



NSW Department of Education

Real Estate Agent

Real estate agents turn their knowledge of property, local laws, areas, and markets into tangible sales. They experience genuine satisfaction in helping people sell their property at a great price or finding them the perfect home. Real estate agents also lease out commercial and private properties and manage tenants.

What real estate agents do

Real estate agents are experts in marketing a property and renting or selling it for the best price. They also look for property that suits their clients' needs and buy or rent it for them on the most favourable terms.

They keep up with trends in the local property market so they can obtain competitive pricing for the properties their clients want to buy or sell.

Negotiation is a key part of their work. They act as the intermediary between buyer and seller and will often negotiate on their client's behalf, charging a percentage of the final sale price as their fee.

As the market is time sensitive, real estate agents are constantly in contact with clients and interested buyers or renters to broker rentals or sales and let each party know where they stand with negotiations.

Will I get a job?

Strong growth in this occupation is predicted, with 7,800 new jobs expected to be created in Australia in the next four years.

What will I earn?

\$1,101–\$1,350 median full-time weekly salary (before tax, excluding super).

You'll like this job if...

People energise you. You enjoy a quick pace and are good at multi-tasking. You have excellent time management skills. You're an effective and consistent communicator. You're proactive and like chasing new leads. You're a good listener. You like to focus on the facts and details.

A day in the life...

Work as a real estate agent may involve these tasks:

- list properties and businesses for sale or lease
- conduct inspections and advise buyers on the merits of properties and businesses and the terms of sale or lease
- catalogue and detail land, buildings and businesses for sale or lease
- arrange marketing and advertising for properties
- assess buyers' needs and find properties or businesses for their consideration
- offer valuations and advice for buying and selling properties and businesses
- create the terms of settlement
- collect rent money from tenants and send it to owners
- monitor and address non-compliance of tenants and chase late rent
- develop and implement business and marketing plans, budgets and procedures
- research active, pending and sold listings
- review daily activity reports
- arrange finance, land brokerage, conveyancing and maintenance of premises.

VET qualifications

The following government-subsidised qualifications are available in NSW:

Certificate III in Property Services (Agency) (CPP30211)

- Up to 2 years full-time
- Available as a traineeship
- Graduates employed or in further study: 81.9%*

Certificate IV in Property Services (Real Estate) (CPP40307)

- Up to 2 years full-time
- Available as a traineeship
- Graduates employed or in further study: 87.5%*

Certificate IV in Property Services (Operations) (CPP40611)

- Up to 2 years full-time
- Available as a traineeship
- Graduates employed or in further study: 91%*



To find out more regarding these related jobs, visit education.nsw.gov.au/job-guides.

Information sources

Income: Australian Government Department of Employment, Australian Jobs Report 2017, Occupation Matrix. ANZSCO ID: 2211. Earnings can vary greatly depending on the skills and experience of the worker, and the demands of the role. Career trend: Australian Government Department of Employment 2017 employment projections to May 2022. Graduate outcomes: National Centre for Vocational Education Research. *Approximately 6 months after they completed VET.

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Roles to look for

- Business broker
- Business agent
- Property manager
- Real estate agency principal
- Real estate agent, subagent, representative or salesperson
- Sales agent
- Leasing consultant or negotiator

Main employing industries

- Rental, hiring and real estate services

Other jobs you may like...

- Insurance agent
- Sales representative
- Auctioneer
- Stock and station agent