

CPP41419

Certificate IV in Real Estate Practice

Course Guide

The CPP41419 Certificate IV in Real Estate Practice is the qualification required to work as a licensed real estate agent in Australia.

Quick Facts

Training Package

CPP

Status

Current

Regulator

ASQA

Market Snapshot

Registered Providers

50

Price Range (AUD)

\$2,500 - \$4,000

Market Risk

Moderate

Last Updated: 2026-01-13

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COURSE OVERVIEW

The CPP41419 Certificate IV in Real Estate Practice is the foundational qualification for those seeking to start a career in the real estate industry. It provides the skills and knowledge required to act as a real estate agent's representative, covering core areas such as property appraisal, marketing, ethics, and legal compliance. This qualification is nationally recognized and is a prerequisite for licensing in many Australian states.

KEY DETAILS

Duration: 6 to 12 months (Self-paced or Classroom)

Study Modes: Online, Blended, or Face-to-Face

Average Cost: \$2,900

Cost Range: \$1,500 - \$4,500

ENTRY REQUIREMENTS

- No formal education prerequisites.
- Must be 18 years of age or older (licensing requirement).
- Language, Literacy and Numeracy (LLN) assessment.
- Unique Student Identifier (USI).

FUNDING OPTIONS

- Smart and Skilled (NSW)
- Skills First (VIC)
- User Choice (Apprenticeships)

CAREER OUTCOMES

- Real Estate Agent's Representative
- Property Manager
- Sales Representative
- Auctioneer's Assistant
- Buyer's Agent

Last Updated: 2026-01-13

WHO IS THIS COURSE FOR?

The New Entrant

Individuals looking to start a new career in real estate, seeking their first role as a property manager or sales associate.

The Career Changer

Professionals from other industries transferring their sales or administration skills into the high-growth property sector.

The Office Administrator

Current admin staff in real estate agencies wanting to upskill and take on licensed duties like open inspections and contract signing.

PROVIDER SELECTION CHECKLIST

- ☐ Check RTO registration status on training.gov.au
- ☐ Confirm state-specific licensing modules are included
- ☐ Review student support and platform quality
- ☐ Compare total course costs including hidden fees

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UNITS OF COMPETENCY

Core Units (5)

CPPREP4001 - Prepare for professional practice in real estate

This unit covers the skills and knowledge required to prepare for professional practice in real estate. It includes understanding industry structure, identifying ethical and conduct standards, and interpreting legislation.

CPPREP4002 - Access and use ethical and conduct standards in real estate

Addresses the requirements to identify, interpret and apply ethical and conduct standards in real estate practice.

CPPREP4003 - Access and use legislation in real estate

Focuses on identifying, interpreting and applying legislation required for real estate operations.

CPPREP4004 - Establish marketing skills in real estate

Covers establishing, maintaining and improving personal profiling and networking in real estate.

CPPREP4005 - Prepare to work with real estate trust accounts

Provides the skills to understand the purpose and function of trust accounts and the role of the agent in preserving trust funds.

Elective Units (2)

CPPREP4101 - Appraise property for sale or lease

Skills to research market data and conduct property appraisals.

CPPREP4102 - Market property for sale

Developing marketing campaigns for property sales.

Last Updated: 2026-01-13