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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 from the CPP41419 - Certificate IV in Real Estate Practice or the CPP51119 or CPP51122 - Diploma of Property (Agency Management):

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 OR
	BSBTWK301	Use inclusive work practices
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

OFFICIAL

31	CPPREP5007	Develop a strategic business plan in the property industry
32	CPPREP5008	Market the property agency
33	BSBOPS502	Manage business operational plans; OR
	BSBMGT517	Manage operational plan
34	BSBLDR522	Manage people performance; OR
	BSBMGT502	Manage people performance
35	BSBHRM415	Coordinate recruitment and on boarding; OR
	BSBHRM405	Support the recruitment, selection and induction of staff
36	BSBFIN501	Manage budget and financial plans; OR
	BSBFIM501	Managing budgets and financial plans

February 2022

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 from the CPP41419 - Certificate IV in Real Estate Practice:

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 from the CPP41419 - Certificate IV in Real Estate Practice or the CPP51119 - Diploma of Property (Agency Management):

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

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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	BSBOPS502	Manage business operational plans; OR
	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 from the CPP51119 - Diploma of Property (Agency Management);:

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	BSBOPS502	Manage business operational plans; OR
	BSBMGT517	Manage operational plan
8	BSBLDR522	Manage people performance; OR
	BSBMGT502	Manage people performance
9	BSBHRM415	Coordinate recruitment and on boarding; OR
	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 **23** units of competency from the CPP41419 - Certificate IV in Real Estate Practice or the CPP51119 - Diploma of Property (Agency Management):

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

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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	BSBOPS502	Manage business operational plans; OR
	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;
17	CPPDSM4079A	Work in the business broking sector

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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 or BSBFIN501 Manage budgets and financial plans
24	BSBMGT506A	or BSBHRM402A Recruit, select and induct staff; or BSBHRM405A Support the recruitment, selection and induction of staff

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 issued after 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

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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

OR

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 ABH524	National code:	Discipline code:0903205	Property appraisal
2	State code: CFZC ABH523	National code:	Discipline code:0903205	Methods of sale
3	State code: CFZF ABH526	National code:	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.

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Option 12

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

Option 13

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

Option 14

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 15

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 16

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:

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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

For more information

Email occupational@sa.gov.au	Website www.cbs.sa.gov.au	Phone 131 882 (menu option 4)
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