



**Australian Government**

**Assessment Requirements for CPPREP5201  
Develop and maintain commercial property  
market intelligence**

**Release: 1**

# Assessment Requirements for CPPREP5201 Develop and maintain commercial property market intelligence

## Modification History

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

New unit of competency.

## Performance Evidence

To demonstrate competency in this unit, a person must develop and maintain commercial property market intelligence by completing market analysis for two different commercial property market sectors which highlight factors affecting commercial property market conditions.

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:

- agency documentation required to be maintained when developing commercial property market intelligence
- sources of current and reliable commercial property market intelligence
- factors that can impact commercial property return on investment
- factors that can impact the sale or lease of commercial property and strategies for addressing each:
  - land use, zoning and approvals
  - contractual arrangements
  - property attributes
- industry-specific factors that influence market conditions and the sale and lease of commercial property:
  - rates per square metre
  - investment yields
  - availability of supply and demand
  - incentives
  - local government planning changes, restrictions and proposals
- legislation relating to the sale or lease of commercial property in the state or territory of operation
- property market for:
  - commercial property

- industrial property
- retail property.

## 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:

- materials and equipment meeting the operational requirements for a real estate agency:
- policies, procedures and documentation for developing and maintaining commercial property market intelligence
- legislation in the state or territory of operation relating to the commercial property market
- information management systems required to capture, maintain and recall market data
- information about commercial properties for sale and lease.

## 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>