



Subject Outline

**CIV in Real Estate Practice
NSW2 Residential Sales**



Subject outline

SUBJECT OVERVIEW

CIVREP-NSW2 Residential Sales NSW is the second of four subjects in CPP41419 Certificate IV in Real Estate Practice. It provides a grounding in residential sales, providing students with an understanding of the prospecting, marketing and appraisal process for the sale of residential property, relationship-building and communication. It is recommended that students complete the subject CIVREP-NSW1 for underpinning knowledge prior to enrolling in CIVREP-NSW2.

On successful completion of this subject, students should be able to:

- apply their knowledge of prospecting in the residential property market
- demonstrate a thorough understanding of the property appraisal process for sale, including preparing and presenting a property appraisal report
- create, implement and review a marketing plan
- apply ethical standards of communication and marketing in the residential property sale process
- establish and maintain buyer relationships
- demonstrate the sale process of a property by auction and negotiation

TOPICS

Topic 1: Prospecting for Sales Listings

Topic 2: Preparing for a property appraisal

Topic 3: Completing and presenting a property appraisal report

Topic 4: Planning and presenting to a prospective buyer

Topic 5: Establishing a communication plan for sellers

Topic 6: Establishing a marketing plan and resources

Topic 7: Implementing and reviewing a marketing plan

Topic 8: Establishing and maintaining buyer relationships

Topic 9: Preparing a property for sale

Topic 10: Completing the sale of property by private treaty (negotiation)

Topic 11: Completing the sale of property by auction

Topic 12: Concluding the sale and evaluating the sale process



UNITS OF COMPETENCY

CIVREP-NSW2 Residential Sales NSW					
Code	Title	Core or Elective	Topic	Exam	Written and oral assignment
CPPREP4101	Appraise property for sale or lease	Elective	1-12	Yes	Yes
CPPREP4102	Market property	Elective	1-12	Yes	Yes
CPPREP4103	Establish vendor relationships	Elective	1-12	Yes	Yes
CPPREP4104	Establish buyer relationships	Elective	1-12	Yes	Yes
CPPREP4105	Sell property	Elective	1-12	Yes	Yes

The above five (5) units of competency are awarded for the successful completion of CIVREP-NSW2 Residential Sales NSW; 0 core and 5 electives. These units of competency form part of the CPP41419 Certificate IV in Real Estate Practice.

Note: The assessment is listed by unit of competency, above. The assessments within the subject are combined covering multiple units of competency. Refer to 'Assessment tasks' for further information.

SUBJECT ENTRY REQUIREMENTS

There are no educational entry requirements for this subject.

However, to meet course requirements, students enrolled in the CPP41419 Certificate IV in Real Estate Practice — NSW Class 2 Real Estate Licence Upgrade course, **must** complete CIVREP-NSW1 Industry Fundamentals NSW prior to enrolling in this subject.

For all other students, for underpinning knowledge, it is also **recommended** that they complete CIVREP-NSW1 Industry Fundamentals NSW, prior to enrolling in CIVREP-NSW2 Residential Sales NSW.

Individuals are required to be 18 years and over to enrol in this subject.

Individuals who are in Australia on a student visa are unable to enrol in this subject. If you are in Australia on a visa and wish to enrol, you need to check that you are enrolling in accordance with the study conditions of your visa.



SUBJECT DURATION

Students have a total of:

- 12 weeks to complete the learning and assessment requirements for the CIVREP-NSW2 Residential Sales NSW, from their initial enrolment date.
- An additional four (4) weeks resubmission time, which will be granted if all assessment tasks have been attempted and the student has been deemed 'not yet competent' in one or more tasks. This time can be used to resubmit a written and oral assignment or resit an exam. There is no fee for this extension.

Therefore, if a student completes the learning and assessment, and the resubmission time is granted, the duration will be 16 weeks.

The **amount of training** for this subject may be up to 15 hours per week. The amount of training is the hours an individual can expect to spend to complete their subject work and assessments.

In addition to the amount of training, individuals who are new to industry or vocational training could need up to five (5) hours per week known as **unsupervised hours**. These additional hours are for study skills or further research. For example, an individual not working in industry would need more time to review industry websites that are usually introduced in workplace compliance training.

Individuals working in the industry may be able to complete the subject requirements in a shorter timeframe or less hours per week.

If a student applies for extensions beyond the 16-week completion timeframe or is granted special consideration, and is enrolled in CPP41419 Certificate IV in Real Estate Practice, the maximum period of time to complete the qualification is two (2) years from the qualification activation date. If enrolling in single subjects with the intention of completing a qualification, the two-year timeframe is calculated from the initial activation date of the first subject.

Additional study-related fees apply to formal extensions and re-enrolments. Please refer to the Vocational Education Fees schedule: <www.kaplanprofessional.edu.au/faqs/financial-services-fees>.

Please also refer to our Vocational Education and Training (VET) Enrolment Terms and Conditions: <www.kaplanprofessional.edu.au/terms-and-conditions> or our Student Handbook: <www.kaplanprofessional.edu.au/current-students/vocational-education-student-handbook> for important information on:

- subject activation and completion timeframes
- extensions
- subject re-enrolment.

DELIVERY MODE

This subject is delivered online and does **not** include hard copy notes.

Kaplan's online learning portal, KapLearn, enables the provision of innovative, interactive learning resources and support. KapLearn can be accessed anywhere, at any time, using a computer or mobile device that has internet access.

KapLearn is the access point for subject notes, supplementary learning material, practice activities and assessments. KapLearn is also the access point for ongoing support. The 'Ask your tutor' forum provides continuous technical support from subject matter experts.



ASSESSMENT TASKS

The assessment tasks for this subject are listed below. Units of competency are co-assessed by topic within subjects, as follows. The units of competency are co-assessed, as listed earlier in 'Units of competency'.

Topic	Assessment	Assessment Detail
1-12	1 Exam	Supervised, open-book multiple-choice examination.
1-12	1 Written and oral assignment	Completion of short answer questions, case studies and validation reports to demonstrate the skills and knowledge for job roles

Students may attempt the exam and/or submit their written and oral assignment at any time if they believe they are adequately prepared. Students will receive personal reminder emails as they approach their assessment deadlines.

Students who complete the subject will receive a statement of attainment.

RECOGNITION OF PRIOR LEARNING

Individuals may be able to obtain Recognition of Prior Learning (RPL) for a Kaplan Professional award subject based on their previous study and/or work experience. To do this, individuals must submit evidence that demonstrates they have already met the requirements of the subject through these other means.

Evidence can take many forms, such as information about approved study, information about work experience, certificates, transcripts or other credentials. To find out if you are eligible for RPL, refer to our Credit Transfer and RPL page: <www.kaplanprofessional.edu.au/faqs/kaplans-exemptions-service>.

FEES

An updated schedule of fees is available at the Kaplan Professional website: <www.kaplanprofessional.edu.au>.

STUDENT POLICIES

Students who enrol in a Kaplan subject are bound by our published policies, including the policy that sets out our rules for assessment. Students can review these policies before they enrol by going to the Kaplan website: <www.kaplanprofessional.edu.au>. The policies also assist students when their study program does not go as planned and they need extra support.