



Australian Government

CPPREP5311 Develop and maintain rural property market knowledge and intelligence

Release: 1

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Modification History

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

Supersedes and is not equivalent to CPPDSM4037A Conduct auction of rural property, CPPDSM4073A Provide rural property management services and CPPDSM4081A Work in the stock and station agency sector.

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

Application

This unit specifies the skills and knowledge required to develop and maintain the underpinning knowledge and skills required to sell or lease rural property and to provide advice on the rural property market.

It includes analysis of property market indicators and trends, factors affecting the value of rural property and identification of strategies that assist in maintaining rural property market knowledge.

This unit applies to people currently working in or seeking to work in the stock and station sector.

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 market knowledge.	- Identify and record networking opportunities which support the development of rural property market intelligence. - Analyse legislation and market information relating to rural property.

	• Develop a database of contacts and sources of information. • Identify and evaluate the effectiveness of strategies used to maintain rural property market knowledge.
2. Analyse market influences.	• Identify and record key indicators of rural property market conditions. • Analyse rural property market conditions using established methods. • Document trends in the rural property market.
3. Analyse market sector influences.	• Record and analyse geographical information. • Record and analyse property usage information. • Record and analyse factors that may affect return on rural property, including outbuildings and equipment. • Record and analyse property production or agistment capacity and possible risks.
4. Prepare market analysis.	• Apply rural property market analysis to an identified property. • Prepare information for use in agent–client communication.

Foundation Skills

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

Unit Mapping Information

No equivalent unit.

Supersedes but is not equivalent to:

- CPPDSM4037A Conduct auction of rural property
- CPPDSM4073A Provide rural property management services
- CPPDSM4081A Work in the stock and station agency sector.

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>