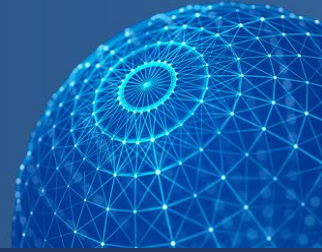




# Updating ANZSCO

Reflecting a modern Australian labour market



Property operators  
and real estate

ANZSCO Comprehensive Review

Australian Bureau of Statistics

17/6/2024

## ANZSCO [Preliminary] Proposed Changes

Version 2.0



# Updating ANZSCO

Reflecting a modern Australian labour market



## Essential Notes

The Australian and New Zealand Statistical Classification of Occupations (ANZSCO) describes all occupations for the Australian and New Zealand labour market.

The ABS has undertaken a comprehensive review of the Australian and New Zealand Standard Classification of Occupations (ANZSCO) to reflect the contemporary labour market and better meet stakeholders' needs. Public consultation rounds were held across 2023, with each round targeting selected occupations grouped by focus area.

Statistics New Zealand (Stats NZ) have elected not to participate in the current review and therefore occupation changes have only been considered in respect of the Australian labour market.

## Updates to document

This document has been updated based on stakeholder feedback and further research. Minor updates have been made to a handful of occupations. The format of the document has also been updated to improve usability based on feedback received. A preliminary proposed changes document has been created for each of the 43 focus areas. Focus areas were designed to group occupations for consultation purposes only and will not be present in the classification structure.

The preliminary proposed changes presented do not include the full scope of not elsewhere classified categories (nec). Exclusion statements are incomplete and do not reference specific occupation locations within the classification. Outstanding nec categories, exclusion statements and final tweaks to occupations are currently being finalised in preparation for the release of the draft proposed classification in July on the ABS website. The July release will provide users with an opportunity to provide feedback on the structure of the proposed changes, before finalising the update for release by December 2024. These preliminary proposed changes documents are for information only.

## Task lists

ABS recognises the potential of Artificial Intelligence (AI) to enhance our operations and efficiency. To this end, we have employed AI to assist in the creation of initial task lists. However, human experts are responsible for the final content, and AI serves as a tool, not a decision-maker. We value stakeholder input and incorporate it into our editing process placing importance on stakeholder submissions and other relevant research contributions.

Learn more about ANZSCO and the review at [Updating ANZSCO | Australian Bureau of Statistics \(abs.gov.au\)](https://abs.gov.au/anzsco)

Occupations in the Property operators and real estate focus area include:

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## About the focus area

The Property operators and real estate focus area covers occupations which require specialised knowledge and skills to:

- provide advice on the administration and use of land and property
- assess the value of land, property and other items such as commercial equipment and objects of art
- represent companies in selling their goods and services and sell property on behalf of clients
- sell, lease and manage commercial and private properties, and broker the buying and selling of businesses.

## Summary of consultation

Stakeholders highlighted the need for new occupations to be created and/or separated out from existing occupations, to reflect skill level and unique responsibilities. New specialisations were also proposed across a range of property operators and real estate related occupations.

