

## ADVANCED APPRENTICESHIP IN THE SALE OF RESIDENTIAL PROPERTY.

Level 3 Diploma in Property:  
Sale of Residential Property (37 credits minimum)

ID	Mandatory Suite (24 credits required.)	Level	Credit Value
WBA Ref M/600/27 75	Reduce risks to health and safety in the workplace.	2	3
Prop 6	Maintain the security of individuals and property	2	2
Prop 1	Understanding professional conduct	2	1
Prop 5	Understanding legislation, guidelines, codes of practice and statutory information in residential sales.	3	6
SORP 10	Implement and review marketing activities for the sale of properties.	3	4
Prop 13	Match and promote properties to individuals	2	3
SORP 16	Negotiate the sale of properties in England, Wales and NI.	3	5
<b>Optional Units (Minimum 13 credits.)</b>			
Prop 10	Monitor changes and assess their impact in the local property market.	3	5
Prop 11	Undertaking market appraisals and advising on the presentation of properties.	3	5
Prop 12	Obtain instructions and agree marketing activities for properties.	3	5
SORP 9	Produce marketing appraisals for individual properties.	3	5
SORP 13	Conduct accompanied visits around local property areas. (Barred combination with SORP 14)	3	3
SORP 14	Conduct accompanied visits around development sites. (Barred combination with SORP 13)	3	4
Prop 15	Conduct accompanied viewings of properties.	2	3
SORP 17	Qualify prospective buyers of properties.	3	3
SORP 18	Progress sales of residential property	3	4
SORP 20	Progress the part-exchange of properties.	3	4
SORP 21	Agree specifications for new properties with buyers	3	4
SORP 22	Hand-over new properties to buyers	3	3
SORP 23	Provide after-sales support to buyers of residential property.	3	4
SORP 24	Develop marketing materials for the promotion of residential property services.	3	4
<b>Key / Functional skills</b>			
	Maths	2	
	English	2	
<b>Technical Certificate</b>			
	NFOPP Technical Award in the Sale of Residential Property.		

Successful completion will allow for application of membership of the National Association of Estate Agents.