



VALIDUM
INSTITUTE
REAL ESTATE TRAINING
RTO NO. 41224

NEW SOUTH WALES COURSE GUIDE

The Fresh Face of Real Estate Training



NATIONALLY RECOGNISED
TRAINING



Visit our website

Table of Contents

- 03 Careers in Real Estate
- 04 How to Start Work in Real Estate
- 05 Your Real Estate Pathway
- 06 New South Wales Assistant Agent Course
(Certificate of Registration)
- 07 Units in the Assistant Agent Course (Certificate of Registration)
- 08 New South Wales Class 2 Real Estate Agent Licence Course
- 09 Units in the Class 2 Real Estate Agent Licence Course
- 10 What Makes Validum Different
- 11 Payment Plans Available

Careers in Real Estate

The real estate industry is a complex and exciting environment that is constantly changing, so you will never get bored!

So if you are looking for financial stability, freedom and a great lifestyle with a job that has a flexible work-life balance, then maybe a real estate career is for you.

Qualified real estate professionals operate across a range of roles and specialty areas, including:

- > Salesperson
- > Property Manager
- > Auctioneer
- > Buyer's Agent
- > Business Broker
- > Business Development Manager
- > Onsite Residential Property Manager
- > Administration Assistant
- > Sales Assistant / Associate PM Assistant /
- > Associate



How to Start Work In Real Estate

To start work in the NSW real estate industry as an Assistant Agent, you must hold a Certificate of Registration with the [NSW Fair Trading](#).

- Working under a Certificate of Registration allows you to work as an Assistant Agent in real estate sales, property management, stock and station. As an Assistant Agent you must be employed by a licence holder and supervised by a licensee in charge.
- To be eligible for a Certificate of Registration, you must:
 - Be at least 16 years old.
 - Be a fit and proper person to hold a Certificate of Registration.
 - Complete the required training course.
 - Not be a disqualified person.
- For any questions about eligibility in New South Wales real estate licensing, contact [NSW Fair Trading](#) on 13 32 20.
- Real Estate Licensing requirements differ in each state and territory. However, you may be able to apply for mutual recognition to transfer your qualification and work interstate if need be. Contact the real estate licensing body in your chosen state for more information.

Your Real Estate Pathway

Validum provides customised support to get you job ready and on the pathway to becoming a skilled and knowledgeable real estate agent or property manager.



Step 1 Certificate of Registration (Assistant Agent)

- > Work as an assistant agent in real estate, stock and station
- > Must be employed by a licence holder and supervised by a licensee in charge who holds a Class 1 Real Estate Agent Licence
- > Issued for a four-year term and not renewable
- > Within the four-year period, you must complete your qualifications and progress to a Class 2 Real Estate Agent Licence

Step 2 (Class 2) Real Estate Agent Licence

- > Act as an agent for a prospective purchaser, seller, landlord or tenant
- > Negotiate transactions (e.g. buying, selling, exchanging or leasing property)
- > Collect rent for a lease and provide property management services
- > Must have held a Certificate of Registration for at least 12 months and gained experience under the supervision of a licensee, completed work experience requirements, and completed the required upgrade qualification

Step 3 (Class 1) Real Estate Agent Licence

- > Authorised for all the same activities as a Class 2 licence holder, PLUS:
- > Act as a Licensee In Charge (LIC)
- > Work independently as a sole trader
- > If you are a LIC, open and authorise trust account transactions for the business
- > Must have held a Class 2 Real Estate Agent Licence for at least 2 years, completed work experience requirements, and completed the required upgrade qualifications

CHOOSE YOUR COURSE

New South Wales Assistant Agent Course (Certificate of Registration)

The Assistant Agent course is for those wanting to start work in the real estate industry. Assistant Agent is an entry level position, to allow you to get the experience and knowledge needed to become a licensed agent.

