

CAREER OF THE WEEK: Estate Agent

What does an estate agent do?

If you enjoy meeting people, have a flair for negotiation, and are interested in property, a career as an estate agent could be perfect for you. Estate agents help people buy, sell, rent, and manage properties. Their day-to-day work involves showing homes to potential buyers or tenants, valuing properties, preparing marketing materials, negotiating deals, and guiding clients through the legal and financial process of property transactions. Essentially, they make the often-complex property market more accessible for everyone.



What can I expect to earn as an estate agent?

Earnings for estate agents can vary widely depending on experience, location, and whether you work for a large agency or run your own business. Entry-level estate agents often earn around £18,000–£22,000 per year, while experienced agents can earn between £25,000 and £40,000, with the potential to make significantly more through commission. High-performing agents, particularly in larger cities or in luxury property markets, can earn upwards of £60,000 annually.

What subjects should I study to become an estate agent?

There's no strict requirement for specific subjects, but studying English, maths, and business studies can be very useful. English helps with communication and writing clear property descriptions, maths is valuable for valuing properties and understanding mortgages, and business studies offers insights into marketing and sales strategies. Additionally, courses in law, economics, or IT can give you a helpful edge in understanding contracts, market trends, and property databases.

How can I start my career as an estate agent?

Most estate agents start their career either by joining an agency as a trainee or with a Level 3 apprenticeship in property services. Gaining practical experience is key, so work placements or internships in estate agencies can be invaluable. Some agents choose to study property management or related diplomas, which can help boost career prospects. Once you've gained experience, you might specialise in sales, lettings, or property management, and some agents go on to run their own agency. Success in this career depends on excellent communication skills, persistence, and a genuine interest in property and people.

If you're motivated, enjoy a fast-paced, social environment, and don't mind working evenings or weekends to meet clients, being an estate agent could be a rewarding and financially lucrative career.

To research local education, training, and apprenticeship opportunities that could lead to a career as an estate agent, visit our partner website www.logonmoveon.co.uk.

Details of relevant degree courses can be found on the UCAS website <https://www.ucas.com/>.

Other useful websites to find out more about a career as an estate agent:

National Careers Service – Estate Agent <https://nationalcareers.service.gov.uk/job-profiles/estate-agent>

Prospects - Estate Agent <https://www.prospects.ac.uk/job-profiles/estate-agent>

BBC Bitesize: How to become an estate agent <https://www.bbc.co.uk/bitesize/articles/zjyy2sg>

Propertymark <https://www.propertymark.co.uk/careers-learning.html>



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