

## REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS

14 NIGHTS (WEEKNIGHT RES COURSE)

(INTAKE 118) 14<sup>th</sup> January 2019 to 20<sup>th</sup> February 2019 (6.25 pm to 10.00 pm)

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE RES COURSE



Presented By

**Bench**Mark RealPro Pte Ltd

### REAL ESTATE SALESPERSON COURSE (PAPER 1)

#### COMPETENCY UNIT 1: REAL ESTATE AGENCY INDUSTRY OVERVIEW

DATE / DAY	LSN	UNIT	TOPICS
14 <sup>TH</sup> JANUARY (MON)	1	1.1	Real Estate Market And Submarkets
		1.7	Factors Affecting Market Value (Prices)
16 <sup>TH</sup> JANUARY (WED)	2	1.13	Basic Land Law Concepts

#### COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

18 <sup>TH</sup> JANUARY (FRI)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
21 <sup>ST</sup> JANUARY (MON)	4	2.14	Law Of Agency
23 <sup>RD</sup> JANUARY (WED)	5	2.25	Landlord and Tenant Law
25 <sup>TH</sup> JANUARY (FRI)	6	2.34	Negligence
28 <sup>TH</sup> JANUARY (MON)	7	2.43	Future Interests / <a href="#">RES MOCK EXAM FOR PAPER 1 &amp; REVISION</a>

### REAL ESTATE SALESPERSON COURSE (PAPER 2)

#### COMPETENCY UNIT 3: – REAL ESTATE MARKETING

30 <sup>TH</sup> JANUARY (WED)	8	3.1	Regulation Of Real Estate Agency Industry
		3.1.37	Professional Service Manual
1 <sup>ST</sup> FEBRUARY (FRI)	9	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

**NO CLASSES FROM 2<sup>ND</sup> FEBRUARY TO 10<sup>TH</sup> FEBRUARY 2019**

11 <sup>TH</sup> FEBRUARY (MON)	10	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

13 <sup>TH</sup> FEBRUARY (WED)	11	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
15 <sup>TH</sup> FEBRUARY (FRI)	12	4.8	Sale of HDB flats
18 <sup>TH</sup> FEBRUARY (MON)	13	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
20 <sup>TH</sup> FEBRUARY (WED)	14	4.40	Foreign Worker Housing
		4.41	Taxes on Property / <a href="#">RES MOCK EXAM FOR PAPER 2 &amp; REVISION</a>