REAL MASTERY CONSULTING®

REAL ESTATE & CPD TRAINING • COACHING • COMPLIANCE

CPD HAS CHANGED FOR 2026-2027

The new CPD year commenced on 1 July 2026 and closes on 30 June 2027
NSW Fair Trading have made considerable changes.
The information below outlines the new CPD programme

Licence Type	Minimum CPD Hours & Topics	Total Hours
Class 1 | Resi Sales	• 7 hours of Sales CPD | Auction Laws | Contracts | Rules of Conduct |Supervision Guidelines and AML CTF in Agency Practice • 5-hour NSW Fair Trading accredited event • Mandatory AUSTRAC AML & CTF Course via ZOOM | Fair Trading will provide further guidance as details of the delivery approach are finalised by AUSTRAC	12 hours PLUS Mandatory AUSTRAC AML & CTF Course
Class 2 | Resi Sales	• 7 hours of CPD | Auction Laws | Contracts | Rules of Conduct |Supervision Guidelines and AML CTF in Agency Practice	7 hours
Class 1 | Resi Property Managers	• 7 hours of Resi CPD | Repairs, Maintenance and Habitability |Residential Tenancy: Revisit Reforms + Common Mistakes | Domestic Violence Reforms (must be trained for a minimum of 4 hours) • 5-hour NSW Fair Trading accredited event	12 hours
Class 2 | Resi Property Managers	• 7 hours of CPD | Repairs, Maintenance and Habitability |Residential Tenancy Revisit Reforms + Common Mistakes | Domestic Violence Reforms Domestic Violence Reforms (must be trained for a minimum of 4 hours)	7 hours
Class 1 | Commercial |Industrial |Retail Agents	• 7 hours of CPD |Supervision Guidelines and AML CTF in Agency Practice | Rules of Conduct Refresher | GST in Commercial Property Transactions | Fire Safety Regulations) • 5-hour NSW Fair Trading accredited event • Mandatory AUSTRAC AML & CTF Course via ZOOM | Fair Trading will provide further guidance as details of the delivery approach are finalised by AUSTRAC	12 hours PLUS Mandatory AUSTRAC AML & CTF Course
Class 2 | Commercial |Industrial |Retail Agents	• 7 hours of CPD |Supervision Guidelines and AML CTF in Agency Practice| Rules of Conduct Refresher | GST in Commercial Property Transactions | Fire Safety Regulations)	7 hours
Class 1 | Stock & Station	• 7 hours of CPD |Auction Laws | Contracts | Supervision Guidelines and AML CTF in Agency Practice | Rules of Conduct Refresher • 5-hour NSW Fair Trading accredited event • Mandatory AUSTRAC AML & CTF Course via ZOOM | Fair Trading will provide further guidance as details of the delivery approach are finalised by AUSTRAC • Includes one specialist unit: **Safety Risk Management** (ALPA)	12 hours PLUS Mandatory AUSTRAC AML & CTF Course
Class 2 | Stock & Station	• 7 hours of CPD |Auction Laws | Contracts | Supervision Guidelines| AML CTF in Agency Practice | Rules of Conduct Refresher • RMC will be partnering with (ALPA) & Peter Baldwin, CEO of ALPA will be running this extra topic |**Safety Risk Management**	7 hours
Assistant Agent	A minimum of three (3) units from Certificate IV in Real Estate Practice	
Class 1 | Strata	• 6 hours of CPD | Repairs and Maintenance | Regulatory Change in Strata | Roles, Authority & Risks • RMC will be partnering with Amanda Farmer, a Strata Solicitor • These sessions will be marketed directly to RMC clients holding a Strata licence • 5-hour NSW Fair Trading accredited event	11 hours

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Class 2 | Strata	• 6 hours of CPD | Repairs and Maintenance | Regulatory Change in Strata | Roles, Authority & Risks • These sessions will be marketed directly to RMC clients holding a Strata licence	6 hours
Class 1 | Business Brokers	• 7 hours of CPD | Supervision Guidelines and AML CTF in Agency Practice | Ethical Practice for Business Brokers | Establishing and Managing Relationships and Negotiation Skills • 5-hour NSW Fair Trading accredited event • Mandatory AUSTRAC AML & CTF Course via ZOOM | Fair Trading will provide further guidance as details of the delivery approach are finalised by AUSTRAC	12 hours PLUS Mandatory AUSTRAC AML & CTF Course
Class 2 | Business Brokers	• 7 hours of CPD | Supervision Guidelines and AML CTF in Agency Practice | Ethical Practice for Business Brokers | Establishing and Managing Relationships & Negotiation Skills • **RMC Alliance Partner**	7 hours
Class 1 | Short-Term & On-Site Resi Pty Managers	• 4 hours of CPD |Regulatory Change in Strata | Conflict Resolution & Complaint Management | Establishing & Managing Relationships • 5-hour NSW Fair Trading accredited event	9 hours
Class 2 | Short-Term & On-Site Resi Pty Managers	• 4 hours of CPD | Regulatory Change in Strata | Conflict Resolution & Complaint Management | Establishing and Managing Relationships • **RMC Alliance Partner**	4 hours
Class 1 | Buyers Agents Class	• 7 hours of CPD |Auction Laws | Contracts | Supervision Guidelines and AML CTF in Agency Practice **These 7 hours must include this extra subject |Marketing Services, Scope of Practice & Licensing Obligations** • 5-hour NSW Fair Trading accredited event • Mandatory AUSTRAC AML & CTF Course via ZOOM (invites come from AUSTRAC DIRECT)	12 hours PLUS Mandatory AUSTRAC AML & CTF Course
Class 2| Buyers Agents	• 7 hours of CPD |Auction Laws | Contracts | Supervision Guidelines and AML CTF in Agency Practice • Includes one specialist unit: **Marketing Services, Scope of Practice & Licensing Obligations**	7 hours

Important:

- CPD training can only be delivered via ZOOM (max 25 participants) or Face to Face (max 40 participants)
- A huge change is that Property Management & Sales topics are completely different and this will impact "In office delivery" as we can't deliver to the whole team together.
- **Online CPD is no longer available.** NSW Fair Trading has discontinued online CPD training.
- Class 1 agents must attend a **5-hour NSW Fair Trading accredited event**. RMC will be offering accredited events during the 2026–2027 CPD year.
- If you hold a Real Estate Agents licence and also Stock & Station, Strata, Business Broking etc you will need to ensure you complete all the relevant subjects.
- **Mandatory AUSTRAC AML & CTF training** applies to Residential Sales & Leasing Agents, Buyers Agents, Commercial / Industrial / Retail Agents, Business Brokers, Stock & Station Agents.
  - Fair Trading will provide further guidance as details of the delivery approach are finalised by AUSTRAC.
  - As at 30 July 2026, NSW FT are still to confirm if this is for ALL Class 1 Agents or only those registered with AUSTRAC
- If you work in **more than one area of practice**, you must complete the CPD requirements for **each** job role (for example, Sales and Property Management).
- **Real Mastery® will be providing a range of ZOOM and Face to Face Options all over NSW & ACT**
- Trish, Rosalie & the RMC team understand the financial impact that these CPD changes will have on several of our clients. Our dedicated team is working on pricing, and it will come out in next week or so along with our training dates.

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