Existing	Proposed	
<p>224511 Land Economist</p> <p>Alternative Title:</p> <ul style="list-style-type: none"> <li>Property Economist</li> </ul> <p>Provides advice on the administration and use of land and property.</p> <p>Skill Level: 1</p> <p>Specialisation:</p> <ul style="list-style-type: none"> <li>Asset Manager (Land and Property)</li> </ul>	<p>224513 Asset Manager (Property)</p> <p>Manages a portfolio of real estate assets on behalf of a third party such as an investor or business. Evaluates the performance of real estate assets and implements strategies to enhance their long-term viability and profitability.</p> <p>Facilities Managers and Property Managers are excluded from this occupation.</p> <p>Skill Level: 1</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> <li>Coordinates with financial analysts and Accountants to monitor and evaluate the performance of real estate assets within a portfolio</li> <li>Conducts market research to identify opportunities for property portfolio growth and risk reduction</li> <li>Prepares and presents reports on property portfolio performance, operations, and expenses to stakeholders</li> <li>Implements strategies to enhance the long-term viability and profitability of real estate assets</li> <li>Combines expertise in real estate and finance to oversee and optimise real estate investments for clients</li> </ul>	<p>224514 Property Developer</p> <p>Alternative Title:</p> <ul style="list-style-type: none"> <li>Property Development Manager</li> </ul> <p>Purchases dwellings and land and enhances them to increase their value for resale. Works with other professionals and trades to design, obtain approvals for, build, and sell properties for profit.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 1</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> <li>Identifies and purchases profitable real estate opportunities</li> <li>Works with Architects, builders, and other professionals to design and plan property developments</li> <li>Obtains necessary building approvals and permits from local councils and other regulatory bodies</li> <li>Monitors the progress of the renovation or development of dwellings and land, and manages related budgets and finances</li> <li>Monitors market trends and property values to determine optimal selling times, and markets and sells developed properties to potential buyers</li> </ul>

## 224512 Valuer

<b>Existing</b>	<b>Proposed</b>
<p>224512 Valuer</p> <p>Assesses the value of land, property, commercial equipment, merchandise, personal effects, household goods and objects of art.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 1</p> <p>Specialisations:</p> <ul style="list-style-type: none"><li>• Plant and Machinery Valuer</li><li>• Property Valuer</li><li>• Real Estate Valuer</li></ul>	<p>224512 Valuer</p> <p>Assesses the value of land, property, commercial equipment, merchandise, personal effects, household goods, and objects of art.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 1</p> <p>Main Tasks:</p> <ul style="list-style-type: none"><li>• Inspects and assesses the value of land, property, commercial equipment, merchandise, personal effects, household goods, and art</li><li>• Researches and analyses market data, sales trends, and property information using valuation methodologies to make accurate valuations</li><li>• Conducts site visits and inspections to gather relevant information for valuation purposes</li><li>• Gives evidence in legal proceedings, mediates on valuation matters and provides rental determinations for arbitration purposes</li><li>• Prepares and maintains detailed reports and documentation on the assessed value of properties and assets and other valuation activities</li><li>• Monitors and assures the quality of valuations undertaken by contractors and third parties</li></ul> <p>Specialisations:</p> <ul style="list-style-type: none"><li>• Plant and Machinery Valuer</li><li>• Property Valuer</li><li>• Real Estate Valuer</li></ul>

## 611111 Auctioneer

<b>Existing</b>	<b>Proposed</b>
<p>611111 Auctioneer</p> <p>Conducts sales of real estate, goods, and livestock by taking offers from buyers and accepting the highest purchase price.</p> <p>Registration or licensing is required.</p> <p>Skill Level: 3</p>	<p>611111 Auctioneer</p> <p>Conducts sales of real estate, goods, and livestock by taking offers from buyers and accepting the highest purchase price.</p> <p>Registration or licensing is required.</p> <p>Skill Level: 3</p> <p>Main Tasks:</p> <ul style="list-style-type: none"><li>• Appraises and lists real estate, goods, and livestock for auction</li><li>• Organises advertising and other publicity to promote upcoming auctions</li><li>• Conducts auctions of real estate, goods, and livestock</li><li>• Facilitates bidding processes by asking for or setting opening bids, and maintains control of the auction</li><li>• Takes offers from buyers and closes the sale by accepting the highest purchase price</li><li>• Resolves disputes or issues that may arise during the auction</li><li>• Completes necessary paperwork and documentation related to the auction process</li></ul>

