale   |
| 21 | CPPREP4264 | Manage the sales process in business broking                               |
| 22 | CPPREP4503 | Present at hearings in real estate   |
| 23 | CPPREP4504 | Deliver presentations to clients in real estate                            |
| 24 | BSBDIV301  | Work effectively with diversity  |
| 25 | CPPREP5001 | Manage compliance in the property industry                                 |
| 26 | CPPREP5002 | Establish and monitor property industry trust account management practices |
| 27 | CPPREP5003 | Manage ethical practice in the property industry                           |
| 28 | CPPREP5004 | Manage a safe workplace in the property industry                           |
| 29 | CPPREP5005 | Manage teams in the property industry                                      |
| 30 | CPPREP5006 | Manage operational finances in the property industry                       |
| 31 | CPPREP5007 | Develop a strategic business plan in the property industry                 |
| 32 | CPPREP5008 | Market the property agency   |
| 33 | BSBMGT517  | Manage operational plan  |
| 34 | BSBMGT502  | Manage people performance  |
| 35 | BSBHRM405  | Support the recruitment, selection and induction of staff                  |
| 36 | BSBFIM501  | Managing budgets and financial plans                                       |



## Option 2

A degree in law conferred by an Australian university; *and*  
Admission, or entitlement to admission, to practice law in South Australia; *and*  
Successful completion of the following 10 units of competency:

1	CPPREP4101	Appraise property for sale or lease
2	CPPREP4102	Market property
3	CPPREP4105	Sell property
4	CPPREP4122	Manage tenant relationships
5	CPPREP4124	End tenancy
6	CPPREP4161	Undertake pre-auction processes
7	CPPREP4163	Complete post-auction processes and contract execution
8	CPPREP4201	Appraise commercial property
9	CPPREP4204	Establish commercial property lease
10	CPPREP4235	End commercial property lease

## Option 3

**Hold a current South Australian Sales Representative Registration** (excluding registrations limited to being under supervision); *and*  
Successful completion of the following 18 units of competency:

1	CPPREP4121	Establish landlord relationships
2	CPPREP4122	Manage tenant relationships
3	CPPREP4123	Manage tenancy
4	CPPREP4124	End tenancy
5	CPPREP4204	Establish commercial property lease
6	CPPREP4233	Manage lessee relationships – commercial
7	CPPREP4235	End commercial property lease
8	CPPREP4503	Present at hearings in real estate
9	CPPREP5001	Manage compliance in the property industry
10	CPPREP5002	Establish and monitor property industry trust account management practices
11	CPPREP5003	Manage ethical practice in the property industry
12	CPPREP5004	Manage a safe workplace in the property industry
13	CPPREP5005	Manage teams in the property industry
14	CPPREP5006	Manage operational finances in the property industry
15	BSBMGT517	Manage operational plan
16	BSBMGT502	Manage people performance
17	BSBHRM405	Support the recruitment, selection and induction of staff
18	BSBFIM501	Managing budgets and financial plans

## Option 4

**Hold a current South Australian Sales Representative Registration & Property Manager Registration** (excluding registrations limited to being under supervision); *and*  
Successful completion of the following 10 units of competency:

1	CPPREP5001	Manage compliance in the property industry
2	CPPREP5002	Establish and monitor property industry trust account management practices
3	CPPREP5003	Manage ethical practice in the property industry
4	CPPREP5004	Manage a safe workplace in the property industry
5	CPPREP5005	Manage teams in the property industry
6	CPPREP5006	Manage operational finances in the property industry
7	BSBMGT517	Manage operational plan
8	BSBMGT502	Manage people performance
9	BSBHRM405	Support the recruitment, selection and induction of staff
10	BSBFIM501	Managing budgets and financial plans

## Option 5

Hold a current South Australian Property Managers Registration (excluding registrations limited to being under supervision); and

Successful completion of the following 21 units of competency:

