

Real Estate Agent

Help people buy and sell homes for a commission. Licensed in about a year, paid only when a deal closes.

TYPICAL PAY

\$58,000

a year, full time

PAY RANGE

\$25k to \$178k

starting to experienced

TIME TO QUALIFY

1 to 2 years

after high school

DEMAND

Moderate

job outlook

LICENCE NEEDED

Yes

regulated job

WHERE YOU WORK

**Brokerage offices, open houses,
client homes, your car**

How you get there

- 1 High school diploma** Grade 12
 Ontario requires a Canadian high school diploma or GED (general educational development) certificate, or an equivalent, plus English proficiency.
- 2 Pre-registration program** 6 to 12 months
 In Ontario: five courses with exams plus two simulation sessions, offered by Humber Polytechnic, Algonquin, Fleming and one private provider. Real estate essentials, residential and commercial transactions, then a career launch course. Must be finished within 24 months.
- 3 Register with the regulator** Weeks
 Apply to RECO (Real Estate Council of Ontario) within one year of finishing. You must be employed by a registered brokerage to register.
- 4 Post-registration program** First 2 years
 More courses in your first two years while you work under a broker.
- 5 Continuing education** Ongoing
 Ongoing courses every renewal cycle. Later, a broker's licence lets you run your own brokerage.

Pros and cons

- + Licensed in about a year, no degree needed
- + No income ceiling
- + You set your own schedule
- No income until a deal closes, and none guaranteed ever
- Evenings and weekends are when the work happens
- Many agents compete for the same clients

Good to know

Realtor is a trademark

In Canada the word Realtor belongs to the Canadian Real Estate Association. A licensed agent who is not a member of a local board cannot legally use it. Most agents join so they can use the MLS (Multi...

Ontario requires a 24-month clock

RECO (Real Estate Council of Ontario) requires all pre-registration courses and both simulation sessions to be finished within 24 months of starting. Then you have one year to register before the credits exp...

Optional boosts

Commercial real estate. Broker's licence. Pre-construction and condos. Property management.

Where these numbers come from

Job Bank: Real estate agents and salespersons, wages (updated Nov 2025)
 RECO (Real Estate Council of Ontario): Becoming a real estate agent
 Real Estate Council of Ontario
 Real Estate Council of Alberta

Numbers checked September 2026. Pay figures are typical full-time annual amounts in Canadian dollars, based on Government of Canada Job Bank wage data and published salary grids. They vary by province, employer and experience. Tuition is for domestic students. Sources, links and the click-through version: <https://career.help/ca/careers/real-estate-agent>



Scan for the full clicker