

Looking to start a Real Estate career in Victoria?

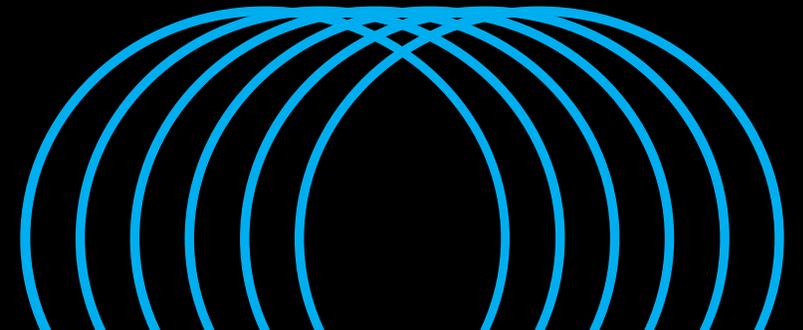
Here is your guide on where to begin.

RTO Code: 41241

PTA
BY ●LIVER ■UME

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Why choose a career in Real Estate?

Here's why you might want to consider pursuing this path:

Unlimited Earning Potential

Your income as a real estate agent is directly proportional to your effort and success. There's no cap on your earning potential. As you build your reputation, network, and expertise, your income can grow exponentially.

Technology Is Your Friend

The real estate industry is embracing technology like never before. From virtual tours and online listings to digital marketing and CRM software, tech tools are streamlining processes and making agents more efficient. This means less time on tedious tasks and more time building relationships and closing deals. Tech-savvy individuals will thrive in this new environment.

Flexible and Control

One of the biggest perks of being a real estate agent is the flexibility it offers. You can often set your own hours, work remotely, and achieve a better work-life balance. This is especially appealing to those seeking autonomy and control over their careers.

No need to go to University

No HELP debt incurred

Help people on their property journey

What are the different real estate career pathways?

There are many exciting career pathways in real estate such as:

Residential Sales

- New home sales
- Established home sales
- Apartment sales
- Land sales
- Off the plan project sales
- Investor sales

Property Management

Residential Property Management

Commercial Real Estate

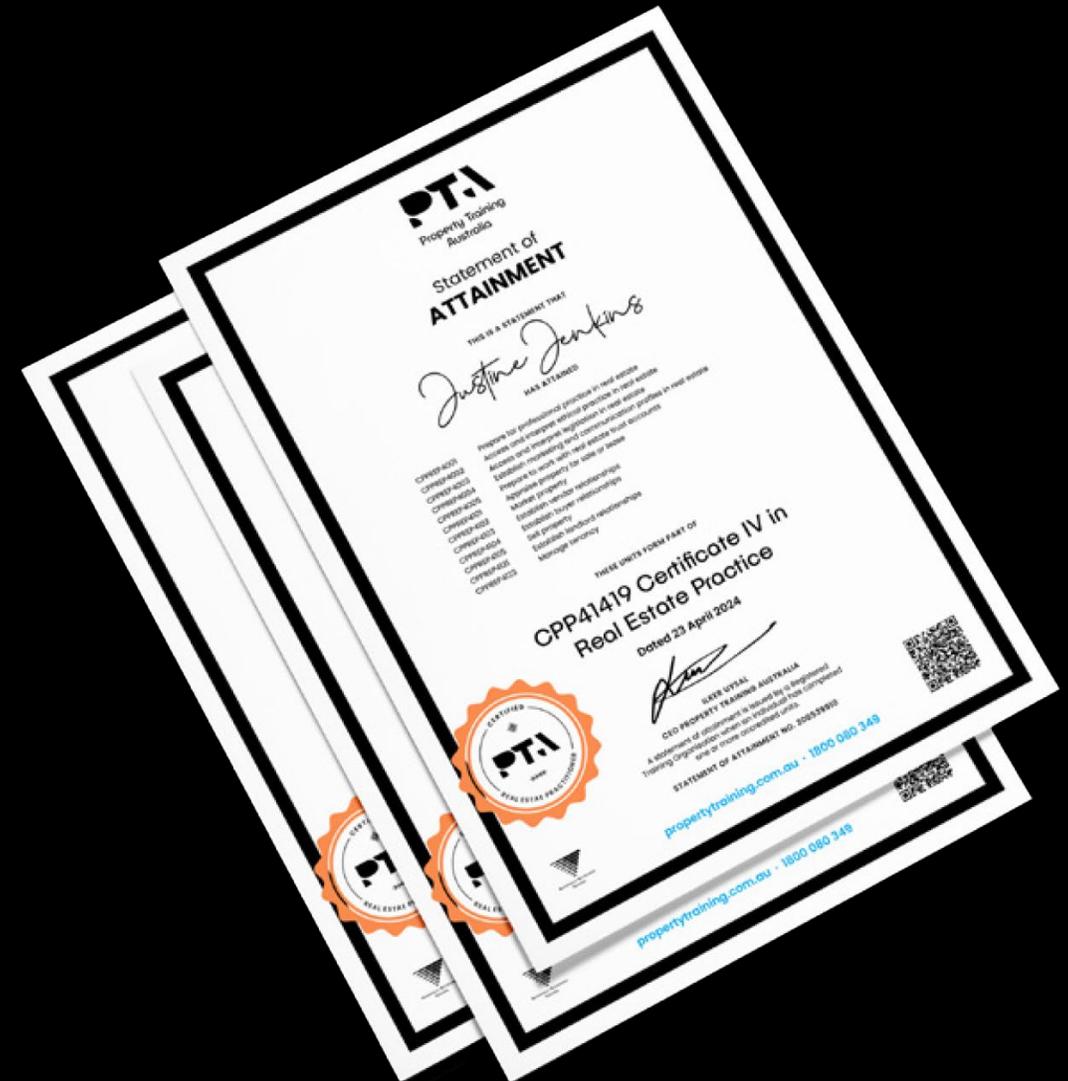
- Commercial sales
- Commercial Property Management

Complete the PTA Career Quiz
to find your idea career pathway

[TAKE THE QUIZ](#)

What Qualification do you need in Victoria?

