

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**6 DAYS (3 WEEKENDS RES CRASH COURSE)**(INTAKE 114) 3rd November 2018 to 25th November 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
3 RD NOVEMBER (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

4 TH NOVEMBER (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
10 TH & 11 TH NOVEMBER (SAT & SUN)	NO CLASS		
17 TH NOVEMBER (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**

18 TH NOVEMBER (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
24 TH NOVEMBER (SAT)	9	3.35	Methods Of Sale
		3.43	Marketing Of Residential Property
		3.45	Marketing Of Commercial Property
25 TH NOVEMBER (SUN)	11	3.48	Marketing Of Industrial Property
		4.8	Sale of HDB flats
	12	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
4.40		Foreign Worker Housing	
4.41		Taxes on Property	

COMPETENCY UNIT 4: PROPERTY TRANSACTIONS – LAWS AND PRACTICES

24 TH NOVEMBER (SAT)	10	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
25 TH NOVEMBER (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			