

Real Estate Agent

ANZSCO: 612114

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 Agent coordinates the activities of Real Estate Representatives in selling and leasing real estate, ensuring compliance with legislative requirements.

Occupations not considered suitable under this ANZSCO code:

- › Property Manager
- › Body Corporate Manager
- › Business Broker

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












Real Estate Agent 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 higher.

Applicants can fulfil the assessment criteria for this occupation in four different ways.

Qualification and employment criteria

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	 +  Within last 5 years	+	With or without highly relevant major field of study + 	

* 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

AQF Certificate III or higher qualification. This includes qualifications assessed at AQF Certificate III, Certificate IV, Diploma, Advanced Diploma, Associate Degree, Bachelor Degree, Graduate Diploma, Master and Doctoral level.

Highly relevant major fields of study include:

- › Real Estate
- › Property

Employment Tasks

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 Agents in Australia need to hold a Real Estate Agent's licence. Applicants applying under this occupation with Australian employment may therefore be asked to provide details of their licence.

Real Estate Agents may work for an agency or operate their own real estate business.

If you are nominating this occupation, and you are self-employed, you are required to provide the following:

- Evidence of self-employment such as sole trading or business registration details and/or official statements issued by your (registered) accountant and/or legal team. The statement from your accountant or solicitor must include the accountant's or solicitor's letterhead, your full name, how long you have been continuously self-employed including official dates in each role, the nature of the business conducted, the signature and contact details of the accountant or solicitor
- Statutory declaration listing your main duties during self-employment;
- Payment evidence showing regular income from self-employment, such as client invoices together with corresponding bank statements and/or official taxation records;
- Supplementary evidence, such as contracts with clients or suppliers, client testimonials, evidence of projects completed, etc.

To further support your employment claims, you may also wish to provide supplementary documentation including:

- › Website links related to the company
- › Company Registration
- › Any further online information of relevance to your work
- › Any other documents relevant to your role.

Further requirements may apply

The requirements outlined in this information sheet is relating to VETASSESS skills assessments for migration purposes. In relation to professionally practising the occupation in Australia, additional accreditation requirements may apply. Applicants are required to perform their own research to determine any additional accreditation requirements.



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