A CAREER-CHANGER'S GUIDE

How to Get Your Saskatchewan Real Estate License

The steps, the timeline, and the real cost — in plain language. Written by working real estate professionals in Saskatchewan so you know what you're signing up for before you spend a dollar.

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2026 edition · Verified against SREC and UBC Sauder fee schedules

START HERE

Who this guide is for.

You've searched something like *"how do I get my Saskatchewan real estate license"* or *"how to become a realtor in Saskatchewan"* — but the results were either vague, out-of-date, or written by someone trying to sell you a course. This guide is the one we wish had existed when we were figuring it out ourselves.

It's written for one type of person: someone in Saskatchewan who is **curious about a real estate career** but hasn't yet committed. You want to know the steps, the money, the timeline, and whether it's actually a fit — before you enrol in a course, quit a job, or tell your family. That's exactly what's in here.

What's inside

- The 5 real steps to getting licensed in Saskatchewan (with 2026 costs and timelines)
- The total dollar cost — no marketing fluff, actual numbers
- Whether real estate is right for you (an honest read)
- What to ask a brokerage before you sign anything
- A pre-launch checklist for your first 90 days
- FAQ that answers what most guides skip

A quick note on numbers. Every fee in this guide is verified against the Saskatchewan Real Estate Commission (SREC) and UBC Sauder School of Business fee schedules as of 2026. Fees change — always confirm the current amount at those two websites before enrolling.

THE PROCESS

The 5 steps to getting licensed.

Every real estate license in Saskatchewan is issued by the Saskatchewan Real Estate Commission (SREC). The education is delivered by the UBC Sauder School of Business, Real Estate Division. Here's the whole path.

01

Meet the basic eligibility requirements

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

You need to be at least **18 years old**, a **Grade 12 graduate** (or equivalent), legally allowed to work in Canada, and able to meet the English language proficiency requirement before your first exam. A **Certified Criminal Record Check by fingerprint comparison** is required before you can register with a brokerage — get this started early because it takes time.

02

Complete the pre-registration courses through UBC Sauder

Timeline: typically 6–12 months part-time · Cost: $3,298 (Phase 1 + Phase 2 Residential)

To trade in **residential real estate** you need two courses:
Phase 1 — Real Estate as a Professional Career ($2,099)
Phase 2 — Residential Real Estate as a Professional Career ($1,199)

Both are self-paced online through UBC Sauder, so most people study around a full-time job. You have **two years from your Phase 1 registration** to finish both courses and their exams. If you want to sell commercial or farm real estate later, you can add those Phase 2 streams as separate courses down the road.

03

Pass the qualifying exams (70% to pass)

About 8 sittings per year · Locations: Saskatoon, Regina, Melfort

Each course ends with a qualifying exam. **Passing grade is 70%** and you get up to **3 attempts per exam**. Sittings run roughly every 4–6 weeks (Feb, Mar, Apr, Jun, Jul, Sep, Oct, Nov) and you register through UBC Sauder about a month before the date. Study consistently and you'll be fine — it's a fair exam, not a trick one.

04

Choose a brokerage to register with

Timeline: 1–2 weeks · Cost: varies by brokerage

In Saskatchewan you **cannot practice 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, commission splits, desk fees, and lead support are all different from shop to shop. Interview at least two or three before you decide. See the checklist on page 8 for what to ask.

05

Register with SREC and start selling

Timeline: days once documents are in · Cost: $730 (or $300 April 1 – June 30)

Your brokerage helps you submit your application, government photo ID, a photo for the online registration system, and your certified criminal record check to SREC. Registration fees are **$730 if you apply July 1 – March 31**, or **$300 if you apply April 1 – June 30** (SREC's fiscal year ends June 30). Once you're registered, you can list, show, and sell residential property in Saskatchewan.

THE REAL COST

The real dollar cost to get licensed.

No marketing math. Here's exactly what you'll spend to be licensed in **residential** real estate in Saskatchewan.

Phase 1 course	Real Estate as a Professional Career — UBC Sauder	**$2,099**
Phase 2 course	Residential Real Estate as a Professional Career — UBC Sauder	**$1,199**
Criminal record check	Certified, by fingerprint comparison	**$90**
SREC registration	Initial registration, July 1 – March 31 window	**$730**
TOTAL	To be licensed in residential real estate	**$4,118**

What's NOT included above

- Local real estate board and MLS® fees (varies by board — ask your brokerage)
- Errors & Omissions insurance (paid annually to SREC)
- Brokerage desk / admin / marketing fees (varies — some brokerages have $0)
- Vehicle costs, business cards, phone, laptop, and software you'll want on day one
- Continuing education after your first license year

Timing tip: If you can, submit your SREC registration between April 1 and June 30 — the fee is $300 instead of $730 because SREC's fiscal year ends June 30. Line up your final exam date accordingly and you'll save yourself $430.

HONEST TAKE

Is real estate right for you?

Before you spend $4,000+ on courses, it's worth knowing what you're actually signing up for. Real estate is a great career for a lot of people — and a rough fit for others. Here's the honest version, from people who see new agents start every month.

What you're really signing up for

- **You're self-employed.** You set your own hours, but you're also responsible for your own taxes, expenses, and schedule. No one's going to email you a to-do list.
- **Your income is commission-based.** There is no salary. You get paid when a deal closes, which means the first several months are a ramp-up period, not a payday. Budget for at least 3–6 months of runway before your first commission cheque.
- **Nights and weekends are part of it.** Buyers and sellers are usually free after work. “Flexible schedule” doesn't mean fewer hours — it means different hours.
- **Consistency beats talent.** The agents who do well aren't the smoothest talkers. They're the ones who follow up, show up, and stay in touch, week after week, when it isn't fun.
- **Rejection is baked in.** You'll be told “no” more often than “yes.” That's normal. It's not personal. But you have to be OK with it.

