

CPP41419 Courses

How to become a real estate agent in South Australia

South Australia • 8 October 2026

Plan your first role, required training, application, costs and longer-term pathway in South Australia.

For people starting real estate work or comparing employed entry roles with later agent licensing. Educational information only; no licence or job guarantee.

Choose the work and authority you want

A sales representative works for a registered land agent and must register with Consumer and Business Services. Current qualification option one contains 19 prescribed competencies. A trainee can apply for a registration condition allowing direct-supervision work while completing training. Registration must be granted; course enrolment alone is not authority to work.

Official sources: S1, S2

Start by choosing the work you want to do: selling homes, managing rentals, or building towards your own agency. These choices affect the authority and training you need. Ask a prospective employer to describe the tasks, reporting line and work arrangement in plain language. Then compare that role with the regulator's categories.

Sales registration is different from land-agent registration for carrying on the business. One standard unrestricted land-agent training option requires 36 specified units; accepted alternatives depend on previous qualifications and registrations. Property-management work needs the relevant authority, including an added condition for an existing sales representative where applicable.

Official sources: S5, S6, S3

Match your training to the pathway

Compare the current CBS qualification schedule with the provider's complete unit list. Nineteen licensing competencies should not be described as an ordinary 18-unit Certificate IV. Ask which qualification and statements of attainment you will receive, and which units can count towards later study. Separate sales and property-management selections can differ.

Official sources: S1, S2

Ask an RTO for its exact course title, unit list and the award or statements of attainment you will receive. A qualification code identifies the training product. An RTO number identifies the training provider's registration. Neither is your personal licence number. Keep those three things separate when comparing offers.

- Does the quote cover the current CBS 19-unit sales option or a different accepted route?
- If I apply as a trainee, who can accompany me during regulated work?
- What evidence and fee are needed to remove my training condition?

Compare the study arrangements as well as the headline price. Find out whether sessions are live, when assessment is due and who provides role-play participants or workplace documents. Ask how feedback works if you need another attempt. Build a weekly timetable that fits work, caring responsibilities and time to practise. Online delivery can still involve practical demonstrations.

Prepare the application and your first job

Prepare qualification evidence, the required police certificate and the application payment. The usual police certificate must be no more than 12 months old. A trainee supplies enrolment evidence, completes training within 12 months and applies and pays to remove the supervision condition after qualifying.

Official sources: S1, S2

Agree a training timetable and supervision arrangement together. Mark the 12-month completion deadline and allow time for the variation application. If the job includes rentals, confirm property-management authority before accepting those duties.

- Keep identity and qualification documents together, with names that match the application.
- Check how recent each police or other check must be before ordering it.
- Save the official application reference, payment receipt and any requests for more information.
- Agree who will supervise you, review your work and answer questions on difficult transactions.
- Discuss hours, travel, tools, pay structure and expected duties before accepting a role.

Treat the first weeks as a supported learning period. Ask to see the agency's procedures for records, privacy, client communication, complaints and handling money. Request clear instructions on what you can do yourself and what needs approval. Use questions and written notes to build confidence; there is no need to pretend you already know every process.

Plan the cost, timing and ongoing work

The sales-representative page lists \$693 AUD for a new application including one year of registration: \$388 application plus \$305 pre-grant. This was checked on 8 October 2026. Tuition, police checks and later variations are additional. A trainee removing a condition has a separate application step and fee; confirm current amounts before paying.

Official sources: [S1](#)

Separate three time periods: completing training, meeting any required experience, and waiting for the application decision. An advertised study duration describes a provider's course, not a guaranteed date when you can lawfully work. Allow for document preparation, marking, another assessment attempt and information requests. Ask the regulator about your own proposed start date.

Under a direct-supervision condition, you must be accompanied while performing sales-representative functions by a registered agent or a representative registered for at least two years. Online supervision does not satisfy that requirement. Keep registration details current, follow conditions and check CBS renewal and reporting rules. This review did not establish a fixed annual CPD quota.

Official sources: [S1](#)

Make a simple budget with separate lines for tuition, administration, materials, equipment, application checks, government charges, renewal and continuing learning. Put "not confirmed" beside an unknown amount. Ask for the total repayment under a plan and the conditions attached to funding. Eligibility for a subsidy is assessed separately from licensing suitability.

Use this enrolment and career checklist

- I can name the work I want and the authority needed for it.
- I have compared the current official unit requirements with the written course offer.
- I understand whether I receive a full qualification or selected-unit statements of attainment.
- I have a written fee breakdown, payment terms, refund rules and the cost of extra attempts.
- I know which tasks need supervision and who will supervise me.
- I have allowed separate time for study, experience and the regulator's decision.
- I will keep renewal, training and reporting dates in a calendar.
- I know that a job offer, course completion or funding approval does not itself grant a licence.

For your next step, read the national career overview alongside this jurisdiction guide. Use the existing student guide for a closer look at the Certificate IV and the course-cost checklist for written questions. If you have an older qualification, an interstate licence or a restricted authority, ask the destination regulator to assess that pathway before repeating training.

S1 · [SA Government — Sales representatives](#)
www.sa.gov.au · Checked 8 October 2026

S2 · [CBS — Sales representative qualifications](#)
www.cbs.sa.gov.au · Checked 8 October 2026

S3 · [SA Government — Property managers](#)
www.sa.gov.au · Checked 8 October 2026

S4 · [CBS — Property manager qualifications](#)
cbs.sa.gov.au · Checked 8 October 2026

S5 · [SA Government — Land agents](#)
www.sa.gov.au · Checked 8 October 2026

S6 · [CBS — Land agent qualifications](#)
www.cbs.sa.gov.au · Checked 8 October 2026

S7 · [National Training Register — CPP41419](#)
training.gov.au · Checked 8 October 2026

S8 · [ASQA — Choose a course and provider](#)
www.asqa.gov.au · Checked 8 October 2026

This guide describes standard pathways checked on 8 October 2026. Individual suitability, historical qualifications, recognition arrangements and application outcomes require the regulator's decision. Tuition and job availability are not verified here. No licence, employment or income outcome is promised.