1	CPPREP4001	Prepare for professional practice in real estate
2	CPPREP4101	Appraise property for sale or lease
3	CPPREP4103	Establish vendor relationships
4	CPPREP4104	Establish buyer relationships
5	CPPREP4105	Sell property
6	CPPREP4161	Undertake pre-auction processes
7	CPPREP4163	Complete post-auction processes and contract execution
8	CPPREP4201	Appraise commercial property
9	CPPREP4261	Appraise business for sale
10	CPPREP4264	Manage the sales process in business broking
11	CPPREP4504	Deliver presentations to clients in real estate
12	CPPREP5001	Manage compliance in the property industry
13	CPPREP5002	Establish and monitor property industry trust account management practices
14	CPPREP5003	Manage ethical practice in the property industry
15	CPPREP5004	Manage a safe workplace in the property industry
16	CPPREP5005	Manage teams in the property industry
17	CPPREP5006	Manage operational finances in the property industry
18	CPPREP5007	Develop a strategic business plan in the property industry
19	CPPREP5008	Market the property agency
20	BSBMGT517	Manage operational plan
21	BSBMGT502	Manage people performance
22	BSBHRM405	Support the recruitment, selection and induction of staff
23	BSBFIM501	Managing budgets and financial plans

## Option 6

Successful completion of the **CPP50307 Diploma of Property Services (Agency Management)** and successful completion of the following 24 units of competency:

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
	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	BSBFIM505A 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	Support the recruitment, selection and induction of staff
	or BSBHRM405A	

### Option 7

**Bachelor of Business (Real Estate Practice)** offered by the **University of South Australia**

### Option 8

**Bachelor of Business (Property)** offered by the **University of South Australia** with a commencement date from 1 January 2019;

AND

Successful completion of the following 7 subjects;

- 1 Discovering Opportunities in Property
- 2 Property Asset Management
- 3 Business Law
- 4 Fundamentals of Property Law
- 5 Real Estate Practice
- 6 Principles of Economics
- 7 Property Economics

### Option 9

**Master of Property** offered by the **University of Adelaide**

Note: the following qualifications may no longer be offered to new students, but will be accepted for registration purposes if previously completed;

### Option 10

**A degree in law conferred by an Australian university** or 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 2018*;

AND

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

AND

Successful completion of the following 7 units of competency;

- 1 CPPDSM4003A Appraise property
- 2 CPPDSM4011A List property for lease
- 3 CPPDSM4012A List property for sale
- 4 CPPDSM4013 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

Successful completion of the following 5 units of competency;

- 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

OR

Successful completion of the following 3 modules;

- |   |  |                         |                    |
|---|--|-------------------------|--------------------|
| 1 | State code: CFZD National code: ABH524 | Discipline code:0903205 | Property appraisal |
| 2 | State code: CFZC National code: ABH523 | Discipline code:0903205 | Methods of sale    |
| 3 | State code: CFZF National code: ABH526 | Discipline code:0903205 | Property selling   |

### Option 11

**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 12

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

### Option 13

**Degree of Bachelor of Business in Property** conferred by the **University of South Australia**, together with satisfactory completion of 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:

- 1 Practice II
- 2 Practice III

### Option 14

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

- 1 One of;
  - (i) Property Management and Agency
  - (ii) Property Asset Management
  - (iii) Property Agency
  - (iv) Property Management
  - (v) Property Agency and Management
  - (vi) Commercial Property Management.
- AND
- 2 One of;
  - (i) Real Estate Business and Marketing Management G
  - (ii) Real Estate Business and Marketing Management
  - (iii) Property Marketing AND Real Estate Field Work 1 and 3
  - (iv) Real Estate Practice.

### Option 15

**Graduate Diploma in Property**, or **Master of Business (Property)** or **Master of Business in Property**, conferred by the **University of South Australia** including successful completion of the following subjects:

- 1 One of;
  - (i) Law of Property G
  - (ii) Fundamentals of Property Law G
  - (iii) Property Law 2M
  - (iv) Property Law 1G and 2G
- AND
- 2 One of;
  - (i) Property Valuation G
  - (ii) Real Estate Valuation G
  - (iii) Real Estate Valuation 1 and Property Case Studies
- AND
- 3 One of;
  - (i) Real Estate Business and Marketing Management G
  - (ii) Real Estate Business Management and Real Estate Case Studies
  - (iii) Real Estate Practice.

### For more information

<b>Email</b> <a href="mailto:occupational@sa.gov.au">occupational@sa.gov.au</a>	<b>Website</b> <a href="http://www.cbs.sa.gov.au">www.cbs.sa.gov.au</a>	<b>Phone</b> Ph: 131 882	<b>In person</b> Customer Service Centre 91 Grenfell Street ADELAIDE SA 5000
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