



Your Career in Real Estate Begins Here
Information for students and school leavers

Message From Our CEO



Why REIQ



Benefits of Study with
the REIQ



Industry Connection



Study Your Way



Your Real Estate Career



Our Students



What to Expect in an
REIQ Course



Course Options



VET in Schools



Fees and Financial
Assistance



Contact Us



A Message From Our CEO

I am delighted to introduce you to REIQ's professional development program. With our industry-leading approach, we are committed to providing training that delivers more than just certification – you'll gain the practical knowledge and expertise needed for long-term success in real estate. Our innovative courses reflect the dynamic nature of today's property market, developing your capabilities to excel in both traditional and digital environments.

By choosing to study with REIQ, Queensland's peak industry body, you're immediately positioning yourself a step ahead in your career. You'll be learning from the very organisation that shapes industry standards and advocates for the profession, while joining a community of forward-thinking real estate professionals who share a commitment to elevating industry standards and creating positive outcomes for their clients and communities. As someone who has dedicated my career to advancing real estate practice I look forward to REIQ playing a vital role in your professional journey.

Antonia Mercorella

Chief Executive Officer Real Estate Institute of Queensland





Why REIQ?

The Real Estate Institute of Queensland (REIQ) is the peak body representing real estate professionals across Queensland.

We aspire to be a real step ahead, which means being committed to producing confident, knowledgeable, job-ready graduates. We're passionate about seeing you succeed in your studies and your career.

Whatever your career aspirations in real estate, REIQ offers the right training to help you succeed.

Our industry-recognised courses provide the foundation you need to build a rewarding career in your chosen field.

Because excellence in real estate begins in the classroom.

Benefits of Study with the REIQ



Industry-Leading Course Materials

Our award winning courses and training platforms are recognised for efficient learning and an improved student experience. You are guaranteed to start your career on the front foot to success.



Reputation

As Queensland's peak real estate body, REIQ is highly regarded by the industry for producing skilled, job-ready professionals. Our graduates are in high demand, with real estate agencies 60% more likely to hire professionals trained by REIQ.



Free One on One Student Support

Access FREE personal support sessions with our expert trainers during your studies to ensure you are supported every step of the way.



Expert Industry Trainers

Our expert trainers bring over a decade of successful real estate experience to the classroom. As active industry professionals, they share real-world insights and proven strategies to help you succeed.

Industry Connection:

Make the Most of Studying with the Peak Body

REIQ offers exceptional opportunities to jumpstart your real estate career through comprehensive professional support. Students receive FREE career networking events that provide direct access to credible agencies, allowing you to connect with industry professionals and potential employers in a relaxed, informal environment.

Additionally, graduates benefit from a FREE 12-month membership that facilitates a seamless transition from student to professional status, supporting your initial year in the real estate industry and setting you up for long-term success.



Study Your Way



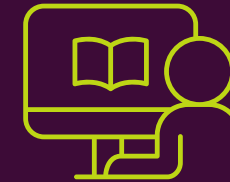
Face to Face

Join our expert trainers for our three to five day Face-to-Face classes. This allows students to deep-dive into the coursework with their trainer and network with other students. In-class students will still need to complete assessments outside of designated class hours.



Interactive online

Expert-led classes that provide the same support and guidance as our Face-to-Face delivery method — without the commute. Our online interactive option offers students hands-on guidance through live evening classes, meeting twice weekly for four weeks. All sessions are recorded, so you can catch up on any classes you miss.



Online learning

Our online learning options offers you an completely independent, self-guided options, so you can study in the ways and times that suit you. Complete your course at your own pace, in your own time.

Your Real Estate Career: Multiple Paths, Endless Opportunities

In real estate, your existing skills and experience can become the foundation of an exceptional career. Real Estate is an industry of endless possibility. Whether you're considering residential sales, commercial property, business broking, or becoming a buyers' agent, your expertise has more value than you might realise.



Property Management

Guide property owners and tenants through rental processes, maintenance, and compliance.



Commercial Agent

Specialise in commercial real estate, working with businesses to find, lease, or sell commercial spaces.



