



CPP41419

Certificate IV in Real Estate Practice

| Empowering *Excellence* in Property

Welcome

Red Edge Property Institute (REPI) is a specialist education provider dedicated to the strata and real estate industries. We deliver practical, industry-focused training that goes beyond theory, to equip students with the knowledge, skills, and confidence required to succeed in real property roles.

Through flexible online learning, expert industry guidance, and training built around genuine workplace scenarios, REPI helps bridge the gap between qualification and career success, creating professionals who are ready to make an impact from day one.

REAL SKILLS.
REAL KNOWLEDGE.
REAL IMPACT.



What We Offer

CPP41419

Certificate IV in Real Estate Practice



\$1,000

Choose from 56 electives to tailor your Cert IV to your career pathway.

Study at your own pace with our pay-as-you-go model. Pay per unit, plus the application fee, and continue only when you're ready.

Enrol is all you need to begin working in the industry.



NATIONALLY RECOGNISED
TRAINING

Study 100% Online | Your Choice of Units

CPP41419

Certificate IV in Real Estate Practice

Build the Skills to Succeed in Australia's Real Estate Industry

The Certificate IV in Real Estate Practice is designed for individuals entering the real estate industry, existing property professionals seeking formal qualifications, and those looking to advance their careers through practical, industry-focused education.

At Red Edge Property Institute (REPI), we believe real estate training should prepare you for the realities of working in the industry. Our course combines practical learning, industry knowledge, and real-world application to help students develop confidence in agency operations, property management, leasing, sales administration, compliance, and client service.

Flexible Learning Designed Around You

At REPI, flexibility is built into how you study.

Whether you are already working in real estate, changing careers, or seeking qualification requirements, our fully online and self-paced delivery model allows you to learn around your work, family, and personal commitments.

Students receive practical learning resources, digital assessments, and direct email access to their trainer throughout the course.

Course Fee

Full Certificate IV (18 units) – \$1,000

Any unit (single unit option) – \$80

What You Will Learn

This course develops practical capability across the core areas of modern real estate practice.

Unlike traditional training providers that focus heavily on theory, REPI delivers learning built around real agency workflows, documentation, legislation, communication, and day-to-day operational tasks used throughout the real estate industry.

