

# The Tenerife Professionals

## Real Estate Agents in Tenerife

### What Obligations Do Real Estate Agents Have Towards Their Clients?

First, it is important to understand the qualifications required to become a real estate agent in Spain:

In Spain, the profession of real estate agent is currently less regulated compared to other countries, such as Germany or France. Until 2000, a state license was required, but this requirement was abolished as part of market liberalization. However, there are certain recommended steps to becoming a successful real estate agent. Below is an overview of the key information regarding education and certifications:

#### 1. Official Requirements and Registration

- The profession is generally unregulated: There is no mandatory education or exam required to become a real estate agent.
- Special regional regulations: In some autonomous communities (such as Catalonia), specific regulations exist. For example, agents must register in the Registro de Agentes Inmobiliarios (Real Estate Agent Registry). Similar regulations apply in other regions, such as Andalusia and Valencia.

#### 2. Recommended Education and Qualifications

Although no specific education is legally required, the following courses and certifications can help agents work more professionally and build customer trust:

- Diploma en Gestión Inmobiliaria: Real estate management programs offered by technical schools or specialized institutions.
- Certificates from professional associations:
- API (Agente de la Propiedad Inmobiliaria): While not mandatory, membership in this association ensures high-quality standards and access to ongoing education.
- AICAT (Catalonia): In Catalonia, registration and training through this association are required to practice as an agent.
- Training in law and taxation: Courses on Spanish real estate law, tax regulations, and urban planning rules are highly recommended.
- Sales and marketing courses: Skills in negotiation, CRM systems, and online marketing are particularly valuable.

#### 3. Professional Associations and Networks

- COAPI (Colegio Oficial de Agentes de la Propiedad Inmobiliaria): This organization promotes professional development in the industry and offers education and networking opportunities.

---

Please contact:

[info@die-teneriffa-profis.es](mailto:info@die-teneriffa-profis.es)

Gerrit Scharke +34 681 354 081 / Amanda Lenzlinger +34 682 792 839

- API and other regional associations: Membership in such associations enhances credibility and provides access to exclusive property listings and legal support.

#### 4. Required Soft Skills and Language Proficiency

In tourist regions, fluency in English or other foreign languages is advantageous for working with international buyers. Additionally, communication skills, negotiation abilities, and knowledge of digital marketing tools are crucial for success.

---

---

#### Conclusion

On Tenerife, no certificate, license, or formal education is required to work as a real estate agent! Don't be fooled by friendliness alone.

You may have noticed that many agents lack proper property listings or present inadequate ones. When you encounter true professionals on Tenerife, their property descriptions are detailed, and they can answer 99% of your questions immediately—or, if not, they promptly gather the necessary information. Furthermore, you can identify professionals by their openness in discussing a property's negative aspects.

Thus, real estate agents have no specific obligations to either buyers or sellers—they act as intermediaries. Always verify the claims made by agents, no matter how convincing they may sound.

There are excellent real estate agents on the island, but there are also varying levels of professionalism. Always stay vigilant—after all, it's your hard-earned money at stake.

If you have any further questions or need assistance, ***The Tenerife Professionals*** are here to help.

---

---

This information was last updated on 01.09.2024.

#### Disclaimer

The contents of this website/document are for general information purposes only and have been created with the greatest care. However, no liability is assumed for the accuracy, completeness and topicality of the information provided. The information does not constitute legal, tax or other professional advice and does not replace individual advice from qualified professionals.

---

Please contact:

[info@die-teneriffa-profis.es](mailto:info@die-teneriffa-profis.es)

Gerrit Scharke +34 681 354 081 / Amanda Lenzlinger +34 682 792 839