

# 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 positive 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	 Minimum AQF Certificate IV	+		+	 1 YEAR minimum		
2	 Minimum AQF Certificate IV	+	No highly relevant major	+	 2 YEARS minimum		
3	 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	+	 AQF

\* Highly relevant paid employment duration (20 hours or more per week)

## Pathways 1–3

minimum years of post-qualification employment highly relevant to the nominated occupation, completed at an appropriate skill level in the five years before the date of application for a Skills Assessment.

## Pathway 4

minimum 4 years of relevant employment required – Three years of relevant employment (can be outside the last 5-year period) in addition to at least one year of highly relevant employment within the last five years before applying.

A positive assessment of both qualification level and employment duration is required for a positive Skills Assessment outcome.

## 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.