Key Learning Areas

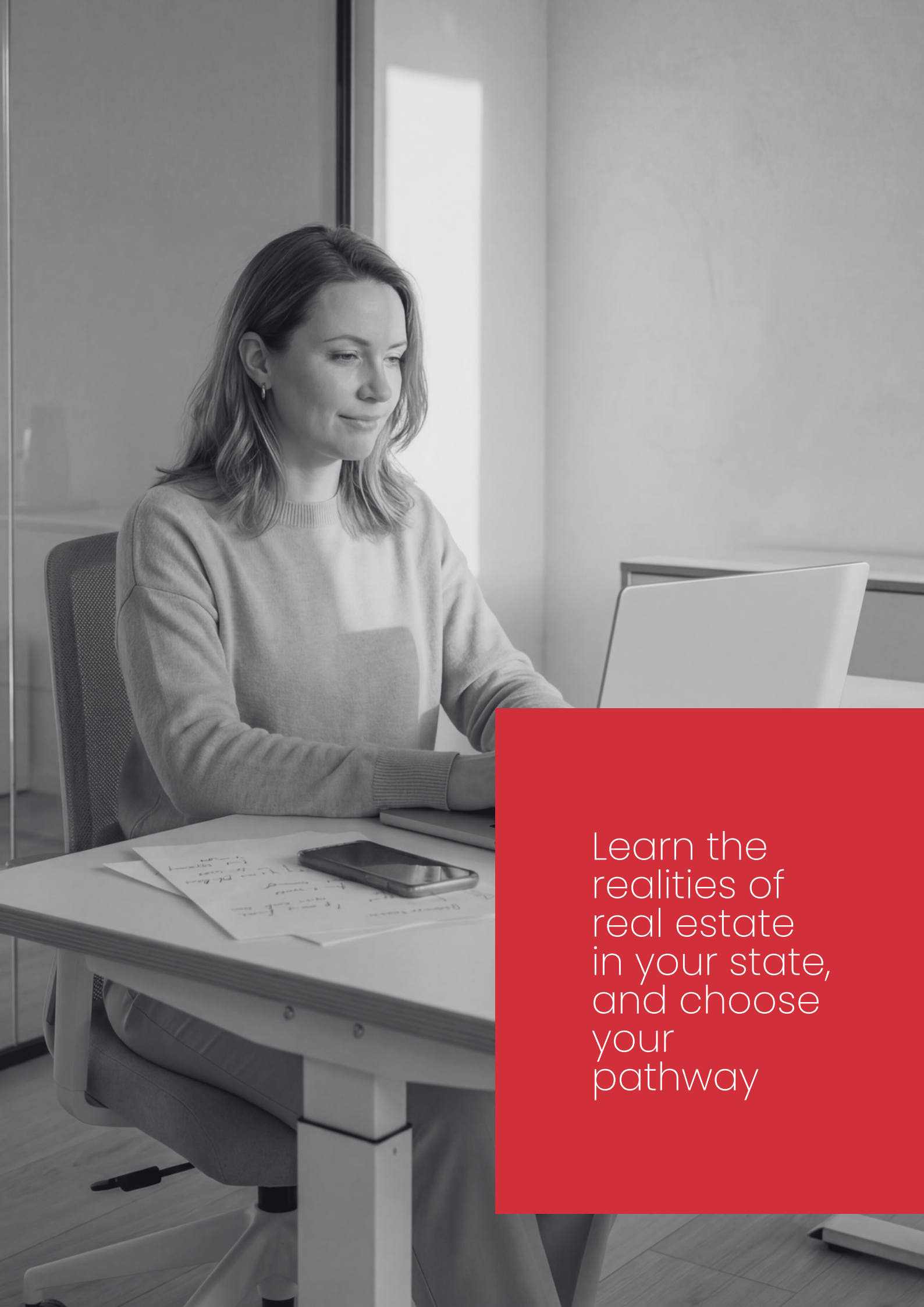
- Property management operations
- Residential leasing processes
- Sales administration and support
- Agency documentation and compliance
- Trust accounting awareness
- Client communication and customer service
- Property inspections and reporting
- Maintenance and repair coordination
- Tenancy management processes
- Agency agreements and documentation
- Real estate legislation and compliance obligations
- Sales and property management transactions
- Industry systems, procedures, and workflows

Everything you learn is built around real-world real estate tasks and industry best practices, helping you develop practical skills that can be applied immediately in the workplace.

Study Your State's Legislation

Real estate legislation differs across Australia, and your training should reflect the requirements relevant to where you work.

You will enrol on a learning stream aligned to your state or territory, ensuring your studies reflect the legislation, terminology, compliance requirements, and industry practices applicable to your location.



Learn the
realities of
real estate
in your state,
and choose
your
pathway

Course Structure & Delivery

Choose Your Own Adventure

Personalise your learning to suit your interests and career goals.

Choose all the elective units in any two elective group below. You can choose the remaining elective units (up to 13) from the general elective units listed below.

Choose the areas you want to learn and develop new skills to support your growth in the property industry.

Feeling like you've already got the knowledge?

Recognition of Prior Learning will help you progress towards your qualification quickly.

CORE UNITS	
CPPREP4001	Prepare for professional practice in real estate
CPPREP4002	Access and interpret ethical practice in real estate
CPPREP4003	Access and interpret legislation in real estate
CPPREP4004	Establish marketing and communication profiles in real estate
CPPREP4005	Prepare to work with real estate trust accounts
ELECTIVE UNITS	
Group A: Residential property sales	
CPPREP4101	Appraise property for sale or lease
CPPREP4102	Market property
CPPREP4103	Establish vendor relationships
CPPREP4104	Establish buyer relationships
CPPREP4105	Sell property

Group B: Residential property management

CPPREP4101	Appraise property for sale or lease
CPPREP4102	Market property
CPPREP4121	Establish landlord relationships
CPPREP4122	Manage tenant relationships
CPPREP4123	Manage tenancy
CPPREP4124	End tenancy
CPPREP4125	Transact in trust accounts

Group C: Property management business development

CPPREP4101	Appraise property for sale or lease
CPPREP4141	Establish and maintain property management portfolio
CPPREP4142	Promote property management products and services

Group D: Auctioneering

CPPREP4161	Undertake pre-auction processes
CPPREP4162	Conduct and complete sale by auction
CPPREP4163	Complete post-auction process and contract execution

