

CPP41419 Courses

How to become a real estate agent in Australia

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Choose a role, understand state requirements and plan your training, application and first job.

For new entrants exploring a real estate career anywhere in Australia. Educational information only; no licence or job guarantee.

Start with a role, then choose the legal pathway

To become a real estate agent in Australia, choose where you want to work and which duties you want to perform. Then match the training, application and supervised-work requirements for that jurisdiction. There is no single Australian real estate licence. An employed entry role, a fuller individual agent authority and responsibility for running an agency are different stages.

Sales work can involve meeting sellers and buyers, marketing property, organising inspections and progressing transactions. Property management focuses on relationships with rental owners and tenants, inspections, records, maintenance and tenancy processes. Both need clear communication, organisation and ethical judgement. Ask agencies what a normal week looks like before choosing your course.

- Choose the state or territory where you intend to practise.
- Write down the functions you want to perform, not just the job title.
- Check the entry authority and suitability rules before paying for training.
- Treat auctioneering, strata, business broking and stock-and-station work as separate checks.

Understand the course and the permission to work

The Certificate IV in Real Estate Practice, CPP41419, is a national qualification, not a licence. It contains 18 units: five core and 13 electives, including the required elective-group packaging. A regulator may require specific electives, extra units, local-law content, experience or an examination. A statement of attainment for an entry-unit subset is not the full Certificate IV.

Official sources: [AUQUAL](#)

The course code identifies what you study. An RTO number identifies a registered training organisation. Your personal registration or licence is a separate authority granted under local rules. Look for the plain-English title first, then use the code and official unit list to confirm that the offer matches your intended pathway.

- Ask the regulator which authority fits your planned duties.
- Ask the RTO for a unit-by-unit map to that requirement.
- Check whether you receive a full qualification, statements of attainment, or both.
- Ask what additional study is needed if you later move into business ownership.

A nationally recognised qualification can help document learning across Australia. It does not automatically permit practice in every state. If you already hold an interstate authority, check the destination's recognition route, notification rules, conditions and local-law requirements.

Choose your state or territory

- New South Wales: The usual starting point is an assistant agent certificate of registration.
- Victoria: For a first agent's representative role, the standard pathway requires the prescribed 18-unit Certificate IV in Real Estate Practice, completed within the last five years.
- Queensland: To work as an employed real estate salesperson, apply for registration after completing the 12 prescribed training units.
- Western Australia: A sales representative must be registered and work under a licensed agent or registered developer.
- South Australia: A sales representative works for a registered land agent and must register with Consumer and Business Services.
- Tasmania: A property representative usually passes the Board-administered examination within the previous two years before applying for a licence.
- Australian Capital Territory: An assistant agent must be registered, be at least 18 and be employed by a licensed agent.
- Northern Territory: An agent's representative is an employee of a licensed real estate or business agent.

Official sources: J1, J2, J3, J4, J5, J6, J7, J8

Open the matching jurisdiction guide for the application steps, supervised-work requirements and progression route. Two important patterns are worth noticing: some jurisdictions permit a limited entry pathway while further study continues, while others require the full prescribed qualification before the usual representative role. Neither pattern removes suitability checks or the need for the right authority.

Plan around your actual starting date. For example, Victoria's direct representative-registration changes begin on 25 November 2026, while its new annual CPD requirements begin on 1 April 2027. Use the dated Victorian guide when planning work across that transition.

Official sources: AUCHANGE

Build a realistic budget and timetable

Ask for a written course quote that separates tuition, administration, materials and equipment. Add required assessment, extension or repeat-attempt charges where applicable. Compare the total amount payable under an instalment plan with the upfront price. Record missing amounts as unknown rather than zero. Funding conditions should name the scheme and the eligibility checks.

Government charges are separate from tuition. Depending on the pathway, your budget may include an examination, registration or licence application, police checks, renewal and continuing professional development. Running an agency can add insurance, trust-account and business-compliance costs. Use the current regulator fee schedule for the authority and term you are applying for.

Keep three clocks separate: study, prescribed experience and application processing. Self-paced study still depends on your available time, assessment access and feedback. A minimum experience period cannot normally be replaced by faster coursework. An agency start date should allow for the decision and any requests for further documents.

- Make a weekly study plan with time for practical work and corrections.
- Ask how much workplace access or participant support the assessments need.
- Check the access period, extension rules and refund terms.
- Allow a reserve for costs and time that have not yet been confirmed.

Prepare for your first role and continuing work

A useful first employer conversation covers supervision, training support, duties, hours, travel and pay. Ask who reviews your work, how difficult client matters are escalated and how required experience is recorded. Clear expectations help you learn safely and build dependable work habits.

Commission-only employment is not an unrestricted beginner option. The Real Estate Industry Award has specific eligibility, agreement and minimum-income conditions. Check your classification and current entitlements with Fair Work rather than treating gross sales commission as take-home pay. An ABN alone does not establish contractor status or authorise licensed work.

Official sources: [AUAWARD](#)

- Wait for the required authority before carrying out regulated tasks.
- Read your conditions and keep a copy where you can find it.
- Track supervised experience and obtain sign-offs while the work is fresh.
- Calendar renewal, CPD and reporting obligations for your own jurisdiction.
- Keep client information secure and follow the agency's approved processes.

Build a learning record, not a promise about future earnings. Save completed training, feedback, experience evidence and professional-development records. These can support a later application, but the regulator still decides whether you meet the relevant requirements.

Your next steps and official sources

- Read the guide for the state or territory where you plan to work.
- Write down the authority, training and application evidence required for your chosen role.
- Use the course-cost checklist to obtain a written itemised quote.
- Compare the RTO's unit list and practical assessment arrangements with your needs.
- Confirm supervision, pay and duties before accepting a role.
- Check effective dates and fees again when you are ready to apply.

The career guides explain entry to work and progression. The separate CPP41419 student guides focus on choosing and understanding training. Read both if you are deciding whether the full Certificate IV or a role-specific unit pathway is right for your plans. Individual eligibility questions belong with the regulator; course-delivery questions belong with the training provider.

AUQUAL · [National Training Register — Certificate IV in Real Estate Practice](#)
training.gov.au · Checked 8 October 2026

AUAWARD · [Fair Work — Real Estate Industry Award 2020](#)
awards.fairwork.gov.au · Checked 8 October 2026

J1 · [New South Wales — official entry authority](#)
www.nsw.gov.au · Checked 8 October 2026

J2 · [Victoria — official entry authority](#)
www.consumer.vic.gov.au · Checked 8 October 2026

J3 · [Queensland — official entry authority](#)
www.qld.gov.au · Checked 8 October 2026

J4 · [Western Australia — official entry authority](#)
www.wa.gov.au · Checked 8 October 2026

J5 · [South Australia — official entry authority](#)
www.sa.gov.au · Checked 8 October 2026

J6 · [Tasmania — official entry authority](#)
propertyagentsboard.com.au · Checked 8 October 2026

J7 · [Australian Capital Territory — official entry authority](#)
www.accesscanberra.act.gov.au · Checked 8 October 2026

J8 · [Northern Territory — official entry authority](#)
nt.gov.au · Checked 8 October 2026

AUCHANGE · [Consumer Affairs Victoria — commencement dates](#)
www.consumer.vic.gov.au · Checked 8 October 2026

National overview only. Use the jurisdiction guide and current regulator instructions for your intended work. Individual eligibility, historical qualifications and interstate recognition need separate assessment. This guide does not promise a licence, job, income or completion date.