Who tends to do well in the first year

- People who are comfortable talking to strangers (or willing to get comfortable with it)
- People with 3–6 months of savings or a partner's income to bridge the ramp-up
- People who are organized enough to follow up without a manager reminding them
- People who genuinely like houses, neighbourhoods, and the buying/selling process
- People who can handle their own time without a boss structuring the day

STEP 4, EXPANDED

How to choose a brokerage.

This is the single decision that most affects your first year, and most guides skip it. Your license has to be held by a brokerage — so the brokerage you pick controls your training, your commission structure, your tools, and how you get from “licensed” to “actually closing deals.” Interview at least two or three before you commit.

10 questions to ask every brokerage

1. What's your training program for new agents — specifically, week by week for the first 90 days?
2. Will I be assigned a mentor? Who? What does that actually look like in practice?
3. What are your commission splits, and how do they change over time?
4. What are ALL the monthly / annual fees I'll pay — desk, admin, marketing, tech, board, MLS® — in writing?
5. How do you generate leads, and what leads (if any) go to new agents?
6. What CRM, marketing platform, and tools do you provide?
7. Who do I call at 9pm before my first offer if I have a question?
8. How many new agents have you licensed in the last two years? Where are they now?
9. Can I talk to two agents who started with you in the last 12 months — of my choosing, not yours?
10. What kind of agent doesn't succeed at your brokerage?

Red flags

- × “Just show up and we'll figure it out” passing for a training program
- × Vague fee structure or fees revealed after you sign
- × No named mentor, or a “mentor” who's also handling 15 other new agents
- × Income claims presented as guarantees or averages instead of ranges
- × Refusal to let you talk to recent new agents unsupervised

FIRST 90 DAYS

Your pre-launch checklist.

The gap between “licensed” and “closing deals” is where most new agents stall. This checklist is what our new agents do in their first 30, 60, and 90 days at CENTURY 21 Fusion Saskatoon. Even if you go elsewhere, use it as a benchmark.

First 30 days

- Set up your business bank account, GST registration, and simple bookkeeping (Wave or QuickBooks)
- Get your headshot, business cards, and email signature done — professionally, not on your phone
- Add your license and brokerage to LinkedIn, Instagram, and Facebook — set profile links to your business
- Build your Sphere of Influence list: name every person you know, categorize by warmth, add contact info
- Send a personal “I'm now licensed” message (not a mass blast) to your top 50 contacts

Days 31–60

- Shadow at least 3 showings and 2 listing appointments with experienced agents at your brokerage
- Learn your brokerage's CRM cold — every new lead goes in the same day
- Set a daily prospecting habit: minimum 10 real conversations per business day
- Preview at least 10 active listings a week in your target neighbourhoods — you can't advise on what you haven't seen
- Write your first buyer and seller consultation script and rehearse them out loud

Days 61–90

- Host or co-host at least 2 open houses per month
- Get on at least one buyer or seller consultation — even if it doesn't convert, you need the reps
- Review your first 60 days with your mentor: what's working, what's not, what to change
- Start a simple content habit — one neighbourhood post per week is plenty
- Book a session with your accountant to set aside taxes on your first commission cheque

QUICK ANSWERS

Frequently asked questions.

How long does it take from starting the courses to being able to sell?

Most people take 6–12 months. Full-time study is faster; part-time while working is longer. You have up to **two years from your Phase 1 registration** to finish both required courses and their exams.

Do I need a university degree?

No. You need a **Grade 12 graduate** (or equivalent) and the two UBC Sauder pre-registration courses. That's it.

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

Yes — the courses are self-paced online, so most people study around full-time work. Practising real estate itself is harder to do truly part-time once you're licensed, because clients expect responsiveness.

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

It varies widely because it's commission-based. There is no salary and no guarantee. First-year earnings depend on your activity level, your consistency, your local market, and your brokerage's support. We won't quote a number in a PDF — book a call and we'll walk through realistic scenarios for Saskatoon.

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

In Saskatchewan every registrant must be registered under a brokerage — you cannot hold your license independently. That's why choosing the right brokerage matters so much.

What happens if I fail an exam?

You get up to **3 attempts per exam**. Passing grade is 70%. If you don't pass on the first try, you retake at the next sitting.

Can I sell commercial or farm real estate too?

Yes — but each stream requires its own Phase 2 course through UBC Sauder. Most new agents start with residential and add streams later if it makes sense.

Can I work in another province with my Saskatchewan license?

Not automatically — real estate is regulated provincially. There's a reciprocity process to move a license between provinces; check with SREC for the current rules if this matters to you.

READY TO TALK?

Book a free 15-minute call with a CENTURY 21 Fusion team member.

We'll walk you through your specific timeline, the courses you should register for first, and whether real estate is the right move for where you're at right now. No pitch, no pressure — just answers to the questions this guide couldn't cover for your situation.

Book a Free 15-Min Call →

Prefer to visit in person first? **Join a Century 21 Career Café →**

CENTURY 21 Fusion — Saskatoon
Phone: 306-370-2629
Learn more: c21.careers/saskatchewan-real-estate-license
Career Café: c21.careers/c21-fusion-career-cafe

Verify all fees and requirements at these sources before enrolling:

- Saskatchewan Real Estate Commission (SREC) — https://srec.ca
- SREC Education Summary (fee schedule) — https://srec.ca/wp-content/uploads/PDF/SREC_Education.pdf
- SREC Bylaws (registration fees) — https://srec.ca/wp-content/uploads/PDF/SRECBylawsFeb2026.pdf
- UBC Sauder School of Business — Saskatchewan real estate courses — https://www.realestate.ubc.ca/sask