

**REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS****6 DAYS (3 WEEKENDS RES CRASH COURSE)**(INTAKE 112) 6<sup>th</sup> October 2018 to 28<sup>th</sup> October 2018 (8.30 am to 6.30 pm)

- 8.30 am to 1 pm (First Half)
- 1 pm to 2 pm (Lunch Break)
- 2 pm to 6.30 pm (Second Half)



Presented By

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE RES COURSE **Bench**Mark RealPro Pte Ltd**REAL ESTATE SALESPERSON COURSE (PAPER 1)****COMPETENCY UNIT 1: REAL ESTATE AGENCY INDUSTRY OVERVIEW**

| DATE / DAY                    | LSN | UNIT | TOPICS                                  |
|-------------------------------|-----|------|---|
| 6 <sup>TH</sup> OCTOBER (SAT) | 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**

|   |          |                                      |   |
|---|----------|--------------------------------------|---|
| 7 <sup>TH</sup> OCTOBER (SUN)                           | 3        | 2.1                                  | Basic Concept of Common Law, Equity and Statute Law |
|   | 4        | 2.14                                 | Law Of Agency                                       |
|   |          | 2.25                                 | Landlord and Tenant Law                             |
| 13 <sup>TH</sup> & 14 <sup>TH</sup> OCTOBER (SAT & SUN) | NO CLASS |                                      |   |
| 20 <sup>TH</sup> OCTOBER (SAT)                          | 5        | 2.34                                 | Negligence  |
|   | 6        | 2.37                                 | Gift  |
|   |          | RES MOCK EXAM FOR PAPER 1 & REVISION |   |

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

|                                |                 |        |   |
|--------------------------------|-----------------|--------|---|
| 21 <sup>ST</sup> OCTOBER (SUN) | 7               | 3.1    | Regulation Of Real Estate Agency Industry                   |
|                                |                 | 3.1.37 | Professional Service Manual                                 |
|                                | 8               | 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 |        |   |
| 27 <sup>TH</sup> OCTOBER (SAT) | 9               | 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**

|                                |    |                                      |  |
|--------------------------------|----|--------------------------------------|--|
| 27 <sup>TH</sup> OCTOBER (SAT) | 10 | 4.1                                  | Sale of Uncompleted Private Properties                 |
|                                |    | 4.6                                  | Sale of Completed Private Properties                   |
|                                |    | 4.7                                  | Collective Sale of Private Properties                  |
| 28 <sup>TH</sup> OCTOBER (SUN) | 11 | 4.8                                  | Sale of HDB flats                                      |
|                                |    | 4.27                                 | Ascertaining Buyers' Eligibility for CPF Housing Grant |
|                                | 12 | 4.40                                 | Foreign Worker Housing                                 |
|                                |    | 4.41                                 | Taxes on Property                                      |
|                                |    | RES MOCK EXAM FOR PAPER 2 & REVISION |  |