

# 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"> <li>• selling or purchasing or otherwise dealing with land or businesses on behalf of others, or conducting negotiations for that purpose; or</li> <li>• selling land or businesses on his or her own behalf, or conducting negotiations for that purpose.</li> </ul> <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"> <li>• acquire or dispose of land or a business; or</li> <li>• induce or attempt to induce, or make representations or negotiate with a view to inducing, a person: <ul style="list-style-type: none"> <li>○ to acquire or dispose of land or a business; or</li> <li>○ to make an offer to acquire or dispose of land or a business; or</li> <li>○ to accept an offer to acquire or dispose of land or a business; or</li> <li>○ to enter into a contract for the acquisition or disposal of land or a business</li> </ul> </li> </ul>  | 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"> <li>• 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</li> <li>• 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</li> <li>• ensure compliance with the terms and conditions of such leases or agreements; or</li> <li>• conduct inspections of a property for the purposes of a residential tenancy agreement</li> </ul> | 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.  |   |