

More than 10,000 real estate agents active in Belgium

September 2017 will mark a milestone in the real estate sector. Indeed, our country now counts 10,041 real estate agents. This figure has been growing since 2011. At the time, they were 8840. By the end of 2016, they were 9887.

Today there is 1 real estate agent for 1,140 inhabitants. Despite strict access conditions and a lifelong training obligation throughout the career, our profession continues to attract young people as well as those wishing to reorient their careers. The market is not a regulated market, it remains more than ever competitive and attractive.

Stefaan Leliaert, IPI-BIV President: ***"Whatever the number of real estate agents, the IPI-BIV ensures that each of them exercises the profession at an optimum quality level. Thanks to the Institute, real estate agents are bound by a code of ethics, they are insured and must constantly remain up to date. They can thus offer, among other things, commercial, urbanistic, legal and/or tax assistance to individuals who carry out real estate transactions."***

The professional title of real estate agent and the exercise of the profession have been regulated since 1993. Each real estate agent must be registered by the IPI-BIV. This registration is obtained after having completed an internship for minimum one year and after having passed a practical aptitude test (written and oral).

Who are they and where are they?

The average age of real estate agents (fully trained professionals and trainees) is 46 years. They can be split up into 70% of men for 30% of women or 58% of Dutch-speaking and 42% of French-speaking members. Currently, the largest concentration of real estate agents is in Brussels (1,845 people). Followed by the provinces of *West-Vlaanderen* (1513) and *Antwerpen* (1339) on the Dutch-speaking side. On the French-speaking side, the first province is *Brabant Wallon* (696 people) followed by the *Hainaut* (688 people) and *Liège* (648 people).

Broker, property manager (condominium manager) or both?

In terms of specialization, 4,367 real estate agents are only brokers, 275 only property managers and 5399 are registered in both columns (brokers and property managers).

Nicolas Watillon, IPI-BIV Vice-President: ***"Even if their numbers increase slightly, there are still too few property managers. In this context where the number of residential condominiums will continue to grow and with them, the hazards of living in a community, the profession of property manager still has beautiful days lying ahead."***

**1 real estate agent for 1.140 inhabitants.
30% women, 70% men.
42% French-speaking, 58% Dutch-speaking.
Almost 1/5th of all real estate agents are located in the Brussels-Capital Region.
Far more brokers than property managers.**