

REAL ESTATE STUDY 2010

Prepare to Excel

Course 2			
Course 2	REAL ESTATE OVERVIEW / LAW	Week 1	
Monday	Student free day - Easter Monday	April 5	Public Hol
Tuesday	Student free day	April 6	Sch Hol
Wednesday	Work in the Real Estate Industry/ Risk Management	April 7	Sch Hol
Thursday	Identify Legal & Ethical Requirements	April 8	Sch Hol
Friday	Interpret legislation to complete Agency Work	April 9	Sch Hol
	PROSPECTING AND LISTING	Week 2	
Monday	Student free day	April 12	Sch Hol
Tuesday	Present Property Reports	April 13	Sch Hol
Wednesday	Present Property Reports - half day	April 14	Sch Hol
Thursday	Appraise Property	April 15	Sch Hol
Friday	List Property for Sale	April 16	Sch Hol
	MARKETING	Week 3	
Monday	Market Property for Sale	April 19	
Tuesday	Establish & Build Client Agency Relationship	April 20	
Wednesday	Establish & Build Client Agency Relationship	April 21	
Thursday	Student free day	April 22	
Friday	Student free day	April 23	
	BUSINESS & PROPERTY DEVELOPMENT	Week 4	
Monday	Student free day - Anzac Day	April 26	Public Hol
Tuesday	Develop Strategic Business Plan	April 27	
Wednesday	Work in the Business Broking Industry	April 28	
Thursday	Student free day	April 29	
Friday	Student free day	April 30	
	DOCUMENTATION	Week 5	
Monday	Student free day	May 3	
Tuesday	Student free day	May 4	
Wednesday	Identify Legal & Ethical Requirement of Prop Sales....	May 5	
Thursday	Identify Legal & Ethical Requirement of Prop Sales....	May 6	
Friday	Identify Legal & Ethical Requirement of Prop Sales....	May 7	
	PROPERTY SELLING	Week 6	
Monday	Prepare for Auction	May 10	
Tuesday	Negotiate Effectively in Property Transactions	May 11	
Wednesday	Sell & Finalise the Sale of Property by Private Treaty	May 12	
Thursday	Student free day	May 13	
Friday	Student free day	May 14	
	PROPERTY MANAGEMENT	Week 7	
Monday	Property Management (SOA Final Day)	May 17	
Tuesday	Property Management (Cert IV Students ONLY)	May 18	
Wednesday	Property Management (Cert IV Students ONLY)	May 19	
Thursday	Student free day	May 20	
Friday	Student free day	May 21	

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.