## 611112 Stock and Station Agent

<b>Existing</b>	<b>Proposed</b>
<p>611112 Stock and Station Agent</p> <p>Provides advice to clients and acts on their behalf in relation to the sale and purchase of rural property, livestock, crops, and agricultural products and services.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 3</p>	<p>611112 Stock and Station Agent</p> <p>Provides advice to clients and acts on their behalf in relation to the sale and purchase of rural property, livestock, crops, and agricultural products and services.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 3</p> <p>Main Tasks:</p> <ul style="list-style-type: none"><li>• Conducts market research and analysis to determine the value and marketability of rural property, livestock, crops, and agricultural products</li><li>• Prepares and presents marketing strategies and campaigns to attract potential buyers and sellers</li><li>• Inspects and assesses the condition and quality of rural property, livestock, crops, and agricultural products</li><li>• Coordinates and facilitates auctions, private sales, and negotiations between buyers and sellers</li><li>• May act as an insurance agent for rural clients</li></ul> <p>Specialisations:</p> <ul style="list-style-type: none"><li>• Bloodstock Agent</li><li>• Livestock Agent</li></ul>



## 612111 Business Broker

<b>Existing</b>	<b>Proposed</b>
<p>612111 Business Broker</p> <p>Alternative Title:</p> <ul style="list-style-type: none"><li>• Business Agent</li></ul> <p>Operates as an independent agent in the buying and selling of businesses.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 3</p> <p>Specialisation:</p> <ul style="list-style-type: none"><li>• Franchise Broker</li></ul>	<p>612111 Business Broker</p> <p>Operates as an independent agent in the buying and selling of businesses.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 3</p> <p>Main Tasks:</p> <ul style="list-style-type: none"><li>• Identifies potential buyers and sellers of businesses and evaluates businesses to determine their value and marketability</li><li>• Prepares marketing materials and listings, and manages administrative tasks related to the buying and selling of businesses</li><li>• Assists in the due diligence process for the sale of businesses</li><li>• Provides advice and guidance to clients on the buying and selling process, and facilitates negotiations between buyers and sellers</li></ul>

## 612112 Property Manager

Existing	Proposed	
<p>612112 Property Manager</p> <p>Supervises the leasing of rental properties on behalf of owners.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 3</p> <p>Specialisation:</p> <ul style="list-style-type: none"> <li>• Body Corporate Manager</li> </ul>	<p>612116 Property Manager</p> <p>Manages the leasing of rental properties on behalf of owners.</p> <p>Registration or licensing may be required.</p> <p>Body Corporate Managers are excluded from this occupation.</p> <p>Skill Level: 3</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> <li>• Inspects and assesses rental properties to determine rental value and marketability</li> <li>• Advertises and promotes rental properties to attract potential tenants</li> <li>• Screens and selects tenants, including conducting background checks and verifying references</li> <li>• Negotiates and prepares rental agreements and leases</li> <li>• Collects rent and ensures timely payment by tenants</li> <li>• Conducts inspections of tenanted properties to ensure compliance with lease agreements, and identifies and coordinates any necessary repairs or maintenance</li> <li>• Resolves tenant complaints and issues, including addressing maintenance requests and resolving disputes</li> <li>• Manages rental property finances, including budgeting, accounting, and financial reporting</li> </ul>	<p>612117 Strata Manager</p> <p>Alternative Titles:</p> <ul style="list-style-type: none"> <li>• Body Corporate Manager</li> <li>• Strata Community Manager</li> </ul> <p>Provides administrative services to strata communities and manages designated functions relating to common property, such as lifts, basements, gardens, and roofs, on behalf of owners.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> <li>• Manages and coordinates the administrative functions of strata communities on behalf of owners</li> <li>• Implements and enforces rules, regulations, and maintenance schedules for common strata property</li> <li>• Oversees the maintenance and repair of common strata property such as roofs, lifts, basements, air conditioning, and heating systems</li> <li>• Collects levies and manages budgets and financial resources for the maintenance and repair of common property</li> <li>• Liaises with owners, tenants, and contractors to address issues and resolve disputes</li> <li>• Provides advice and guidance to owners and tenants on strata community rules and relevant strata title legislation and regulations</li> <li>• Represents the strata community in meetings, negotiations, and interactions with external stakeholders</li> </ul>

