

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS

16 NIGHTS (WEEKNIGHT RES COURSE)

INTAKE 115) 26th November 2018 to 17th December 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
26 TH NOVEMBER (MON)	1	1.1	Real Estate Market And Submarkets
		1.7	Factors Affecting Market Value (Prices)
27 TH NOVEMBER (TUES)	2	1.13	Basic Land Law Concepts

COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

28 TH NOVEMBER (WED)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
29 TH NOVEMBER (THURS)	4	2.14	Law Of Agency
30 TH NOVEMBER (FRI)	5	2.25	Landlord and Tenant Law
3 RD DECEMBER (MON)	6	2.34	Negligence
4 TH DECEMBER (TUES)	7	2.37	Gift
5 TH DECEMBER (WED)	8	RES MOCK EXAM FOR PAPER 1 & REVISION	

REAL ESTATE SALESPERSON COURSE (PAPER 2)

COMPETENCY UNIT 3: – REAL ESTATE MARKETING

6 TH DECEMBER (THURS)	9	3.1	Regulation Of Real Estate Agency Industry
		3.1.37	Professional Service Manual
7 TH DECEMBER (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
10 TH DECEMBER (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

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