

When you study with South Australia's peak real estate body, you're not just earning a qualification—you're stepping straight into the heart of the industry.

LEARN FROM INDUSTRY LEADERS –

Your trainers aren't just educators, they're active professionals with years of real world experience, insider knowledge, and the latest market insights.

FLEXIBLE STUDY, YOUR WAY –

Whether you prefer interactive face to face sessions or the convenience of online learning, you can study when and how it suits you.

BE PART OF SOUTH AUSTRALIA'S REAL ESTATE NETWORK –

Connect with agents, agencies, and industry influencers from day one. Build relationships that can open doors throughout your career.

CAREER READY TRAINING & SUPPORT –

From mastering legal requirements to developing client skills, our courses are designed to make you job ready from the moment you graduate.

TRUSTED BY EMPLOYERS STATEWIDE –

Our qualifications are recognised and respected across the Industry, giving you a competitive edge in a fast moving market.

In partnership with the Real Estate Institute of Queensland Limited (RTO: 5420), REISA offers a suite of accredited training opportunities tailored for the South Australian real estate professions.

Our program ensures you meet the educational requirements to register with Consumer and Business Services.

Kickstart your career with REISA

Ready to step into Real Estate?

 reisa.com.au/training

 **08 8366 4300**

 training@reisa.com.au



Courses run regularly throughout the year – enrol anytime!



SALES & PROPERTY MANAGEMENT COURSE





FULL CERTIFICATE IV IN REAL ESTATE PRACTICE (CPP41419)

Want the full toolkit? This nationally recognised course is your pathway to both property management and sales careers.

COST: \$3000 online / \$3200 face to face

Delivered online or in person with trainer support

Great for those who want to grow into leadership or licensee roles

Includes 28 nationally accredited units from Cert IV in Real Estate Practice (CPP41419)

The Real Estate Institute of South Australia is a member based organisation that exists to champion progress in the South Australian real estate sector. We've been the voice of the industry since 1919, and proudly represent more than 2000 real estate professionals.

REISA is at the forefront of providing training, advocacy and advice for South Australia's real estate professionals.

Whether you're passionate about property, love working with people, or want to be your own boss one day — a career in real estate could be the perfect fit.

Start your journey with industry recognised training from the Real Estate Institute of South Australia (REISA).



LEARNING OUTCOMES

(28 units including a completed Cert IV in Real Estate Practice)

- CPPREP4001 Prepare for professional practice in real estate
- CPPREP4002 Access and interpret ethical practice in real estate
- CPPREP4003 Access and interpret legislation in real estate
- CPPREP4005 Prepare to work with real estate trust accounts
- BSBTWK301 Use inclusive work practices
- CPPREP4102 Market property
- CPPREP4121 Establish landlord relationships
- CPPREP4122 Manage tenant relationships
- CPPREP4123 Manage tenancy
- CPPREP4124 End tenancy
- CPPREP4503 Present at hearings in real estate
- CPPREP4204 Establish commercial property lease
- CPPREP4233 Manage lessee relationships – commercial
- CPPREP4235 End commercial property lease
- CPPREP4161 Undertake pre-auction process
- CPPREP4162 Conduct and complete sale by auction
- CPPREP4163 Complete post-auction process and contract execution
- CPPREP4004 Establish marketing and communication profiles in real estate
- CPPREP4101 Appraise property for sale or lease
- CPPREP4103 Establish vendor relationships
- CPPREP4104 Establish buyer relationships
- CPPREP4105 Sell property
- CPPREP4201 Appraise commercial property
- CPPREP4504 Deliver presentations to clients in real estate
- CPPREP4261 Appraise business for sale
- CPPREP4264 Manage the sales process in business broking
- CPPREP5007 Develop a strategic business plan in the property industry
- CPPREP5008 Market the property agency