





## **Core Skills:**

Real estate marketing(property types, market trends, and relevant laws and regulations)  
Sales and Negotiation Skills  
Customer Service  
Marketing and Advertising marketing strategies (online listings, social media marketing, and print advertising.)  
Communication Skills(written and verbal communication)  
Property Management(maintenance, lease agreements, and tenant relations)  
Legal and Regulatory Knowledge: (Stay up-to-date with local, state, and national real estate laws and regulations to ensure compliance in your transactions.)  
Financial Management: (property valuation, budgeting, and financial analysis.)  
Technology Proficiency(property management software, CRM systems, and online listing platforms.)  
Networking( access job opportunities and stay informed about market trends.)

## **Skill tree tailored to the mining industry, following the levels:**

### **Level 1: Foundation Skills**

Real Estate Fundamentals:  
Bachelor's degree in Property or Real Estate  
Courses in property valuation, real estate law, and market analysis

## **Level 2: Core Skills**

Specialization:(property management, property development, or real estate investment.)  
Customer Service  
Marketing and Advertising  
Local laws and policy.  
Financial Management:(Understand property finance, investment, and budgeting.)  
Technology Proficiency(CRM systems, and online listing platforms.)

## **Level 3: Specialized Skills**

Property Management:(maintenance, lease agreements, and tenant relations.)  
Property Development:(construction, land acquisition, and project management.)  
Real Estate Investment:(financial analysis, investment strategies, and risk assessment.)

## **Level 4: Advanced Skills**

Master's Degree  
Networking  
Leadership and Management  
Problem-Solving  
Negotiation Skills

## **Level 5: Licensing and Certification**

Real Estate Licensing  
Depending on your career path, obtain the necessary real estate licensing or certifications required in your state or territory in Australia.

## **Level 6: Continuing Education and Specialization**

Continuing Education:  
(Stay updated with industry trends and changes through ongoing education and professional development.)  
Advanced Specialization:  
(Consider advanced certifications or specializations in areas like sustainable real estate or commercial real estate.)

## **Optional Major Advice:**

Bachelor of Property or Real Estate( property valuation, property management, real estate law, and market analysis.)

Bachelor of Business (Property and Real Estate). (These programs often combine business fundamentals with real estate-specific coursework.)

Bachelor of Commerce (Property): (property investment, property development, and property finance.)