



Registration for Estate Agents Qualifying Examinations

(20 May 2006) The Estate Agents Authority (EAA) today announced that the upcoming Estate Agents Qualifying Examination (EAQE) and Salespersons Qualifying Examination (SQE) will be held on 20 July 2006 (Thursday). The Hong Kong Examinations and Assessment Authority (HKEAA) will accept registration by post from 30 May to 12 June, and registration will be held in person from 20 June to 26 June.

Entry forms for the 20 July Qualifying Examinations may be obtained at the following locations starting from 22 May:

1. Estate Agents Authority: 48/F, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong
2. Hong Kong Examinations and Assessment Authority (Southorn Centre): 12/F, 130 Hennessy Road, Wanchai, Hong Kong
3. Hong Kong Examinations and Assessment Authority (San Po Kong Sub-office): 3/F, 17 Tseuk Luk Street, San Po Kong, Kowloon

Applicants for the examinations may register at HKEAA (San Po Kong Sub-office) mentioned above. The registration fees for EAQE and SQE are HK\$600 and HK\$500 respectively. For enquiries, please call the HKEAA hotline at 2328 0061 or visit its website, www.hkeaa.edu.hk.

Candidates should note that starting from the 20 July, a new format will be brought in for the SQE to raise the standard of new practitioners.

The new SQE will entail three main changes:

- 1. The new SQE will consist of two parts. Candidates will be required to pass both parts in order to qualify.**

Part I will test a candidate's knowledge of various sections of the syllabus. Part II will feature one or two comprehensive case studies portraying a real-life client situation, which will test the



practical knowledge expected of salespersons, including their interpretation of a land search. Candidates will be required to pass both parts in order to qualify. The past SQE was assessed as a whole. This allowed a candidate with a high overall mark to pass even if he/she performed poorly in important areas such as land search.

2. The new SQE will last 2 hours 30 minutes.

To compensate for the more difficult features of the new examination and to allow sufficient time for comprehension of the case studies in Part II, the new SQE will be extended from its current length of 1 hour 15 minutes to 2 hours 30 minutes.

3. All Qualifying Examinations will use a paper-based format.

To accommodate the new SQE requirements (which include case studies), the new SQE will be offered in a paper-based format only. All entrants will be required to sit the paper-based examination.

After the 20 July Qualifying Examinations, the next EAQE and SQE will be held on 9 November 2006.

EAA will increase the frequency of the paper-based EAQEs and SQEs from the existing three times a year to four times a year, starting from 2007. To allow those interested in joining the estate agency trade to take both the EAQE and SQE at around the same time, the two examinations will be held in the same month (March, June, September and December) but on different dates.

Last month, EAA published a new Examination Handbook (Handbook), which contains the syllabi of both examinations, sample questions and answers, and information on registration procedures. The Handbook is also available as a download through the EAA website, www.eaa.org.hk.

Passing the Qualifying Examinations is one of the requirements for obtaining an estate agent's or a salesperson's licence. For enquiries about the examinations, the public may call the EAA Professional Development hotline at 2150 2468 or visit the EAA website.



A total of 1,005 candidates sat the EAQE on 23 March 2006 and 186 candidates passed, representing a pass rate of 18.5%. Five candidates passed the examination with commendation. The average pass rate for the three EAQEs held in March, July and November 2005 was about 29%.

The average pass rate of the SQE in the first quarter of 2006 was 77.4%. (There will be no SQE in the second quarter of 2006). The average pass rate of the SQEs held in 2005 was 73.5 %.

Candidates who took the Qualifying Examinations in the first quarter of 2006 but have not yet received notification of their results are advised to contact HKEAA at 2328 0061.

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