

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(INTAKE 120) 19th February 2019 to 1st March 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
19 TH FEBRUARY (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

20 TH FEBRUARY (WED)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
	4	2.14	Law Of Agency
21 ST FEBRUARY (THURS)	5	2.25	Landlord and Tenant Law
	6	2.34	Negligence
22 ND FEBRUARY (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**

26 TH FEBRUARY (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
27 TH FEBRUARY (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

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