

Review of real estate education regulations

I welcome the substantial changes in the real estate education regulations. However, as a registered business broker in the State I believe that business brokers have been overlooked in this consultation process and that there are opportunities to strengthen the standards in the industry.

The current recommendation is to prescribe the following;

Real Estate Agents: 22 Cert IV units (incl. 4 electives), and 12 Diploma units (incl. 5 electives)
Agents Representatives: 18 Cert IV units (incl. 2 electives).

The main points/issues are:

1. There is little/no regard to business broking in the requirements
2. Regulations are to come into effect on 21 October 2020 – hardly enough time for this to be properly and thoroughly debated by all stakeholders
3. Current members which hold an Agent's Rep certificate (and may have for many years) will need to achieve the new requirements in order to attain their Real Estate Agents licence
4. No change to existing licenced real estate agent requirements and agent's rep certificate holders
5. Overall, I agree that the changes will elevate the quality and professionalism of agents entering the industry.

My personal view/suggestions are;

1. Lack of regard for business broking.

Looking at the current qualifications/training and units on offer, the following 4 units are the only business broking units to choose from **and they are currently all 'electives' only:**

CPPREP4261	Appraise business for sale
CPPREP4262	Establish vendor relationships in business broking
CPPREP4263	Manage buyer relationships in business broking
CPPREP4264	Manage the sales process in business broking

I propose that **all of the above 4 units** should be made **compulsory** for the Real Estate Agents licence, and that two of them be made **compulsory** in the Agent's Rep course.

2. Regulations are to come into effect on 21 October 2020, meaning there is little time to lobby against proposed suggestions. (especially due to COVID)

I recommend extending the date to allow members of the business broking sector to submit their recommendations. The Australian Institute of Business Brokers (AIBB) is the national body that represents business brokers and the Real Estate Institutes only focus on real estate agents. Members practising in Victoria may wish to provide their own submissions.

3. Will affect current members of the AIBB that are Agent's Reps if they want to attain their Estate Agents licence

My understanding is that any current agents' reps will have to complete the new real estate licence course post the October date. An experienced Agent's Rep should be considered for RPL and granted their licence based on the existing requirements.

5. Benefits of a higher level of entry to increase professionalism in the industry.

I agree that this will improve the quality of those wishing to enter the industry, and I agree and encourage the recommended level of Units and Diploma course for OIEC as suggested –with the proviso that the electives listed above be made compulsory.

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