

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS

14 NIGHTS (WEEKNIGHT RES COURSE)

(INTAKE 120A) 5th March 2019 to 25th April 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 |
|-------------------------------|-----|------|---|
| 5 TH MARCH (TUES) | 1 | 1.1 | Real Estate Market And Submarkets |
| | | 1.7 | Factors Affecting Market Value (Prices) |
| 7 TH MARCH (THURS) | 2 | 1.13 | Basic Land Law Concepts |

COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

| | | | |
|---|---|------|---|
| 12 TH MARCH (TUES) | 3 | 2.1 | Basic Concept of Common Law, Equity and Statute Law |
| 14 TH MARCH (THURS) | 4 | 2.14 | Law Of Agency |
| 15TH MARCH TO 25TH MARCH 2019 – NO CLASS | | | |
| 26 TH MARCH (TUES) | 5 | 2.25 | Landlord and Tenant Law |
| 28 TH MARCH (THURS) | 6 | 2.34 | Negligence |
| 2 ND APRIL (TUES) | 7 | 2.43 | Future Interests / RES MOCK EXAM FOR PAPER 1 & REVISION |

REAL ESTATE SALESPERSON COURSE (PAPER 2)

COMPETENCY UNIT 3: – REAL ESTATE MARKETING

| | | | |
|--------------------------------|----|--------|---|
| 4 TH APRIL (THURS) | 8 | 3.1 | Regulation Of Real Estate Agency Industry |
| | | 3.1.37 | Professional Service Manual |
| 9 TH APRIL (TUES) | 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 |
| 11 TH APRIL (THURS) | 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

| | | | |
|--------------------------------|----|------|--|
| 16 TH APRIL (TUES) | 11 | 4.1 | Sale of Uncompleted Private Properties |
| | | 4.6 | Sale of Completed Private Properties |
| | | 4.7 | Collective Sale of Private Properties |
| 18 TH APRIL (THURS) | 12 | 4.8 | Sale of HDB flats |
| 23 RD APRIL (TUES) | 13 | 4.27 | Ascertaining Buyers' Eligibility for CPF Housing Grant |
| 25 TH APRIL (THURS) | 14 | 4.40 | Foreign Worker Housing |
| | | 4.41 | Taxes on Property / RES MOCK EXAM FOR PAPER 2 & REVISION |