

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(INTAKE 108) 31st July 2018 to 17th August 2018 (10 am to 5.30 pm)

- 10 am to 1.15 pm (First Half)
- 1.15 pm to 2.15 pm (Lunch Break)
- 2.15 pm to 5.30 pm (Second Half)



Presented By

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE RES COURSE

BenchMark RealPro Pte Ltd**REAL ESTATE SALESPERSON COURSE (PAPER 1)****COMPETENCY UNIT 1: REAL ESTATE AGENCY INDUSTRY OVERVIEW**

DATE / DAY	LSN	UNIT	TOPICS
31 ST JULY (TUES)	1	1.1	Real Estate Market And Submarkets
		1.7	Factors Affecting Market Value (Prices)
	2	1.13	Basic Land Law Concepts

COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

1 ST AUGUST (WED)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
	4	2.14	Law Of Agency
2 ND AUGUST (THURS)	5	2.25	Landlord and Tenant Law
	6	2.34	Negligence
3 RD AUGUST (FRI)	7	2.37	Gift
	8	RES MOCK EXAM FOR PAPER 1 & REVISION	

REAL ESTATE SALESPERSON COURSE (PAPER 2)**COMPETENCY UNIT 3: – REAL ESTATE MARKETING**

14 TH AUGUST (TUES)	9	3.1	Regulation Of Real Estate Agency Industry
		3.1.37	Professional Service Manual
	10	3.2	Role And Functions Of Real Estate Agencies And Salespersons
		3.14	Special Schemes Unique To Sentosa Cove
		3.21	Principles Of Real Estate Marketing
		3.35	Methods Of Sale
15 TH AUGUST (WED)	11	3.43	Marketing Of Residential Property
		3.45	Marketing Of Commercial Property
		3.48	Marketing Of Industrial Property

COMPETENCY UNIT 4: PROPERTY TRANSACTIONS – LAWS AND PRACTICES

15 TH AUGUST (WED)	12	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
16 TH AUGUST (THURS)	13	4.8	Sale of HDB flats
	14	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
17 TH AUGUST (FRI)	15	4.40	Foreign Worker Housing
		4.41	Taxes on Property
	16	RES MOCK EXAM FOR PAPER 2 & REVISION	