

CAREER FACT SHEET

Real Estate Sales Agents

Snapshot

Real Estate Sales Agents sell, lease and manage commercial and private properties, and broker the buying and selling of businesses.

How many are employed in this occupation?	87,300
What are the average weekly earnings for full time workers?	\$1,250
How does unemployment compare with other occupations?	Average
What are the job prospects for this occupation?	Medium
What will be the likely future employment growth for the next five years?	Strong Growth

Main employing industries

Rental, Hiring and Real Estate Services

Tasks

This occupation may include associated occupations with varying tasks.

- 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
- collecting and holding rent monies from tenants, and remitting to owner on agreed basis
- monitoring and addressing non-compliance with terms and conditions of tenancy and pursuing rental arrears
- developing and implementing business plans, budgets, policies and procedures for the agency
- may arrange finance, land brokerage, conveyancing and maintenance of premises

INDUSTRY OVERVIEW

Rental, Hiring and Real Estate Services

If you have strong persuasive skills, enjoy hard negotiating and want to be involved in the world of real estate, then this industry should definitely be on your radar when looking to start your career. There are several ways you can get involved in the real estate process, from facilitating the selling process, to taking charge of managing the rental segment of an agency, or being involved in the legal side of property transactions.

Possible job pathways

- Conveyancers and Legal Executives
- Land Economists and Valuers
- Auctioneers, and Stock and Station Agents
- Caretakers
- Real Estate Sales Agents



Rental, Hiring and Real Estate Services

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