

**CPP41419 Courses**

# How to become a real estate agent in Western Australia

**Western Australia • 8 October 2026**

Plan your first role, required training, application, costs and longer-term pathway in Western 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 must be registered and work under a licensed agent or registered developer. Choose unrestricted sales and property management, sales-only, or property-management-only registration. The training and permitted duties differ. Match the registration category to the actual job rather than relying on the title used in an advertisement.

Official sources: W1

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.

To operate as a real estate and business agent, hold the agent licence and a current triennial certificate. Approved qualifications include Diploma pathways with additional Certificate IV units where required. The application seeks practical transaction experience, a résumé and business references supporting at least two years of full-time experience. Administrative or theoretical exposure alone is not sufficient.

Official sources: W4

## Match your training to the pathway

The application identifies a 13-unit sales-only route and a 12-unit property-management-only route. Its unrestricted summary contains inconsistent arithmetic about core and elective units. Do not copy that sentence into a study plan. Obtain confirmation of the current prescribed unrestricted list from Consumer Protection and have the RTO map its offer against it.

Official sources: W3

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 this unit selection match unrestricted, sales-only or property-management-only registration?
- Can Consumer Protection confirm the unrestricted unit list before I enrol?
- What practical transaction experience should I retain for a future agent application?

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

For representative registration, collect qualification evidence and a police check dated within the previous three months. Follow the application form's identity and character instructions and pay the relevant fee. The published four-to-six-week processing guide is an estimate, not a guaranteed start date. Extra information requests can change the timing.

Official sources: W3

Save the regulator's written unit clarification with your enrolment agreement. If you later move from a restricted category, check the bridging requirements before buying another complete course. Keep transaction and referee records while working.

- 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

Keep representative-registration charges separate from an agent licence and triennial certificate. Ask for tuition, compulsory resources, assessment and extension costs in writing. Allow for the police check, renewal and CPD. Refer to the current property-industry fee schedule when choosing an application date and authority.

Official sources: W6

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.

Revised CPD arrangements apply in 2026: five points, self-funded, with an April–March CPD year. Relevant January–March 2026 courses may count toward April 2026–March 2027. Check approved activities and the rules for your category; the older ten-point calendar-year description should not be used for this plan.

Official sources: WCPD

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.

**W1** · [WA — Representative registration overview](#)  
www.wa.gov.au · Checked 8 October 2026

**W2** · [National Training Register — CPP41419](#)  
training.gov.au · Checked 8 October 2026

**W3** · [WA — Apply for representative registration](#)  
www.wa.gov.au · Checked 8 October 2026

**W4** · [WA — Apply for an agent licence](#)  
www.wa.gov.au · Checked 8 October 2026

**W5** · [ASQA — Choose a course and provider](#)  
www.asqa.gov.au · Checked 8 October 2026

**W6** · [WA — Property industry licensing fees](#)  
www.wa.gov.au · Checked 8 October 2026

**W7** · [ASQA — Student rights and responsibilities](#)  
www.asqa.gov.au · Checked 8 October 2026

**WCPD** · [WA Consumer Protection — CPD changes in 2026](#)  
www.consumerprotection.wa.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.