VETASSESS

Information sheet

Real Estate Representative

ANZSCO: 612115 **Group D**

About this document

- The following Information Sheet is for your reference only and should be used as a guide to assist with your Skills Assessment application to VETASSESS. This information is subject to change.
- Please note that a Skills Assessment of the qualification involves assessment of both the qualification level and content. Qualifications are assessed according to the guidelines published by the Australian Government Department of Education.
- The employment assessment involves determining the skill level and relevance of the tasks undertaken.
- Integrity checks may be conducted to verify the qualification and employment claims made in an application.

Job description

A Real Estate Representative arranges the conduct of real estate transactions such as sales and leasing, and assists buyers to find suitable properties, on behalf of an agency.

Occupations considered suitable under this ANZSCO code:

- Real Estate Salesperson
- Real Estate Subagent
- Property Portfolio Officer

Occupations not considered under this ANZSCO code:

- Real Estate Agency Principal
- Property Manager
- Business Broker

These occupations are classified elsewhere in ANZSCO or are not at the required skill level.

Real Estate Representative is a VETASSESS Group D occupation

This occupation requires a qualification assessed as comparable to the educational level of an Australian Qualifications Framework (AQF) Certificate III or IV or higher.

Applicants must have fulfilled at least one of the following four criteria (1–4):

GROUP D	Criteria for a suitable Skills Assessment				
	Post-qualification Pathways				
	Minimum comparable Certificate III or IV or higher AQF level		**With highly relevant major field of study**		**Highly relevant employment duration**
1	AQF Minimum AQF Certificate IV	+		+	1 YEAR minimum
2	AQF Minimum AQF Certificate IV	+	No highly relevant major	+	2 YEARS minimum
3	AQF Minimum AQF Certificate III	+		+	3 YEARS minimum
	Pre-qualification Pathway				
	Highly Relevant employment duration				**Minimum comparable Certificate IV AQF level**
4	3 YEARS minimum + 1 YEAR minimum Within last 5 years	+	With or without highly relevant major field of study	+	AQF

Description of Pathways

The information below describes the available pathways for a Skills Assessment under **Group D** . Please note that in order to achieve a suitable Skills Assessment Outcome, a suitable assessment for both qualifications and employment is required.

Pathway 1

This pathway requires a qualification assessed as comparable to the education level of an Australian Qualifications Framework (AQF) Certificate IV or higher and in a field highly relevant to the nominated occupation.

Certificate IV or higher includes AQF Diploma, Advanced Diploma, Associate Degree, Bachelor Degree, Graduate Diploma, Master Degree or Doctoral Degree.

In addition, it is essential for applicants to meet the following employment criteria:

- at least **one** year of post-qualification employment at an appropriate skill level, undertaken in the last five years,
- working 20 hours or more per week, and
- highly relevant to the nominated occupation.

Please note: The qualification level requirement AQF Certificate IV or higher can be satisfied by one qualification, while the requirement for a highly relevant major can be met by a separate qualification at a minimum of AQF Certificate III level.

Pathway 2

This pathway requires a qualification assessed as comparable to the education level of an Australian Qualifications Framework (AQF) Certificate IV or higher and in a field not highly relevant to the nominated occupation.

Certificate IV or higher includes AQF Diploma, Advanced Diploma, Associate Degree, Bachelor Degree, Graduate Diploma, Master Degree or Doctoral Degree.

In addition, it is essential for applicants to meet the following employment criteria:

- at least **two** year of post-qualification employment at an appropriate skill level, undertaken in the last five years,
- working 20 hours or more per week, and
- highly relevant to the nominated occupation.

Please note - This pathway applies where a qualification is assessed at AQF Certificate IV level or higher and is not highly relevant to the nominated occupation, or where no other relevant qualification at AQF Certificate III level is available for consideration.

Pathway 3

This pathway requires a qualification assessed as comparable to the education level of an Australian Qualifications Framework (AQF) Certificate III in a field highly relevant to the nominated occupation.

In addition, it is essential for applicants to meet the following employment criteria:

- at least **three** years of post-qualification employment at an appropriate skill level, undertaken in the last five years,
- working 20 hours or more per week, and
- highly relevant to the nominated occupation.

Pathway 4

This pathway requires a qualification assessed as comparable to the education level of an Australian Qualifications Framework (AQF) Certificate IV or higher with or without a highly relevant major field of study to the nominated occupation.

Certificate IV or higher includes AQF Diploma, Advanced Diploma, Associate Degree, Bachelor Degree, Graduate Diploma, Master Degree or Doctoral Degree.

In addition, it is essential for applicants to meet the following employment criteria:

- at least **four** years of employment at an appropriate skill level that includes at least **one** year of highly relevant employment within the last five years before applying,
- working 20 hours or more per week, and
- highly relevant to the nominated occupation.

Qualification

*This includes qualifications assessed at AQF Diploma, Advanced Diploma, Associate Degree, Bachelor, Master and Doctoral level.

Highly relevant major fields of study include:

- Real Estate
- Property Management

Employment

Highly relevant tasks include:

- Accepting and listing properties and businesses for sale and lease, conducting inspections, and advising buyers on the merits of properties and businesses and the terms of sale or lease.
- Advising vendors of sales and marketing options such as sale by auction and open house inspections.
- Cataloguing and detailing land, buildings and businesses for sale or lease and arranging advertising.
- Assessing buyers' needs and locating properties and businesses for their consideration.
- Offering valuations and advice for buying and selling properties and businesses, and structuring the terms of settlement.

Employment information

Real Estate Representatives may not hold an estate agent's licence (yet), as they work under the supervision of a licensed Real Estate Agent.