



CPP40307 Sales Representative Registration Course Skill Set

National ID: CPP40307 | State ID: EAA84

About this course

Learn to market and sell a variety of properties

Successfully complete this course and you will have the skills and knowledge needed to become a Real Estate Sales Representative. You will also meet the requirements for registration as a Sales Representative.

You will gain a Statement of Attainment which is required to apply for Real Estate Representative registration in Western Australia. This course can also lead to further study in CPP50307 Diploma of Property Services (Agency Management).

Units covered

- CPPDSM4080A Work in the real estate industry
- CPPDSM4007A Identify legal ethical requirements of property management to complete agency work
- CPPDSM4008A Identify legal ethical requirements of property sales to complete agency work
- CPPDSM4003A Appraise property
- CPPDSM4012A List property for sale
- CPPDSM4014A Market property for sale
- CPPDSM4022A Sell and finalise the sale of property by private treaty

For more information, please contact academic.perth2@nmtafe.wa.edu.au. Course will run subject to minimum enrolment numbers.

Note that applicants for the Sales Representative Registration in WA must be at least 18 years old.

Details

Important information

For information on how to apply, please click the button and fill in your details to register.

[Apply](#)

Full time

Five full days in the classroom

Part time

Two evenings a week for five weeks

Online

Eight weeks including some online evening sessions and assessments

Plus the completion of a portfolio of evidence to be carried out in your own time.

Fees and charges

View our [Indicative Fees list](#)

Local full time students

Course fees are made up of two components, tuition fees and resource fees.

Tuition fees are determined by multiplying the course fee rate by the nominal hours, which is the number of hours in which an average student could be expected to complete each unit. They are not the hours of training or instruction.

Resource fees are charges for material that are essential to a course or unit, and are purchased by NMT to be used by students during the course.

Fees may vary depending on the units you are enrolled in so an approximate amount has been shown. You will be given the exact amount of your fees at enrolment. Part time student fees will vary depending on the number of units you are enrolled in.

Please note, you may also need to buy textbooks or equipment for your course.

International Students

Check [TAFE International WA](#) to confirm this course is available to international students. You will pay your tuition fees to TIWA.

Please note, fees are subject to change.