



Australian Government

CPPREP5201 Develop and maintain commercial property market intelligence

Release: 1

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Modification History

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

New unit of competency.

Application

This unit specifies the skills and knowledge required to develop and maintain commercial property market intelligence to inform the sale or lease of commercial property. It includes gathering, analysing and documenting market intelligence.

The unit applies to industry professionals in the property industry.

State or territory licensing requirements may apply to this unit.

Pre-requisite Unit

Nil

Unit Sector

Real estate

Elements and Performance Criteria

Elements describe the essential outcomes.	Performance criteria describe what needs to be done to demonstrate achievement of the element.
1. Gather property knowledge.	1.1 Identify and record networking opportunities which support the development of commercial property intelligence. 1.2 Identify target markets for commercial property types and usage. 1.3 Identify market segmentations and sources of current and reliable market intelligence.
2. Analyse market trends.	2.1 Analyse market information to determine trends and issues impacting commercial building types and their usage. 2.2 Analyse market information to determine trends and issues

	<p>impacting building classifications and ratings.</p> <p>2.3 Use agency networks to gather intelligence about factors impacting return on commercial property.</p> <p>2.4 Identify and analyse key indicators of market conditions affecting commercial property.</p>
3. Analyse market influences.	<p>3.1 Analyse legislation affecting commercial property.</p> <p>3.3 Use agency networks to gather and analyse intelligence about market influences affecting commercial property.</p>
4. Prepare market analysis.	<p>4.1 Prepare market intelligence in a format suitable for analysis.</p> <p>4.2 Apply property market analysis to an identified property and identify strategies to apply to sale or lease of property.</p> <p>4.3 Prepare report on market conditions affecting commercial property and return on investment.</p>

Foundation Skills

Foundation skills essential to performance are explicit in the performance criteria of this unit of competency.

Unit Mapping Information

No equivalent unit.

New unit of competency.

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>