

Charles Tarbey

Chairman of CENTURY21 Australia

Charles began his career in the industry in 1973 as an Assistant Property Manager. With his age against him, Charles found it difficult to obtain a sales position until an agent gave him the opportunity to start. It was here at the age of eighteen that Charles sold his first home.

Three years later, Charles opened a Real Estate business with the equity gained through a home he had previously purchased.

Very early in his career he discovered the essential need for initial and ongoing training. He then commenced compulsory Monday night training for all employees and it was during this period that he developed the “5 Laws of Real Estate”.

Prospecting for business became a daily ritual for all, including him. As his team grew, they cornered the home sales market and became leaders in pre-selling homes from plans. They were now the largest Real Estate Sales organisation in the entire district, having five agencies located in Western Sydney, New South Wales, Australia.

It was in March 1983, he embarked upon his biggest challenge and commenced Combined Real Estate, which became a well known Sydney and New South Wales Real Estate Franchise Network, that Charles built to 56 offices strong. After being approached by CENTURY 21 International in September 1993, Charles Tarbey merged his company with CENTURY 21 Australia in July 1994.

On Friday 29th September, 1995 Charles purchased the balance of the Australian arm of the CENTURY 21 Network, bringing the company back to 100% Australian Ownership.

Since his takeover, CENTURY 21 Australia has risen to become the fastest growing Real Estate Franchise Network in the country. On average, one new agency opens each week.

Charles Tarbey is also the founder of Australian Franchise Systems (AFS). AFS is a national provider of consumer and business services, formed specifically for the purchase of well known brands operating in a variety of business segments.

In 1998, AFS acquired the franchise offices operating under Laing & Simmons Pty Ltd (Queensland) and the Myles Pearce Network, South Australia’s largest independent Real Estate chain.



In 2000, CENTURY 21 Australia Pty Ltd became a shareholder in CENTURY 21 New Zealand.

In 2005, AFS acquired the 47 office network of Wilson Pride, one of Victoria's most prominent and long standing boutique real estate agencies.

This now sees CENTURY 21 operating hundreds of offices throughout the Australasian region.

Charles Tarbey, is a man with vision, a vision that he continually shares with his industry peers. During his career, Charles has trained thousands of sales, secretarial and management people. Many whom have gone onto become successful entrepreneurs. He regularly addresses business leaders and is a frequent lecturer travelling all over Australia, sharing with the industry his ideas and concepts developed over his three decades in Real Estate.

In 2002 Charles opened "The Concept Office" and it is from this office that he researches and develops cutting edge Real Estate practices and procedures.

Charles Tarbey is also the author or two Real Estate books, '*Profit Driven Real Estate*' and '*Listing Rich*' which have been recognised by the Industry as compulsory text.

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