To work as an Agent's Representative in Victoria you need to complete the CPP41419 – Certificate IV in Real Estate Practice (Formally known as the Agent's Representatives Certificate)

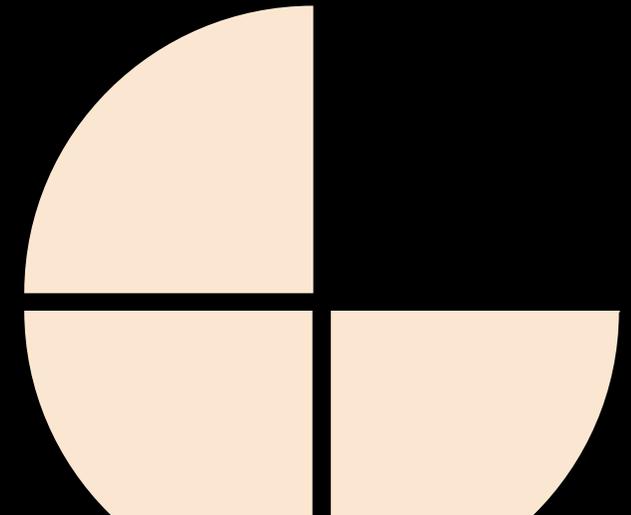


What Qualification do you need in Victoria?

Units to complete:

There are 18 units in the CPP41419 Certificate IV in Real Estate Practice course.

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. CPPREP4004 Establish marketing and communication profiles in real estate
5. CPPREP4005 Prepare to work with real estate trust accounts
6. CPPREP4101 Appraise property for sale or lease
7. CPPREP4102 Market property
8. CPPREP4103 Establish vendor relationships
9. CPPREP4104 Establish buyer relationships
10. CPPREP4105 Sell property
11. CPPREP4121 Establish landlord relationships
12. CPPREP4122 Manage tenant relationships
13. CPPREP4123 Manage tenancy
14. CPPREP4124 End tenancy
15. CPPREP4125 Transact in trust accounts
16. BSBTWK301 Use Inclusive Work Practices
17. CPPREP4507 Provide property sustainability information in real estate
18. CPPREP4504 Deliver presentations to clients in real estate

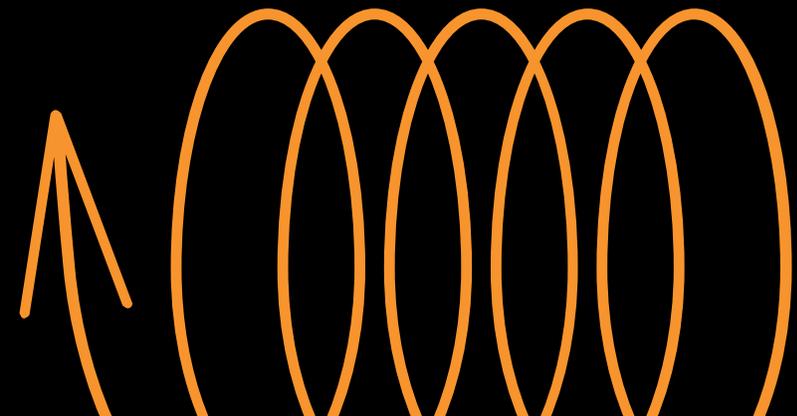


Entry Requirement

Does this course have formal entry requirements?

The CPP41419 Certificate IV in Real Estate Practice Victoria course has no formal entry requirements.

Prior to commencing the course, you may be required to complete a LLN (Language, Literacy and Numeracy) quiz.



Why choose Property Training Australia?

Quick Feedback

We mark all course submissions as you go, at no extra cost.

Continuous Assessment

Our trainers mark each unit as it's submitted and will provide feedback.

Personalised Support

Personalised support is available to our students

Unlimited Resubmission

Unlimited attempts at resubmissions/tests are offered, at no extra cost.

Real Time Support

Support from a dedicated trainer and our student support team

Online Submission

All coursework is submitted online for convenience and efficiency.

Interactive Learning Environment

Access to the interactive course content and assessments at any time.

We can help you find a job

Through the Career Support Pack you will receive support with your resume and cover letter, LinkedIn profile, job interview techniques, career advice and job search strategies.

About Oliver Hume

With our head office based in Melbourne, Oliver Hume has a national reach with additional landmark offices in Brisbane, Gold Coast, Darwin and Adelaide.

As the largest privately owned project marketing business in Australia, Oliver Hume currently employs over 200 staff nationally.

Oliver Hume is a market leader in terms of annual sales volumes in the residential off the plan space.



Enrol Now

Enrol Now to kick start your real estate career.

ENROL NOW

