

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(INTAKE 117) 8th January 2019 to 18th January 2019 (10 am to 5.30 pm)

- 10 am to 1.15 pm (First Half)
- 1.15 pm to 2.15 pm (Lunch Break)
- 2.15 pm to 5.30 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 |
|--------------------------------|-----|------|---|
| 8 TH JANUARY (TUES) | 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

| | | | |
|----------------------------------|---|--------------------------------------|---|
| 9 TH JANUARY (WED) | 3 | 2.1 | Basic Concept of Common Law, Equity and Statute Law |
| | 4 | 2.14 | Law Of Agency |
| 10 TH JANUARY (THURS) | 5 | 2.25 | Landlord and Tenant Law |
| | 6 | 2.34 | Negligence |
| 11 TH JANUARY (FRI) | 7 | 2.37 | Gift |
| | 8 | RES MOCK EXAM FOR PAPER 1 & REVISION | |

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

| | | | |
|---------------------------------|----|--------|---|
| 15 TH JANUARY (TUES) | 9 | 3.1 | Regulation Of Real Estate Agency Industry |
| | | 3.1.37 | Professional Service Manual |
| | 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 |
| 16 TH JANUARY (WED) | 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

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|----------------------------------|----|--------------------------------------|--|
| 16 TH JANUARY (WED) | 12 | 4.1 | Sale of Uncompleted Private Properties |
| | | 4.6 | Sale of Completed Private Properties |
| | | 4.7 | Collective Sale of Private Properties |
| 17 TH JANUARY (THURS) | 13 | 4.8 | Sale of HDB flats |
| | 14 | 4.27 | Ascertaining Buyers' Eligibility for CPF Housing Grant |
| 18 TH AUGUST (FRI) | 15 | 4.40 | Foreign Worker Housing |
| | | 4.41 | Taxes on Property |
| | 16 | RES MOCK EXAM FOR PAPER 2 & REVISION | |