



Australian Government

CPPREP5311 Develop and maintain rural property market knowledge and intelligence

Release: 1

CPPREP5311 Develop and maintain rural property market knowledge and intelligence

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>

Assessment Requirements for CPPREP5311 Develop and maintain rural property market knowledge and intelligence

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Performance Evidence

To demonstrate competency in this unit, a person must apply market analysis strategies to research and analyse of two different rural property market sectors and highlight factors affecting the current 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:

- role of the agent in providing rural property market sales services
- types of rural property
- features of rural property impacting production or agistment capacity
- information sources for developing market knowledge and intelligence
- rural property market trends and indicators
- established methodologies to analyse:
 - rural property production capacity
 - rural property agistment capacity
 - rural property market indicators and market trends
 - factors that may affect return on rural property
 - factors that add value to rural property
- established formats for presenting rural property information
- legislation and local government regulations related to use of rural property in the state or territory of operation
- risks and ethical practices associated with use of rural property
- networking opportunities to support development of rural property knowledge.

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:

- sources of information about rural property markets and market indicators
- established methods for analysing property production capacity and market conditions
- established formats for presenting rural property market information.

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