
21 JANUARY 2016

**UPDATE ON LICENSING AND REGISTRATION EXERCISE
FOR ESTATE AGENTS AND SALESPERSONS**

As at 1 January 2016, the Council for Estate Agencies (CEA) has licensed 1,369 estate agents and registered 29,262 salespersons. A total of 104 estate agents and 3,573 salespersons left the industry. In the past year, there were 1,299 new salespersons who joined the industry. This is a decrease from the 3,006 new salespersons in 2014.

2 The number of licensed estate agents and registered salespersons as at 1 January over the last three years is shown in Table 1.

	As at 1 Jan 2014	As at 1 Jan 2015	As at 1 Jan 2016
Number of salespersons	31,783	30,830	29,262
Number of estate agents	1,425	1,369	1,369

3 The number of new salespersons into the industry over the last three years is shown in Table 2.

	1 Jan - 31 Dec 2013	1 Jan - 31 Dec 2014	1 Jan - 31 Dec 2015
Number of new salespersons	3,336	3,006	1,299

4 Commenting on the overall decrease in the number of registered salespersons, Mr Heng Whoo Kiat, Director, Policy & Licensing, CEA, said, "This could be a reflection of the property market sentiments." He added that salespersons are also probably mindful of the cost of being in the industry. Under CEA's regulatory framework, salespersons are obliged to commit time and resources to meet the continuing professional development requirements for annual renewal of their registration. As for new entrants to the industry, they have to complete a course and pass a qualification examination.

About Council for Estate Agencies

The Council for Estate Agencies (CEA) is a statutory board established in 2010 under the Estate Agents Act to regulate and promote the development of a professional and trusted real estate agency industry. The key responsibilities of CEA are to license estate agents and register salespersons, promote the integrity and competence of estate agents and salespersons, and equip consumers with the necessary knowledge to make informed decisions in property transactions. For more information, please visit: www.cea.gov.sg.