



SAARTHI • सारथी

करियर मार्गदर्शन पोर्टल • Career Guidance Portal

"सही मार्गदर्शन, उज्ज्वल भविष्य।"

करियर शीट • CAREER SHEET

रियल एस्टेट एजेंट

Real estate agents connect buyers and owners for sale, purchase and rent of homes, shops and land. A strong network and trust are the real capital of this profession.



Scan for everything on this career

Salary, exams, colleges, the routes in and the steps after — all on the portal.

career.gsssjethantri.in/#/career/gen-6743

राजकीय उच्च माध्यमिक विद्यालय, जेठन्तरी

Govt. Sr. Sec. School, Jethantri • ब्लॉक समदड़ी • बालोतरा (Block Samdari • Balotra)

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सुशील कुमार शर्मा

प्रधानाचार्य, रा.उ.मा.वि. जेठन्तरी • मास्टर ट्रेनर
Principal, GSSS Jethantri • Master Trainer



श्री चेनाराम चौधरी

प्रधानाचार्य, डाइट बाड़मेर
Principal, DIET Barmer



श्रीमती संघमित्रा

वरिष्ठ व्याख्याता, डाइट बाड़मेर (सहयोग)
Sr. Lecturer, DIET Barmer (Support)



भरत चौधरी

अभिकल्पना व विकास • व्याख्याता (इतिहास)
Designed & developed • Lecturer (History)

विशेष धन्यवाद • SPECIAL THANKS



सुरेन्द्र सिंह राठौड़

व्याख्याता (इतिहास) • रा.उ.मा.वि. कानाना



सुरेश कुमार सैन

व्याख्याता (भूगोल) • रा.उ.मा.वि. रामसीन मूंगड़ा



वनिता कुमारी

व्याख्याता (इतिहास) • रा.उ.मा.वि. रामसीन मूंगड़ा



कमलेश चौधरी

व्याख्याता (राजनीति विज्ञान) • रा.उ.मा.वि. टापरा

करियर मार्गदर्शन कार्यशाला, डाइट बाड़मेर (14-17 जुलाई 2026) में विकसित व लोकार्पित
Developed & unveiled at the Career Guidance Workshop, DIET Barmer (14-17 July 2026)

यह एक स्वतंत्र परियोजना है, जो सरकार की आधिकारिक करियर-मार्गदर्शन सामग्री पर आधारित है। • An independent project based on the Government's official career-guidance content.

1 About this career

Real estate agents connect buyers and owners for sale, purchase and rent of homes, shops and land. A strong network and trust are the real capital of this profession.

2 At a glance

Minimum qualification	Class 12 in any stream; graduation and RERA agent registration are an advantage
Work mode	Field job with daily local travel for site visits and client meetings
Demand	Good demand from growing property markets in cities like Jaipur, Jodhpur and Udaipur
Top earning	With commissions, successful agents can earn above ₹2,50,000 per month

3 What you need

INTERESTS

- Enjoy selling and closing deals
- Comfort in talking to all kinds of people
- Curiosity about localities and areas of your city

ABILITIES

- Ability to convince and persuade people
- Trustworthy conduct and patience
- Negotiation and bargaining skills

KEY SKILLS

- Understanding of property market and prices
- Knowledge of RERA rules and documentation
- Deal negotiation and follow-up
- Building and maintaining a client network
- Digital marketing and use of property portals
- Local language and communication skills

4 How to get there

- 1 Complete Class 12 in any stream.
- 2 Graduate in business administration, marketing, sales or a real-estate related subject.
- 3 Register as a real estate agent with Rajasthan RERA; it is legally required.
- 4 Start with a brokerage firm, builder or property portal to gain experience and network.
- 5 Later, do an MBA/PG diploma in real estate or marketing, or open your own agency.

