

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS

14 NIGHTS (WEEKNIGHT RES COURSE)

(INTAKE 120) 25th February 2019 to 27th March 2019 (6.25 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
25 TH FEBRUARY (MON)	1	1.1	Real Estate Market And Submarkets
		1.7	Factors Affecting Market Value (Prices)
27 TH FEBRUARY (WED)	2	1.13	Basic Land Law Concepts

COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

1 ST MARCH (FRI)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
4 TH MARCH (MON)	4	2.14	Law Of Agency
6 TH MARCH (WED)	5	2.25	Landlord and Tenant Law
8 TH MARCH (FRI)	6	2.34	Negligence
11 TH MARCH (MON)	7	2.43	Future Interests / RES MOCK EXAM FOR PAPER 1 & REVISION

REAL ESTATE SALESPERSON COURSE (PAPER 2)

COMPETENCY UNIT 3: – REAL ESTATE MARKETING

13 TH MARCH (WED)	8	3.1	Regulation Of Real Estate Agency Industry
		3.1.37	Professional Service Manual
15 TH MARCH (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
18 TH MARCH (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

20 TH MARCH (WED)	11	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
22 ND MARCH (FRI)	12	4.8	Sale of HDB flats
25 TH MARCH (MON)	13	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
27 TH MARCH (WED)	14	4.40	Foreign Worker Housing
		4.41	Taxes on Property / RES MOCK EXAM FOR PAPER 2 & REVISION