



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.

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!



KICKSTART YOUR CAREER WITH SALES REPRESENTATIVE PROGRAM



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).



SALE REPRESENTATIVE REGISTRATION COURSE

Get qualified to sell property in South Australia. Perfect if you're confident, driven and love closing a deal.

COST: \$1900 online / \$2100 face to face

Includes key units on legislation, trust accounting, ethics, and residential sales.

Job Outcomes: Real Estate Sales Representative, Sales Assistant, Buyer's Agent.

Includes 19 nationally accredited units from Cert IV in Real Estate Practice (CPP41419).

LEARNING OUTCOMES

(19 units from Cert IV in Real Estate Practice)

- PPREP4001 Prepare for professional practice in real estate
- CPPREP4002 Access and interpret ethical practice in real estate
- CPPREP4003 Access and interpret legislation in real estate
- CPPREP4004 Establish marketing and communication profiles in real estate
- CPPREP4005 Prepare to work with real estate trust accounts
- CPPREP4101 Appraise property for sale or lease
- CPPREP4102 Market property
- CPPREP4103 Establish vendor relationships
- CPPREP4104 Establish buyer relationships
- CPPREP4105 Sell property
- CPPREP4161 Undertake pre-auction processes
- CPPREP4163 Complete post-auction processes & contract execution
- CPPREP4201 Appraise commercial property
- CPPREP4261 Appraise business for sale
- CPPREP4264 Manage the sales process in business broking
- CPPREP4504 Deliver presentations to clients in real estate
- CPPREP5007 Develop a strategic business plan in the property industry
- CPPREP5008 Market the property agency
- BSBTWK301 Use inclusive work practices