

REAL ESTATE STUDY 2010

Prepare to Excel

Course 1			
Course 1	REAL ESTATE OVERVIEW	Week 1	
Monday	Student free day	Jan 25	Sch/Hols
Tuesday	Student free day- AUSTRALIA DAY	Jan 26	Sch/Hols
Wednesday	Work in the Real Estate Industry/ Risk Management	Jan 27	
Thursday	Identify Legal & Ethical Requirements	Jan 28	
Friday	Interpret legislation to complete Agency Work	Jan 29	
	PROSPECTING AND LISTING	Week 2	
Monday	Appraise Property	Feb 01	
Tuesday	List Property for Sale	Feb 02	
Wednesday	Student free day	Feb 03	
Thursday	Market Property for Sale	Feb 04	
Friday	Student free day	Feb 05	
	MARKETING	Week 3	
Monday	Establish & Build Client Agency Relationship	Feb 08	
Tuesday	Establish & Build Client Agency Relationship	Feb 09	
Wednesday	Student free day	Feb 10	
Thursday	Student free day	Feb 11	
Friday	Student free day	Feb 12	
	BUSINESS & PROPERTY DEVELOPMENT	Week 4	
Monday	Develop Strategic Business Plan	Feb 15	
Tuesday	Work in Business Broking Sector	Feb 16	
Wednesday	Present Property Reports	Feb 17	
Thursday	Present Property Reports - half day	Feb 18	
Friday	Student free day	Feb 19	
	DOCUMENTATION	Week 5	
Monday	Student free day	Feb 22	
Tuesday	Student free day	Feb 23	
Wednesday	Identify Legal & Ethical Requirement of Prop Sales....	Feb 24	
Thursday	Identify Legal & Ethical Requirement of Prop Sales....	Feb 25	
Friday	Identify Legal & Ethical Requirement of Prop Sales....	Feb 26	
	PROPERTY SELLING	Week 6	
Monday	Prepare for Auction	Mar 01	
Tuesday	Negotiate Effectively in Property Transactions	Mar 02	
Wednesday	Sell & Finalise the Sale of Property by Private Treaty	Mar 03	
Thursday	Student free day	Mar 04	
Friday	Student free day	Mar 05	
	PROPERTY MANAGEMENT	Week 7	
Monday	Student free day - ADELAIDE CUP DAY	Mar 08	Public Hol
Tuesday	Property Management (SOA Final Day)	Mar 09	
Wednesday	Property Management (Cert IV Students ONLY)	Mar 10	
Thursday	Property Management (Cert IV Students ONLY)	Mar 11	
Friday	Student free day	Mar 12	

NB: If a student is undertaking a traineeship or full Certificate IV in Property Services (RE) there are three subjects to be completed by external study: Market the Agency, Develop Work Priorities and Implement Customer Service Strategies in the Property Industry.