Course Duration	Course is self paced You have 6 months to complete the course.
Potential Career Outcomes	Work as an Assistant Agent in: <ul style="list-style-type: none">> Real estate> Stock and station
Delivery/Support	Online Learning - learning material and assessments are accessed and completed online within your student portal. Unlimited trainer support by phone, email, or video webchat.
Assessments	<ul style="list-style-type: none">> 5 units of competency> 3 sets of Assessments> Multiple-choice and written and practical questions> Open-book & competency-based assessment> Unlimited resubmissions

Units in the Assistant Agent Course (Certificate of Registration) (5 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



New South Wales (Class 2) Real Estate Agent Licence Course

(CPP41419 Certificate IV in Real Estate Practice)

A Class 2 licenced real estate agent looks after the selling and buying and/or renting of houses.

Course Duration	Course is self paced You have 12 months to complete the course.
Potential Career Outcomes	<ul style="list-style-type: none">> Real estate Agent> Buyer's Agent> Property Manager
Delivery/Support	Online Learning - learning material and assessments are accessed and completed online within your student portal. Unlimited trainer support by phone, email, or video webchat.
Assessments	<ul style="list-style-type: none">> 18 units of competency> 10 sets of Assessments> Multiple-choice and written and practical questions, and roleplay videos> Open-book & competency-based assessment> Unlimited resubmissions

Units in the (Class 2) Real Estate Agent Licence Course

(13 Units + 5 Units from Assistant Agent Course must be completed)

10 Mandatory Units

- > **CPPREP4103** Establish vendor relationships
- > **CPPREP4104** Establish buyer relationships
- > **CPPREP4105** Sell property
- > **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

3 Elective Units (Sales focus)

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

3 Elective Units (Property Management focus)

- > **CPPREP4506** Manage off-site and lone worker safety in real estate
- > **CPPREP4503** Present at hearings in real estate
- > **CPPREP5010** Manage customer service activities in the property industry

What Makes Validum Different

Validum is committed to preparing our students for successful real estate careers.



NO EXAMS
Open Book Assessments
Unlimited Resubmissions



FLEXIBLE
Payment Plans
Available



FREE One-on-one
Personalised
Trainer Support



INTERACTIVE
Online Learner
Portal



NATIONALLY RECOGNISED
Courses meet NSWFT
training requirements



FREE Priority
Marking
(on request)



Study on Any
Device (PC, Mac,
iOS, Android)



FREE Recognition
of Prior Learning

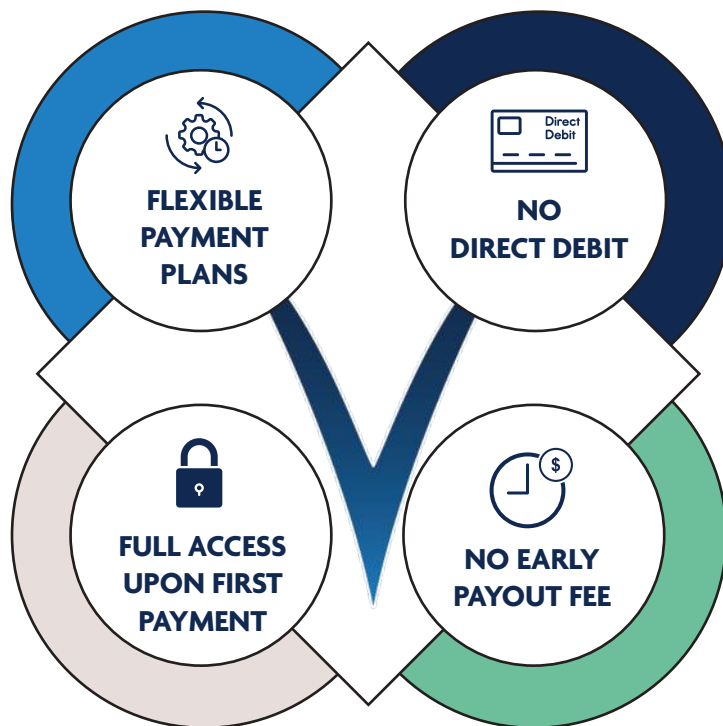


EXCLUSIVE
Audiobook
Learner Notes

Payment Plans Available*

Validum offer customised payment plans to suit your budget.

You can get started whenever you are ready – visit our website www.validum.edu.au to begin your real estate journey.



*Terms & Conditions Apply

Have Questions?

Contact Shelby from our Enrolments Team for your personal consultation.