Group E: Buyer's agent

CPPREP4101	Appraise property for sale or lease
CPPREP4171	Represent buyer in sales process
CPPREP4172	Develop and promote property industry knowledge - buyer's agent
CPPREP4173	Complete purchase of property as buyer's agent

Group F: Onsite property manager

CPPREP4181	Manage onsite residential property
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Group G: Commercial sales and leasing	
CPPREP4102	Market property
CPPREP4201	Appraise commercial property
CPPREP4202	Establish and maintain vendor and lessor relationships and networks
CPPREP4203	Complete commercial property sale
CPPREP4204	Establish commercial property lease
CPPREP5201	Develop and maintain commercial property market intelligence
Group H: Commercial and property management	
CPPREP4231	Manage commercial property maintenance
CPPREP4232	Manage commercial property financial reports
CPPREP4233	Manage lessee relationships - commercial
CPPREP4234	Manage lessor relationships - commercial
CPPREP4235	End commercial property lease
Group I: Business broking	
CPPREP4261	Appraise business for sale
CPPREP4262	Establish vendor relationships in business broking
CPPREP4263	Manage buyer relationships in business broking
CPPREP4264	Manage the sales process in business broking
Group J: Stock and station, stock	
CPPREP4301	Confirm and market livestock for sale
CPPREP4302	Prepare livestock for sale
CPPREP4303	Establish vendor and buyer relationships in livestock sale
CPPREP4304	Complete the sales process - livestock

Group K: Stock and station, station

CPPREP4101	Appraise property for sale or lease
CPPREP4102	Market property
CPPREP4103	Establish vendor relationships
CPPREP4104	Establish buyer relationships
CPPREP4105	Sell property
CPPREP4123	Manage tenancy
CPPREP4125	Transact in trust accounts
CPPREP5311	Develop and maintain rural property market knowledge and intelligence

Group L: Administration management/office support

BSBHRM415	Coordinate recruitment and onboarding
SIRXMGT001	Supervise and support frontline team members

General elective units

BSBTWK301	Use inclusive work practices
CPPREP4501	Prepare to complete the sales process - off the plan properties
CPPREP4502	Support providers of social and community housing
CPPREP4503	Present at hearings in real estate
CPPREP4504	Deliver presentations to clients in real estate
CPPREP4505	Value goods, chattels, plant and equipment
CPPREP4506	Manage offsite and lone worker safety in real estate
CPPREP4507	Provide property sustainability information in real estate
CPPREP4508	Conduct livestock auction
CPPREP4509	Auction goods, chattels or equipment
CPPREP4510	Manage short-term or holiday letting

Online Learning. Your Way.

Study online, choose the electives that matter to you, and learn at your own pace. REPI's flexible learning model gives you control of your qualification from day one.



Fully online & Flexible

Study from anywhere, anytime



Choose Your Electives

Personalise your learning



Industry-Relevant Learning

Real-life industry scenarios



Industry Experts

Learn from real estate professionals



Supportive Community

You're never learning alone



Balance your study,
with your life
and your goals

Next Steps

From your first enquiry through to course completion, you'll receive friendly guidance and support every step of the way. If you have any questions, we're only a phone call or email away.

Follow these simple steps to get started

1

Choose your electives

- *Choose from 56 electives to tailor your Cert IV to your career pathway.*
- *Study at your own pace with our pay-as-you-go model. Pay per unit, plus the application fee, and continue only when you're ready.*
- *Choose your own adventure.*
- *\$80 - any single unit*
- *\$1,000 - full certificate IV (5 core units and 13 elective units)*

2

Complete the Enrolment Form

Fill out the online enrolment form with your personal details.

3

Submit Your Documents

Provide the required documents:

- Photo ID
- USI (Unique Student Identifier)
- Supporting documents (if applicable)



Application Review

We'll review your application and assess your RPL eligibility (if applicable).



Receive Your Confirmation

Once your enrolment is approved, you'll receive:

- Enrolment confirmation
- Payment instructions
- Student login details
- Course commencement information



Start Learning

Access your online course and begin your learning journey.

We're with you every step of the way.

From choosing the right course to completing your qualification, the REPI team is here to answer your questions and provide ongoing support throughout your learning journey.



**Your future
in real estate
starts here.**

Enrol today.