A step-by-step guide

How to Get Your British Columbia Real Estate License

The full path, the real numbers, and the honest timeline for becoming a licensed real estate agent in British Columbia in 2026 — from eligibility all the way to your first client.

Timeline	6–9 months typical
Total cost	~$3,400 – $3,800
Regulator	BC Financial Services Authority (BCFSA)
Education	UBC Sauder Real Estate Trading Services Licensing Course
Passing grade	65% on the qualifying exam

Book a Free 15-Minute Call →

or call CENTURY 21 Assurance Realty directly at (250) 869-0101

What this guide covers

Thinking about becoming a real estate agent in British Columbia is one thing. Turning that thought into a licensed career is another. The path itself is not complicated, but every step has its own timeline, cost, and paperwork — and the numbers you find online are frequently out of date.

This guide walks you through the actual current process in plain language. You will finish it knowing what to do first, what it will cost, and where each step gets easier if you pick a brokerage that trains new agents from day one.

Who this is for

British Columbia residents (and people planning to relocate here) who are seriously considering a real estate career — whether you are switching from another industry, coming out of school, or already licensed elsewhere in Canada and thinking about moving your practice to the Okanagan.

Who regulates the license

Every real estate license in British Columbia is issued by the BC Financial Services Authority (BCFSA). Education is delivered by the UBC Sauder School of Business, Real Estate Division. This guide references their current published fees and requirements — always verify current amounts at bcfsa.ca and realestate.ubc.ca before enrolling.

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THE PROCESS

The 5 Steps to Getting Licensed in British Columbia

Timelines and costs vary. The numbers below are the current published amounts at the time of writing — verify with BCFSA and UBC Sauder before enrolling.

01

Meet the basic eligibility requirements

Timeline: same-day check · Cost: $0 to check

You need to be at least 19, a Canadian citizen or lawfully entitled to work in Canada, have Grade 12 (or equivalent) education, and meet BCFSA's English language proficiency requirement before your first exam. A criminal record check is required before BCFSA will issue your license.

02

Complete the Real Estate Trading Services Licensing Course through UBC Sauder

Timeline: typically 6–9 months part-time · Cost: about $1,800 (tuition + materials)

British Columbia's pre-licensing education is delivered by the UBC Sauder School of Business, Real Estate Division. To trade in residential and commercial real estate you complete the Real Estate Trading Services Licensing Course. Tuition is approximately $1,585 with additional exam and material fees. The course is self-paced online, so most people study around their current job. You have one year from your registration date to complete the course and pass the exam.

03

Pass the qualifying exam (65% to pass)

Timeline: exams offered regularly across BC · Cost: included in course tuition

The Trading Services course ends with one comprehensive qualifying exam. Passing grade is 65% and you get up to three attempts. Exams run frequently throughout the year at UBC Sauder testing centres in Vancouver, Kelowna, Victoria, Prince George and other BC locations, and are booked through UBC Sauder.

04

Apply for licensing and choose a brokerage

Timeline: 2–4 weeks · Cost: BCFSA application fee $1,015 + first-year licensing

Once you have passed the exam, you apply to BCFSA for your Trading Services representative license and choose the brokerage that will hold it. In BC you cannot practise real estate on your own — your license has to be held by a registered brokerage. This is where the brokerage you choose actually starts to matter: training, mentorship, splits, and desk fees are all different from shop to shop.

05

Complete the Applied Practice Course and start selling

Timeline: within your first year of licensing · Cost: about $600

Once BCFSA issues your license and you are engaged with a brokerage, you complete the Applied Practice Course (a practical, mentor-supported program) during your first year of practice. You can list, show, and sell property in British Columbia as soon as your license is active.

TOTAL TYPICAL COST

~$3,400 – $3,800

UBC Sauder tuition + BCFSA licensing + criminal record check + Applied Practice Course. Fees are set by BCFSA and UBC Sauder and can change — always confirm current amounts at bcfsa.ca and realestate.ubc.ca.

HONEST TAKE

Is Real Estate Actually Right for You?

Before you spend a dollar on courses, it is worth knowing what you are signing up for. Real estate is a great career for a lot of people — and a rough fit for others. Here is the honest version.

You are self-employed.

You set your own hours, but you are also responsible for your own schedule, taxes, and expenses.

Your income is commission-based.

There is no salary. You get paid when a deal closes, which means the first several months are typically a ramp-up period, not a payday.

