

**Sales only Restricted registration - Certificate IV in Real Estate Practice
(CPP41419)**

Core Units

Unit Code	Unit Name
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
CPPREP4101	Appraise property for sale or lease
CPPREP4102	Market property
CPPREP4103	Establish vendor relationships
CPPREP4104	Establish buyer relationships
CPPREP4105	Sell property

+ choose 3 Elective Units

Elective Unit Code	Elective Unit Name
CPPREP4201	Appraise commercial property
CPPREP4202	Establish and maintain vendor and lessor relationships and networks
CPPREP4203	Complete commercial property sale
CPPREP4204	Complete commercial property lease
CPPREP5201	Manage client relationships