



FEDERICO RANUZZI de' BIANCHI

FIAIP FOREIGN NATIONAL DELEGATE



REAL ESTATE REGULATION IN ITALY

MAIN ASPECTS OF THE ACTIVITY
OF REAL ESTATE AGENTS



HOW TO BECOME A REAL ESTATE AGENT

The access to the R.E. profession is regulated by the 39/1989 Law and these requirements:

- ✓ Have a high school diploma
- ✓ Complete mandatory course of about 200 hours
- ✓ Pass written and oral exams
- ✓ Sign up with the local Chamber of Commerce
- ✓ Buy an insurance policy that covers the activity
- ✓ File the forms at the local Chamber of Commerce

WHAT DOES THE REAL ESTATE AGENT/BROKER DO?

- ✓ There is no distinction between real estate agent or broker.
- ✓ The R.E. agent works for both the seller and the buyer.
- ✓ The fee is split between the seller and the buyer.
- ✓ The R.E. agent provides services for both sales and leases.

WHAT DOES THE REAL ESTATE AGENT/BROKER DO?

The Law n. 37/2019 has redefined the ability for R.E. Agencies that can now offer more services:

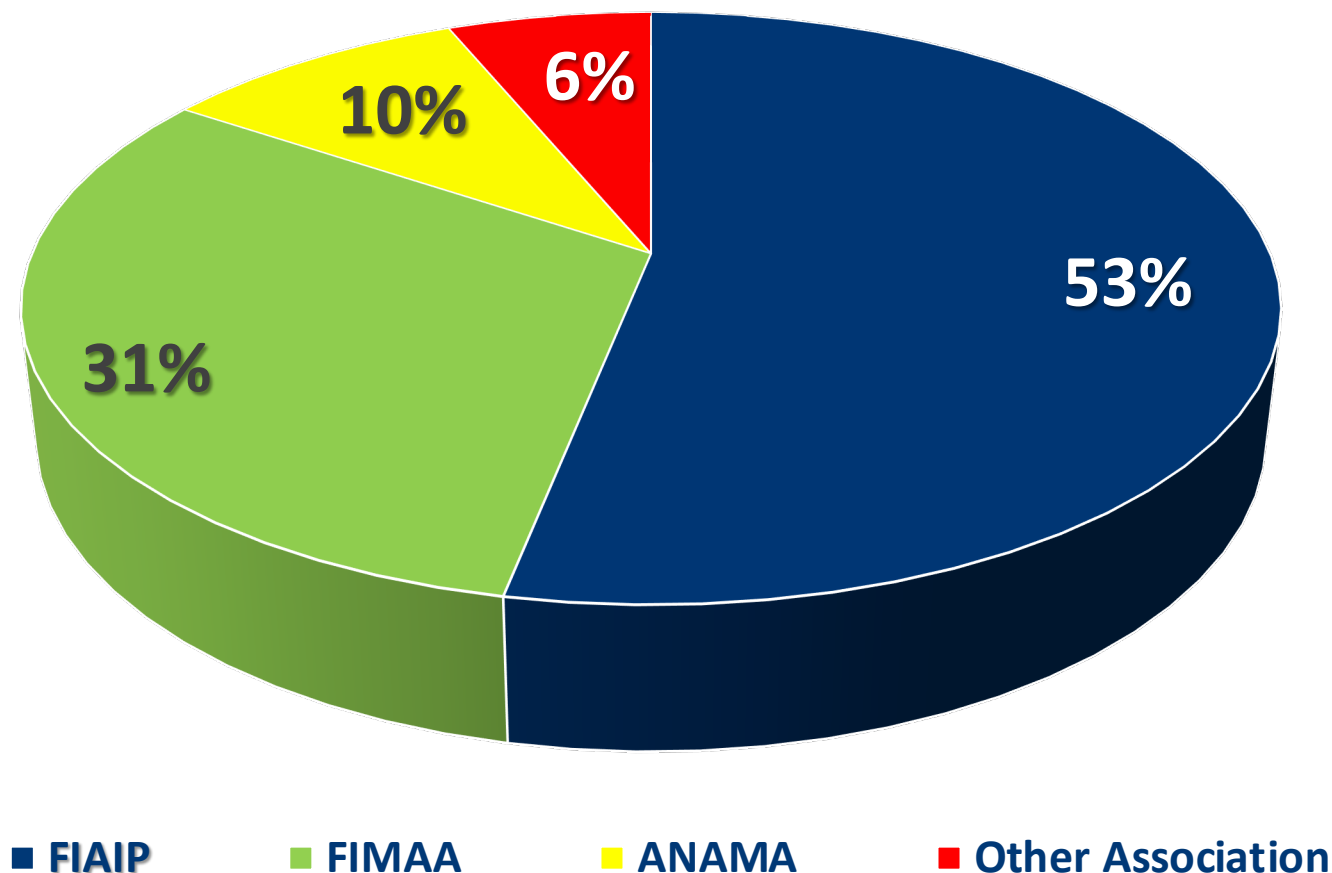
- ✓ mortgage broker consultancy
- ✓ insurances broker consultancy
- ✓ property management
- ✓ services for tourist rentals
- ✓ ...

FIAIP IMPROVES EDUCATION FOR R.E. AGENTS

- ✓ In 2017 the FIAIP President, Mr. Baccarini announced the project **UNAFiaip**.
- ✓ In 2018 FIAIP was the first and only Federation that wrote, together with **UNI** (Italian standardization body), the **40:2018** Practice.
- ✓ The 40:2018 Practice is a detailed description of the professional activity of the R.E. Agent including the service level agreement and professional relationship with both clients and colleagues.
- ✓ From 2018 FIAIP has provided the **UNAFiaip** training for more than 1,300 of its members all over the country.
- ✓ In 2019 FIAIP signed an agreement with **Intertek** (a leading Total Quality Assurance provider to industries worldwide), to get the certification for both teachers and R.E. Agents attending the courses.
- ✓ In order to maintain the Certification by Intertek, the R.E. Agents must attend a minimum of 20 hours of training courses each year.

FEDERATIONS OF REAL ESTATE AGENTS IN ITALY

FIAIP, with nearly 9,000 members, is the leader among Real Estate Agent Federations.





GRAZIE