

### 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 training 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](http://liveability.com.au/book)

### Contact us

[training@liveability.com.au](mailto:training@liveability.com.au)



# Get up to speed on the next big thing

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

## 17 Liveability Features™ you're currently missing in your appraisals

The Liveability Real Estate Specialist training and Liveability Features Appraisal Checklist was developed by the property marketing industry. It is now owned and supported by CSIRO, Australia's peak scientific body.

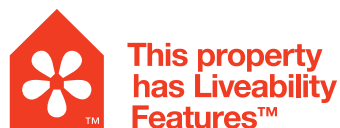
This training was created to address rising consumer demand for information about the running cost and comfort potential of properties at point of sale or rent.

The course enables residential sales agents and property managers to simply and effectively identify a new collection of Liveability Features at point of sale or rent and integrate these into their normal appraisal process in a robust and systematic way.

These 17 property features cover energy and water efficiency inclusions, solar PV, passive design elements and living locally.

As a Liveability Real Estate Specialist with future-focused property knowledge and resources you are positioned to meet a new opportunity in residential real estate.

*\*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.*



The Liveability Features Appraisal Checklist is available on mobile devices and automatically generates a customised image for your property listings



## 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."*

### What you will learn in this course

- Identify the new “sweet spot” in your market: health, efficiency, comfort, community
- Understand what the new consumer wants from you
- How to identify the 17 Liveability Features in a property and know why they are important to running cost and comfort potential
- How to appraise and list properties with these features and market them effectively at point of sale or rent
- How to integrate the Liveability Features Appraisal into your normal property process
- How to access and use the Liveability Features Appraisal Checklist on all mobile devices
- The 5 Liveability customer profiles
- The language of Liveability and the power of active listening
- Scripts and dialogues for listings and your personal profile
- Accessing the exclusive Liveability listing resources and trademarks

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