Nights and weekends are part of it.

Buyers and sellers are usually free after work. Flexible does not mean less busy.

The people who do well are consistent.

Talking to people every day, following up, and showing up — week after week — matters more than any single skill.

If that sounds like something you could see yourself doing, the next section is for you. If not, we would rather you know that now than after you have paid for the courses.

WHY US

Why Get Licensed With CENTURY 21 Assurance Realty Kelowna

Once you have decided real estate is the right career, the brokerage you start with shapes your first year more than anything else. Here is what you get with us.

1 **Mentorship from day one**
You are paired with an experienced Kelowna agent who walks you through your first listings, showings, and offers — not left to figure it out alone.

2 **Structured new-agent training**
Our Elevate 21 program covers contracts, prospecting, showings, and marketing — built specifically for agents in their first 12 months.

3 **The CENTURY 21 brand and tools**
You get the recognition of a global brand plus the CRM, marketing, and lead tools that come with it — day one, not months in.

4 **Local Okanagan market knowledge**
Our team lives and sells across Kelowna, West Kelowna, Lake Country, and Vernon. You will learn the neighbourhoods, the pricing patterns, and the buyer types from people who work them every week.

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> Their coaching, support, and positive culture helped me rebuild my career, resulting in my best year EVER. If you want to make a change for the better in your Real Estate career, talk to the folks at C21 Assurance.
>
> Mark Boppre — Grand Centurion Producer, CENTURY 21 Assurance Realty

COMMON QUESTIONS

British Columbia Real Estate License FAQ

How long does it take to get licensed in British Columbia?

Most people take 6 to 9 months from starting the UBC Sauder Trading Services course to being licensed by BCFSA. Full-time study is faster; part-time while working another job typically lands in that range. You have one year from your course registration to finish the course and pass the exam.

How much does it cost to get your real estate license in British Columbia?

Budget about $3,400 to $3,800 all in: UBC Sauder Trading Services course (~$1,585 plus materials), BCFSA application (~$1,015), criminal record check, and the Applied Practice Course (~$600) during your first year. That does not include brokerage-specific fees like board or MLS membership, which vary.

Do I need a university degree to become a realtor in BC?

No. You need to be at least 19, have Grade 12 (or equivalent), and complete the UBC Sauder Real Estate Trading Services Licensing Course and its exam. A university degree is not required.

Can I get licensed part-time while I keep my current job?

Yes. The pre-licensing course is self-paced online, so most people study around a full-time job. Once you are licensed, real estate itself is difficult to run truly part-time because clients expect responsiveness — but the training phase can absolutely fit around your existing schedule.

What does a new real estate agent actually earn in the first year?

Income varies widely because it is commission-based. There is no salary and no guarantee. Your first-year income depends on how many people you talk to, how consistent you are, and the support you get from your brokerage.

Do I have to join a brokerage, or can I work independently?

In British Columbia, every licensed real estate representative must be engaged by a licensed brokerage under the Real Estate Services Act. You cannot hold your license independently. That is why choosing the right brokerage matters — it is not optional.

Book a Free 15-Minute Call →

NEXT STEPS

Ready to Talk?

Not sure if real estate is the right move? Not sure where to start with the courses? That is exactly what a 15-minute call is for. One of our Kelowna brokers will walk you through the process, the numbers, and whether the timing is right for you. No pressure, no pitch — just answers.

GET IN TOUCH

CENTURY 21 Assurance Realty Ltd.
Kelowna — serving the Okanagan

Phone: (250) 869-0101
Web: c21.careers/british-columbia-real-estate-license
Book a call: Book online

SOURCES & FURTHER READING

BC Financial Services Authority — Real Estate Licensing — https://www.bcfsa.ca/industry-resources/real-estate-professional-resources
UBC Sauder School of Business — Real Estate Division — https://professional.sauder.ubc.ca/realestate/licensing/trading-services
BCFSA — Fee Schedule — https://www.bcfsa.ca/industry-resources/real-estate-professional-resources/education-and-fees
Real Estate Services Act (British Columbia) — https://www.bclaws.gov.bc.ca/civix/document/id/complete/statreg/04042_01
CENTURY 21 Assurance Realty — Kelowna — https://assurancerealty.c21.ca/

This guide reflects publicly available BCFSA and UBC Sauder information at time of writing. Fees, timelines, and requirements can change — always verify at bcfsa.ca and realestate.ubc.ca before enrolling.