612113 Real Estate Agency Principal / Real Estate Agency Licensee

<b>Existing</b>	<b>Proposed</b>
<p>612113 Real Estate Agency Principal / Real Estate Agency Licensee</p> <p>Manages the overall activities of a real estate agency.</p> <p>Registration or licensing is required.</p> <p>Skill Level: 2</p>	<p>612113 Real Estate Agency Principal / Real Estate Agency Licensee</p> <p>Manages the overall activities of a real estate agency.</p> <p>Registration or licensing is required.</p> <p>Skill Level: 2</p> <p>Main Tasks:</p> <ul style="list-style-type: none"><li>• Develops and implements business strategies, budgets, policies, and procedures for the agency</li><li>• Oversees day-to-day operations, including property sales, leasing, and property management</li><li>• Manages and supervises real estate agents and support staff</li><li>• Establishes and maintains client relationships, including property owners, buyers, and tenants</li><li>• Sets sales targets and monitors performance</li><li>• Prepares and presents reports to stakeholders, including property owners and governing bodies</li><li>• Negotiates and finalises contracts and agreements with clients and other parties</li></ul>

## 612114 Real Estate Agent

### Existing

612114 Real Estate Agent

Coordinates the activities of real estate representatives in selling and leasing real estate, ensuring compliance with legislative requirements.

Registration or licensing is required.

Skill Level:

- 3 Australia
- 2 New Zealand

### Proposed

612114 Real Estate Agent

Coordinates the activities of real estate representatives in selling and leasing real estate, ensuring compliance with legislative requirements.

Registration or licensing is required.

Skill Level:

- 3 Australia
- 2 New Zealand

Main Tasks:

- Accepts and lists properties and businesses for sale and lease
- Conducts inspections and advises buyers on the merits of properties and businesses, and the terms of sale or lease
- Advises vendors of sales and marketing options, and develops and implements marketing strategies to promote properties for lease or sale
- Catalogues and details land, buildings and business for lease or sale, and arranges advertising
- Assesses buyers needs and locates properties and businesses for their consideration
- Prepares and presents property reports and market analysis, offers valuations and advice for buying and selling properties and businesses, and structures the terms of settlement
- Collects and holds rent payments from tenants and remits to owner on an agreed basis
- Monitors and addresses non-compliance with terms and conditions of tenancy and pursues rental arrears
- May arrange finance, land brokerage, conveyancing and maintenance of premises

## 612115 Real Estate Representative

<b>Existing</b>	<b>Proposed</b>
<p>612115 Real Estate Representative</p> <p>Alternative Titles:</p> <ul style="list-style-type: none"><li>• Real Estate Salesperson</li><li>• Real Estate Subagent</li></ul> <p>Arranges the conduct of real estate transactions such as sales and leasing, and assists buyers to find suitable properties, on behalf of an agency.</p> <p>Registration or licensing is required.</p> <p>Skill Level: 3</p> <p>Specialisation:</p> <ul style="list-style-type: none"><li>• Property Portfolio Officer</li></ul>	<p>612115 Real Estate Representative</p> <p>Alternative Title:</p> <ul style="list-style-type: none"><li>• Real Estate Salesperson</li></ul> <p>Arranges the conduct of real estate transactions such as sales and leasing, and assists buyers to find suitable properties, on behalf of an agency.</p> <p>Registration or licensing is required.</p> <p>Skill Level: 3</p> <p>Main Tasks:</p> <ul style="list-style-type: none"><li>• Assists clients in buying, selling, and leasing properties</li><li>• Negotiates and finalises sales and lease agreements</li><li>• Conducts market research to identify potential properties for clients</li><li>• Arranges property inspections and open houses for potential buyers</li><li>• Provides advice and guidance to clients on property values, market trends, and legal requirements</li><li>• Maintains and updates property databases and records</li></ul> <p>Specialisation:</p> <ul style="list-style-type: none"><li>• Buyer's Agent</li></ul>