

Real Estate Sales Agents

Real estate sales agents sell, lease and manage commercial and private properties, and broker the buying and selling of businesses.

Job title examples



- Business Broker/ Business Agent
- Property Manager/ Property Officer
- Real Estate Agency Principal
- Real Estate Agent/ Sales Agent
- Real Estate Representative/ Real Estate Salesperson / Real Estate Subagent
- Leasing Consultant/ Leasing Negotiator

Other jobs in this field of work

What real estate sales agents do



- accept and list properties and businesses for sale and lease, conduct inspections, and advise buyers on the merits of properties and businesses and the terms of sale or lease
- advise vendors of sales and marketing options such as sale by auction and open house inspections
- catalogue and detail land, buildings and businesses for sale or lease and arrange advertising
- assess buyers' needs and locate properties and businesses for their consideration
- offer valuations and advice for buying and selling properties and businesses, and structure the terms of settlement
- collect and hold rent monies from tenants, and remit to owner on agreed basis
- monitor and address non-compliance with terms and conditions of tenancy and pursue rental arrears
- develop and implement business plans, budgets, policies and procedures for the agency
- may arrange finance, land brokerage, conveyancing and maintenance of premises

Main employing industries



- Rental, Hiring and Real Estate Services

Qualifications



The following government subsidised qualifications are available in NSW:

Certificate III in Property Services (Agency) available as a traineeship or qualification

Certificate IV in Property Services (Real Estate) available as a traineeship or qualification

Certificate IV in Property Services (Operations) available as a traineeship or qualification

Course fees: You may be eligible for government subsidised training under Smart and Skilled. Go to the [Course Finder](#) to find training in your area, estimate your fee and find a training provider.

Job prospects and pay



- There are around 261,200 real estate sales agents working in NSW.
- Over the next four years, employment in this occupation is expected to remain stable in NSW.
- Currently, no specific region in NSW reports real estate sales agents shortages.

Average weekly full time earnings (before tax):

- Real estate sales agents: \$1065
- All occupations: \$1,200

Related jobs



- Insurance Agents
- Sales Representatives
- Auctioneers and Stock and Station Agents

To find out more regarding these related jobs, visit the [Job Guides Homepage](#).

Information sources

Occupations: Australian Bureau of Statistics, Australian and New Zealand Standard Classification of Occupations, 1220.0

Employment: Australian Bureau of Statistics, Labour Force, Australia, Detailed, Quarterly, 6291.0.55.003

Skills shortages: Department of Employment, Skill Shortage List NSW 2015-16

Job prospects: Centre of Policy Studies (CoPS), Victoria University, Employment Forecast Data for NSW 2015/16 to 2022/23

Earnings: Department of Employment, joboutlook.gov.au, based on ABS Characteristics of Employment Survey, August 2014