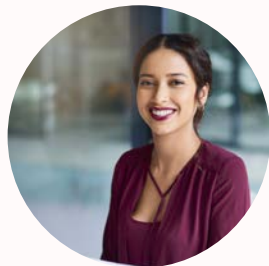
Business Broker

Facilitate the sale and transfer of businesses, connecting buyers and sellers in complex commercial transactions.



Sales Associate

Help clients buy and sell properties, build relationships, and negotiate transactions.



Office Administrator

Manage behind-the-scenes operations of a real estate agency, coordinating activities and supporting team success.



Buyers Agent

Represent property buyers, providing expert guidance through the purchasing process.



Real Estate Business Owner

Create and manage your own real estate agency, building a business around your expertise and vision.



Principal Licensee

Oversee agency operations, ensuring legal compliance and maintaining professional standards.

Our Students



“Real estate has given me endless opportunities—there’s no limit to what I can achieve. Studying with the REIQ gave me a great start, and now I own a growing agency.” Will Torres, CEO of Torres Property



“The comprehensive training and flexible study options offered by the REIQ have and continue to play a pivotal role in my industry learning, which is fundamental to being successful in my role.” Jo Korner, Head of Contracts and Legal, Place



What to Expect in an REIQ Course

An REIQ real estate course is your gateway to a dynamic career, whether you're new to the industry or looking to formalise your life experience into a professional qualification.

Course Structure

The Real Estate Registration Course is designed to give you a comprehensive foundation in real estate practice. The course can be completed at your own pace, with flexible study options to suit your schedule.

You'll Gain Comprehensive Knowledge of:

- Current real estate practices and market dynamics
- Property legislation and compliance requirements
- Client service excellence and relationship building
- Professional ethics and industry standards

Build Your Professional Foundation

- Expert negotiation techniques for property transactions
- Strategic networking within the real estate community
- Professional property presentation and marketing
- Ethical decision-making in real estate practice

Course Options

Registration

The Real Estate Registration course is the minimum requirement to begin a career in real estate. The course will provide you with the skills and hands-on learning and industry knowledge to confidently begin your new career in real estate.

Full License

The Real Estate Full Licence is the highest level of qualification available in the industry and allows you to work independently or open your own business. You'll cover everything in the Registration course plus learn about managing operational finances, tenant relationships and trust accounts.

Certificate IV

Strengthen your knowledge and progress your real estate career towards higher qualifications with a CPP41419 Certificate IV in Real Estate Practice. This course will enable you to graduate job ready with all the knowledge and skills required to succeed in the industry.

VET in Schools

Get job ready while still at school with the REIQ VET in School program! Vocational Education and Training in Schools (VETiS) gives Year 11, and 12 students the chance to earn real industry qualifications while completing their regular studies. Instead of just learning theory, you'll gain hands-on skills that employers actually want – making you job-ready from day one.

Course Structure

Complete your CPP41419 Certificate IV in Real Estate Practice through practical, bite-sized units that fit around your other Year 11 and 12 subjects, covering 18 units over 12 months. This comprehensive course goes beyond basic registration requirements, giving you advanced industry knowledge that sets you apart.

Benefits of VETiS

- Get ahead of the game – Graduate with both your QCE and industry credentials
- Study either at home or in allocated study periods, while undertaking their regular studies.
- Real-world experience – Learn skills that matter in the workplace
- Smooth transition – Bridge the gap between school and career

Perfect for Students Who

- Enjoy working with people
- Have strong communication skills
- Are interested in sales or business
- Want to understand investment and finance

The Real Estate Advantage:

- Growing industry – Property is always in demand
- Flexible careers – Sales, management, development, investment
- Counts toward your QCE – No extra study time needed
- University pathway – Credit toward business degrees

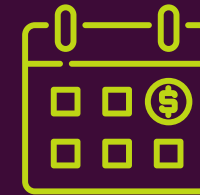
Fees and Financial Assistance

We believe nothing should stand between you and your real estate career goals. That's why we offer flexible payment options to help you get started sooner.



Study Now, Pay Your Way

Start your real estate journey today with payment arrangements that work for you with course fees spread across your study period.



Flexible payment schedules

Each course has its own payment options, whether you're studying online or in person.

**Talk to our team today to
discuss your future in real
estate.**

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