



Australian Government

Assessment Requirements for CPPREP4173 Complete purchase of property as buyer's agent

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.

Performance Evidence

To demonstrate competency in this unit, a person must:

- prepare and complete a checklist for the inspection and report required for completion of purchase of one property
- document buyer instructions, negotiate and document the offer for the purchase of one property by private treaty
- document buyer instructions, negotiate and document an offer to purchase one property at auction
- document buyer instructions, negotiate and document an offer to purchase one property after it has been passed in at auction

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:

- Commonwealth and state or territory legislation and local government regulations relevant to completing purchase of property as a buyer's agent
- legislative requirements relating to the sale of land in the state or territory of operation
- auction rules and process
- requirements to bid at auction as a buyer's agent
- processes associated with purchasing property at auction and by private treaty
- ethical standards and regulatory requirements relevant to completing purchase of property as a buyer's agent
- protocols to follow when completing purchase of property as a buyer's agent.

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:

- buyer's agency workplace, staff and business documentation for purchasing property as a buyer's agent
- sufficiently detailed documentation for a property to be sold by private treaty and for a property to be sold at auction that will allow for preparation of the required documents
- scenarios for negotiating offers for purchase of a property by private treaty and when property is passed in at auction
- role descriptions and information for people participating in role-play exercises
- equipment required to prepare documentation.

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>