

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS

16 NIGHTS (WEEKNIGHT RES COURSE)

(INTAKE 113) 19th October 2018 to 23rd November 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
19 TH OCTOBER (FRI)	1	1.1	Real Estate Market And Submarkets
		1.7	Factors Affecting Market Value (Prices)
22 ND OCTOBER (MON)	2	1.13	Basic Land Law Concepts

COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

24 TH OCTOBER (WED)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
26 TH OCTOBER (FRI)	4	2.14	Law Of Agency
29 TH OCTOBER (MON)	5	2.25	Landlord and Tenant Law
31 ST OCTOBER (WED)	6	2.34	Negligence
2 ND NOVEMBER (FRI)	7	2.37	Gift
5 TH NOVEMBER (MON)	8	RES MOCK EXAM FOR PAPER 1 & REVISION	

REAL ESTATE SALESPERSON COURSE (PAPER 2)

COMPETENCY UNIT 3: – REAL ESTATE MARKETING

7 TH NOVEMBER (WED)	9	3.1	Regulation Of Real Estate Agency Industry
		3.1.37	Professional Service Manual
9 TH NOVEMBER (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
12 TH NOVEMBER (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

14 TH NOVEMBER (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 NOVEMBER (FRI)	13	4.8	Sale of HDB flats
19 TH NOVEMBER (MON)	14	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
21 ST NOVEMBER (WED)	15	4.40	Foreign Worker Housing
		4.41	Taxes on Property
23 RD NOVEMBER (FRI)	16	RES MOCK EXAM FOR PAPER 2 & REVISION	