

Registration Categories

Land Agents Act 1994

Type	Scope of Work	Exclusions/Notes
Land agent	<p>To carry on a business that consists of or involves—</p> <ul style="list-style-type: none"> • selling or purchasing or otherwise dealing with land or businesses on behalf of others, or conducting negotiations for that purpose; or • selling land or businesses on his or her own behalf, or conducting negotiations for that purpose. <p><i>"land" includes an interest in land or an exclusive right to the separate occupation of land or a building</i></p> <p>Includes carrying on a property management business or acting as a property manager.</p> <p>Can also act as a sales representative or property manager if employed by another agent.</p>	Does not include acting as an auctioneer unless also registered for that function.
Sales representative	<p>Acting for or on behalf of an agent to:</p> <ul style="list-style-type: none"> • acquire or dispose of land or a business; or • induce or attempt to induce, or make representations or negotiate with a view to inducing, a person: <ul style="list-style-type: none"> ◦ to acquire or dispose of land or a business; or ◦ to make an offer to acquire or dispose of land or a business; or ◦ to accept an offer to acquire or dispose of land or a business; or ◦ to enter into a contract for the acquisition or disposal of land or a business 	Does not include acting as an auctioneer or property manager, unless also registered for those functions.



Trainee sales representative	Acting as a sales representative while under the supervision of a registered land agent or registered sales representative with at least 2 years' experience.	
Property manager	<p>Acting for or on behalf of an agent to:</p> <ul style="list-style-type: none"> • grant leases, tenancy agreements or licence agreements in relation to land (whether or not that land is to be used for residential purposes or for the purposes of a business); or • induce or attempt to induce, or makes representations or negotiate with a view to inducing, a person to enter into such leases or agreements; or • ensure compliance with the terms and conditions of such leases or agreements; or • conduct inspections of a property for the purposes of a residential tenancy agreement 	A registered agent can act as a property manager.
Trainee property manager	Acting as a property manager while under the supervision of a registered land agent or a registered property manager with at least 2 years' experience.	
Auctioneer	Conduct auctions of land or businesses on behalf of a land agent.	