MAIN EXAMS

- CUET-UG for UG admission in central universities
- CAT/CMAT for MBA admission

5 Where to study

GOVERNMENT INSTITUTES

- आर.ए. पोदार प्रबंधन संस्थान, राजस्थान विश्वविद्यालय — Jaipur, Rajasthan (<https://www.uniraj.ac.in/>)
- मालवीय राष्ट्रीय प्रौद्योगिकी संस्थान - प्रबंधन अध्ययन विभाग — Jaipur, Rajasthan (<https://www.mnit.ac.in/>)
- जय नारायण व्यास विश्वविद्यालय — Jodhpur, Rajasthan
- दिल्ली विश्वविद्यालय - वाणिज्य व प्रबंधन — Delhi

PRIVATE INSTITUTES

- एमिटी यूनिवर्सिटी — Jaipur, Rajasthan
- मणिपाल यूनिवर्सिटी — Jaipur, Rajasthan
- आरआईसीएस स्कूल ऑफ बिल्ट एनवायरनमेंट, एमिटी — Noida, Uttar Pradesh

ONLINE

- इग्नू - प्रबंधन व विपणन कार्यक्रम — Distance learning (<https://www.ignou.ac.in/>)
- स्वयं पोर्टल - मार्केटिंग व प्रबंधन कोर्स — Online (<https://swayam.gov.in/>)

FEES

Graduation and management courses cost about ₹1,00,000-9,00,000; much lower in government institutes. RERA agent registration fee is separate.

SCHOLARSHIPS

- राष्ट्रीय छात्रवृत्ति पोर्टल (NSP) (<https://scholarships.gov.in>)

- राजस्थान उच्च शिक्षा विभाग छात्रवृत्ति (<https://hte.rajasthan.gov.in/>)
- बडी4स्टडी छात्रवृत्ति पोर्टल (<https://www.buddy4study.com/>)

6 What the work is like

WHERE YOU WORK

Real estate agencies, construction companies, developers, housing firms and property portals; self-employment is also open.

WORK CULTURE

It is a field job; local travel is routine and you may work evenings or holidays to suit clients. A large part of income comes from commissions.

WHO HIRES

- | | |
|--|---------------------------------|
| • ANAROCK | • Square Yards |
| • Portals like Magicbricks and 99acres | • Local builders and developers |
| • Property brokerage firms | • Your own agency |

DEMAND (2026)

With RERA improving transparency and cities expanding, demand for registered professional agents keeps rising in 2026.

7 Career growth

- 1 Estate sub-agent
- 2 Real estate agent
- 3 Property dealer / team leader
- 4 Property manager / agency owner

EARNINGS

Starting	₹15,000-25,000
Mid level	₹30,000-70,000
Senior level	₹1,00,000-2,50,000+

Besides salary, every deal earns commission, so there is no real upper limit on income.

8 The good parts · The challenges

The good parts

- Low-cost entry and unlimited commission income
- Path to self-employment and your own agency
- Opportunities open to all, including persons with disabilities

The challenges

- Irregular income; earnings dip when deals do not close
- Directly hit by market slowdowns
- Building trust takes time

9 Real-life journeys

Ravi Kewalramani

Real estate agent and director of RK Mumbai Realtors

Mumbai broker Ravi became one of India's best-known agents by showing homes through Instagram reels, multiplying his deals via social media.

afaqs! · <https://www.afaqs.com/news/social-media/chat-with-ravi-kewalramani>

Neetu Arya

Real estate agent in Gurugram

Neetu, 43, closes luxury home deals in Gurugram purely through references and networking; The Hindu featured her in its report on women brokers.

The Hindu · <https://www.thehindu.com/society/women-real-estate-brokers-india/article35898284.ece>

10 If this route does not work out

One exam or one attempt does not close the door. The same subjects also open these routes — entry is usually easier, and you can return to this field later.

- Office Administrator
- Contract Administrator
- Property Manager

11 Sources & further reading

1. Rajasthan Career Guidance Portal - Real Estate Agent — <https://cg.rajasthan.gov.in/careerguidance/hi/career/%e0%a4%b0%e0%a4%bf%e0%a4%af%e0%a4%b2-%e0%a4%8f%e0%a4%b8%e0%a5%8d%e0%a4%9f%e0%a5%87%e0%a4%9f-%e0%a4%8f%e0%a4%9c%e0%a5%87%e0%a4%82%e0%a4%9f-real-estate-agent/>
2. RERA Rajasthan - Agent Registration — <https://rera.rajasthan.gov.in/>
3. National Career Service (NCS) — <https://www.ncs.gov.in/>
4. NIRF Rankings — <https://www.nirfindia.org/>



And 770+ more careers — the whole portal

Interest and aptitude tests, government jobs, skill courses and a CV builder — free, no login, and it works offline.

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