

Wednesday 23 May 2018

### **Opportunity for school students to try their hand at real estate auctioneering**

The Real Estate Institute of the ACT (REI ACT) is calling on budding young auctioneers to take part in a unique opportunity it is offering school students in the ACT – free training in the art of auctioneering as part of its annual Schools Auction Competition.

Many young Canberrans nearing the end of school have no clear idea of what they want to do – 22-year old Canberran Jenny Dunley was in this place.

“All I knew is that I wanted a ‘proper’ job that paid decent money so I was pleased when I managed to get a job as a PA with a local real estate agency. It wasn’t long before I realised that the whole real estate space was something that I was interested in. I found myself looking in the real estate guides on what was for sale and what had been sold. Eventually I decided to actually undertake training to become a registered salesperson,” she said.

It wasn’t long before Jenna was intrigued with the world of auctioneering and joined the REI ACT Auctioneering Chapter which is a group of local professional auctioneers that meet weekly to hone their skills and mentor those new to the profession. She then undertook the necessary training and licencing to become a qualified auctioneer. Last week she took the brave step of entering the novice category of the national Apollo Auctioneering Competition, and won!

“Though really fun, it was the most nerve wracking thing I’ve ever had to do – a whole new level of nerves!”

The very next day she called her first real auctions. “The first one was passed in which was stressful but the second one went for \$75,000 over the reserve. It was a very exciting day – not to mention a high point in my career.”

Jenna said that the decision to make real estate her career was an easy one.

“Not only do you get to see a lot of great houses, but I also meet a lot of people – every day is different. And if you’re good, you can also make a lot of money.”

“I wish I’d had this opportunity for the training and competition while I was still at school,” she said.

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The Real Estate Institute of the Australian Capital Territory (REI ACT) is the leading professional body for the real estate industry in the ACT – operating since 1974. Its mission is to enhance the standard of education, knowledge, professional development and business practice for members and the wider community.

Organiser of the competition is REI ACT Director Sandra Masters who is passionate about the industry and in particular about the art of auctioneering. Sandra is keen to ensure that the industry continues to attract the right people who are trained as professionals to undertake this very skilled role in the industry.

“Auctioneering gives you a chance to be a part of what can be the biggest day in some people's lives. It can be a stressful time and I love being able to set their minds at ease and surpass their expectations.

“In the current selling climate more properties are now being sold through auction, so it's not an industry that is going to fade away anytime soon,” she said.

The competition is providing a unique opportunity for ACT students:

- Scholarship for Certificate of Registration (Real Estate) valued at \$1,690
- 8 x 1 hour weekly training sessions with qualified award winning practitioners
- Winner and chaperone flown to compete in the Australasian championships in NZ in October 2018

Entries to enter the competition close 1 June. For further information contact Sandra Masters on 0416 121 155



*Jenna Dunley, real estate award winner at the age of 22 is well on her path to a career in real estate.*

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