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To whom it may concern

I am writing to provide feedback about the proposed Estate Agents (Education) Regulations 2020.

The proposed changes are certainly likely to ensure that those persons entering the real estate industry are more skilled and knowledgeable than they would have been under the previous requirements. However, we do believe that going from 3 to at least 12 units (making it 4 times more difficult to enter the real estate industry) may deter people that are not entirely sure whether a real estate career is suited to them.

Attrition rates in real estate are quite high due to people getting into the industry and realising that real estate is more involved than they thought and therefore decide they are not suited to the role. We don't believe that this will change through completing more study. We strongly believe this is about experiencing firsthand the day to day requirements of the role. This will simply make it hard for those wanting to establish whether real estate is a suitable career path and if they decided it is not, then the significantly high study will have been wasted on a career that is not suitable.

We are certainly in favor of increasing the current requirements to at least 6-7 units of competency that covers a broad overview of the industry and gives the student a better understanding of the industry but think that 12 - 16 units, is on the excessive side for entry into the industry. We want to give students the ability to enter into a career that not only allows for good education and adequate industry standards, but we believe that this has to be an accessible, affordable and achievable pathway for all students.

Your sincerely

[REDACTED]

Brendon Walsh  
CEO