

Real Estate Salesperson



Alternate title Real Estate Consultant; Real Estate Sales Representative; Salesperson (Real Estate)

Description Real estate salespeople arrange the sale of houses, businesses, flats, factories, shops and farms on behalf of the owners.

Real estate salespeople often work irregular hours, including weekends. This occupation involves a great deal of contact with the public and with associated industries and professions, such as builders, solicitors, conveyancers, banking and local government personnel.

Typical duties

- discuss the method of sale, presentation of the property, costs and inspection times with vendors (sellers);
- estimate the current market price and suggest a reserve or minimum selling price;
- list details of land or buildings for sale and arrange for the advertising of properties;
- assess buyers' needs and locate properties for their consideration;
- take prospective buyers to inspect properties;
- advise on merits of properties and terms of sale;
- draw up legal agreements between vendors and buyers;
- arrange finance and insurance.

Personal requirements

- good communication and negotiation skills;
- good presentation and a pleasant manner;
- good organisational skills and attention to detail.

Qualification

- Certificate III in Property (Real Estate)
- Certificate IV in Property (Real Estate)
- Diploma of Property (Real Estate)

Entry pathway To become a real estate salesperson you usually have to complete an accredited course in real estate practice or property. Entry to the certificate courses usually requires Year 10 or Year 12. Entry to the diploma course usually requires completion of Year 12. As subjects can vary between institutions, you should contact your chosen institution for full details.

You may be able to study through distance education.



An Australian Government Initiative



Construction and Property
Industry Skills Council

Job prospects Employment opportunities for this occupation vary, depending on the state of the real estate industry. The property market is very sensitive to the general state of the economy and factors such as government policy on interest rates.

Specialisation

- Residential property sales
- Commercial property sales & leasing
- Facilities Management

Related Jobs

- Auctioneer
- Property Manager
- Property Developer
- Real Estate Agency Manager
- Stock and Station Agent

Further information

- Real Estate Institute of Australia [www.reiaustralia.com.au]
- Australian Property Institute [www.propertyinstitute.com.au/]
- Facility Management Association of Australia [www.fma.com.au/]