



Australian Government

CPPSS00071 Commercial sales and leasing

Release 1

CPPSS00071 Commercial sales and leasing

Modification History

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

Description

This skill set describes the skills and knowledge required to appraise, market and sell commercial property, to establish and maintain vendor and lessor relationships, and to establish and maintain commercial property intelligence.

Pathways Information

This skill set provides credit towards CPP41419 Certificate IV in Real Estate Practice.

Licensing/Regulatory Information

Not applicable.

Skill Set Requirements

- CPPREP4102 Market property
- CPPREP4201 Appraise commercial property
- CPPREP4202 Establish and maintain vendor and lessor relationships and networks
- CPPREP4203 Complete commercial property sale
- CPPREP4204 Establish commercial property lease
- CPPREP5201 Develop and maintain commercial property market intelligence

Target Group

This skill set is required by individuals who seek accreditation to perform these activities in accordance with industry accreditation schemes.

Suggested words for Statement of Attainment

These units of competency from the CPP Property Services Training Package meet the industry and regulatory requirements for an individual specialising in commercial sales and leasing.