Email: shelby.h@validumgroup.com.au

Phone: 0427 074 458

Contact Us



Call 1800 848 911



admin@validumgroup.com.au



www.validum.edu.au

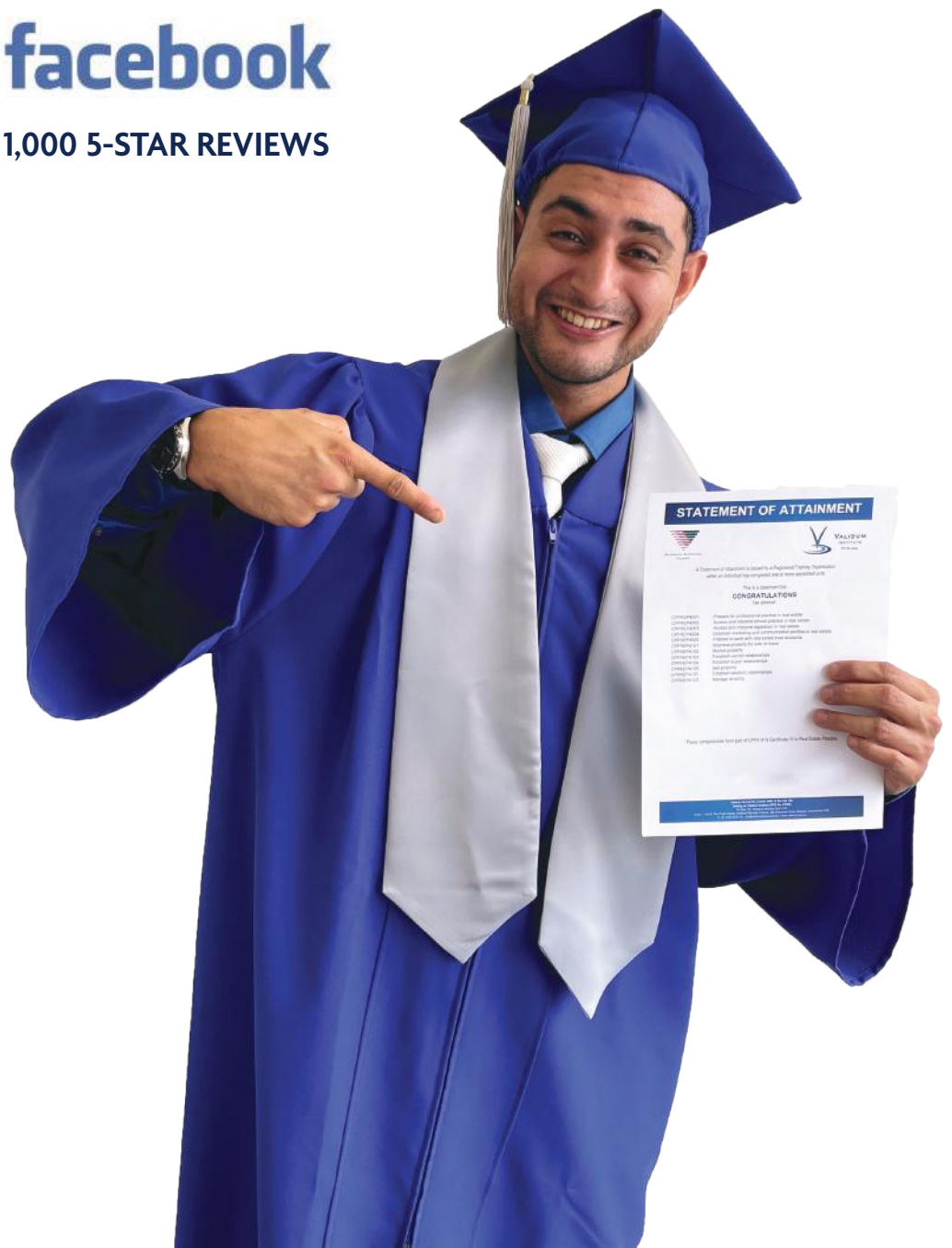
Business Hours:

Monday - Friday 9:00am - 5:00 pm (Brisbane Time)

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OVER 1,000 5-STAR REVIEWS



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