

Course duration

One full day training (8.30am - 4.30pm)

Course cost

Price \$635 inc GST (per agent)

(this includes your first year membership to the Centre for Liveability Real Estate)

Ask us about our volume discounts for over 50 people.

On graduation

Once graduated you will be supported by a nationally recognised specialist membership group. You will have access to on-demand marketing resources and will be updated on the latest property innovations, resources and research regarding the running cost and comfort potential of properties.

For sessions and to book in

liveability.com.au/book

Contact us

training@liveability.com.au


**The Centre
for Liveability
Real Estate**

Liveability Proptech & Training

**the 17
Things™**

17 Liveability Features that will open up your market

Our award-winning Liveability Real Estate Specialist training enables you to bring ALL the features of a property forward at point of sale or rent.

Leverage this new property knowledge to increase your appraisal-to-list ratio and boost your personal profile.

The award-winning Liveability Real Estate Specialist training + Proptech

The 17 Liveability Features you're currently missing in your appraisals

The Liveability PropTech and training course enables residential sales agents and property managers to simply and effectively identify up to 17 additional Liveability Features and integrate these into their normal appraisal process in a robust and systematic way.

The Liveability Features Package for agents was created from within the real estate industry as a response to rising consumer demand for better information about the running cost and comfort potential of properties at point of sale or rent.

*In recent research, 89% of consumers said that they would find a home more attractive if these features were identified at point of sale or lease.**

As a Liveability Real Estate Specialist you have exclusive access to the Liveability PropTech which enables you to deliver the additional Liveability Features Appraisal. This new future-focused property knowledge enables you to maintain relevance in a changing market and deliver a point of difference and a new value opportunity for your customers.

These 17 benchmarked property features cover location, floor plan and layout, key building structure elements, energy and water efficiency inclusions and energy ratings.



This property has Liveability Features™

The Liveability PropTech is available on mobile devices and automatically generates a customised image for your property listing.



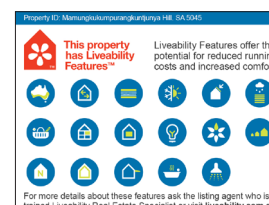
Liveability Real Estate Specialist

Up-skill and stay relevant - become a Liveability Real Estate Specialist

*In recent research, general real estate agents were rated lower in trust rankings than agents with specialist knowledge in energy, lifestyle, comfort and design.**

What you will learn in this course

- Leverage the new “sweet spot” for homes in your market: health, efficiency, comfort, community
- Identify the 17 Liveability Features in property and know why they are important to running cost and comfort potential
- Learn how to use the Liveability PropTech in your appraisals and deliver better property insights
- Appraise and list properties with these features and market them effectively at point of sale or rent
- Understand the new property consumers needs
- Recognise the 6 Liveability customer profiles
- Learn the power of active listening and the language of Liveability to catalyse your opportunities
- Access to ongoing support and the exclusive Liveability listing resources and trademarks



Banksia Foundation Award for Education

Judges' comments,

“... This program is an amazingly innovative initiative with the capacity to effect change on people's lives – through their homes, and through their investments. This initiative has engaged many partners and the engagement results from their training courses are outstanding.”