

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**6 DAYS (3 WEEKENDS RES CRASH COURSE)**(INTAKE 121) 9th March 2019 to 31st March 2019 (8.30 am to 6.30 pm)

- 8.30 am to 1 pm (First Half)
- 1 pm to 2 pm (Lunch Break)
- 2 pm to 6.30 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 & BASIC LAND LAW CONCEPTS**

DATE / DAY	LSN	UNIT	TOPICS
9 TH MARCH (SAT)	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

10 TH MARCH (SUN)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
	4	2.14	Law Of Agency
		2.25	Landlord and Tenant Law
16TH & 17TH MARCH (SAT & SUN)	NO CLASS		
23 RD MARCH (SAT)	5	2.34	Negligence
	6	2.37	Gift
		RES MOCK EXAM FOR PAPER 1 & REVISION	

REAL ESTATE SALESPERSON COURSE (PAPER 2)**COMPETENCY UNIT 3: – REGULATIONS OF REAL ESTATE AGENCY INDUSTRY & REAL ESTATE MARKETING**

24 TH MARCH (SUN)	7	3.1	Regulation Of Real Estate Agency Industry
		3.1.37	Professional Service Manual
	8	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
30 TH MARCH (SAT)	9	3.35	Methods Of Sale
		3.43	Marketing Of Residential Property
		3.45	Marketing Of Commercial Property
		3.48	Marketing Of Industrial Property

COMPETENCY UNIT 4 : PROPERTY TRANSACTIONS

30 TH MARCH (SAT)	10	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
31 ST MARCH (SUN)	11	4.8	Sale of HDB flats
		4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
	12	4.40	Foreign Worker Housing
		4.41	Taxes on Property
RES MOCK EXAM FOR PAPER 2 & REVISION			