

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS

16 NIGHTS (WEEKNIGHT RES COURSE)

(INTAKE 110) 31st August 2018 to 5th October 2018 (6.45 pm to 10.00 pm)

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



Presented By

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 AUGUST (FRI)	1	1.1	Real Estate Market And Submarkets
		1.7	Factors Affecting Market Value (Prices)
3 RD SEPTEMBER (MON)	2	1.13	Basic Land Law Concepts

COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

5 TH SEPTEMBER (WEDI)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
7 TH SEPTEMBER (FRI)	4	2.14	Law Of Agency
10 TH SEPTEMBER (MON)	5	2.25	Landlord and Tenant Law
12 TH SEPTEMBER (WED)	6	2.34	Negligence
14 TH SEPTEMBER (FRI)	7	2.37	Gift
17 TH SEPTEMBER (MON)	8	RES MOCK EXAM FOR PAPER 1 & REVISION	

REAL ESTATE SALESPERSON COURSE (PAPER 2)

COMPETENCY UNIT 3: – REAL ESTATE MARKETING

19 TH SEPTEMBER (WED)	9	3.1	Regulation Of Real Estate Agency Industry
		3.1.37	Professional Service Manual
21 ST SEPTEMBER (FRI)	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
24 TH SEPTEMBER (MON)	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

26 TH SEPTEMBER (WED)	12	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
28 TH SEPTEMBER (FRI)	13	4.8	Sale of HDB flats
1 ST SEPTEMBER (MON)	14	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
3 RD SEPTEMBER (WED)	15	4.40	Foreign Worker Housing
		4.41	Taxes on Property
5 TH SEPTEMBER (FRI)	16	RES MOCK EXAM FOR PAPER 2 & REVISION	