



Australian Government

Assessment Requirements for CPPREP4105 Sell property

Release: 1

Assessment Requirements for CPPREP4105 Sell property

Modification History

Release 1 This version first released with CPP Property Services Training Package Release 8.0.

Supersedes but is not equivalent to CPPDSM4017A Negotiate effectively in property transactions, CPPDSM4021A Sell and finalise sale of rural property by private treaty, CPPDSM4022A Sell and finalise the sale of property by private treaty, CPPDSM4067A Plan for and complete sale of rural property by auction and CPPDSM4078A Sell rural property by tender.

Merged to reduce duplication. Updated to the Standards for Training Packages.

Performance Evidence

To demonstrate competency in this unit, a person must complete the sale process for two different properties: one sale by negotiation and one sale by auction.

The person must complete the documentation required to meet legislative requirements.

In doing this, the person must meet the performance criteria for this unit.

Knowledge Evidence

To be competent in this unit, a person must demonstrate knowledge of:

- methods of sale:
 - negotiation
 - auction
 - set sale/tender
- factors affecting the selection of the method of sale
- property presentation and role of property inspections in selling property
- property inspection plans
- risks and risk management strategies associated with property inspections including risk to vendor, to prospective buyer/s, to agency and self
- role of agent in presenting property to potential buyer/s
- methods of communicating feedback to vendor from property inspections
- personal and agency brand
- ethical practices in selling property, including full disclosure and material facts
- strategies to respond where buyer and vendor expectations are not aligned
- legislation affecting sale of property in the state or territory of operation
- general legal principles that impact on property law relating to the sale of the property:

- definitions of property
- easements
- covenants
- mortgages
- statutory and agency documentation relating to property sales
- pre-settlement and settlement processes required in the state or territory of operation
- contingency plans for matters that may affect the completion of sale
- agency fees and charges, and conditions
- agency records:
 - key features of a records management system
 - reasons for maintaining property records
 - types of agency records
- communication strategies for responding to client complaints.

Assessment Conditions

Assessors must satisfy the requirements for assessors listed in the Standards for Registered Training Organisations.

Assessment must be conducted in the workplace or in a simulated workplace environment.

Assessors are responsible for ensuring that the person demonstrating competency has access to:

- agency records and databases
- agency procedures, forms and documents for taking buyer enquiries and qualifying buyers
- legislation and standards applying to real estate transactions in the state or territory of operation.

Links

Companion volumes to this training package are available at the VETNet website - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=6f3f9672-30e8-4835-b348-205dfcf13d9b>