

**REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS****8 DAYS (WEEKDAY RES CRASH COURSE)**(INTAKE 121A) 26<sup>th</sup> March 2019 to 5<sup>th</sup> April 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 & BASIC LAND LAW CONCEPTS**

DATE / DAY	LSN	UNIT	TOPICS
26 <sup>TH</sup> MARCH (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**

27 <sup>TH</sup> MARCH (WED)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
	4	2.14	Law Of Agency
28 <sup>TH</sup> MARCH (THURS)	5	2.25	Landlord and Tenant Law
	6	2.34	Negligence
29 <sup>TH</sup> MARCH (FRI)	7	2.37	Gift
	8	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**

2 <sup>ND</sup> APRIL (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
3 <sup>RD</sup> APRIL (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**

3 <sup>RD</sup> APRIL (WED)	12	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
4 <sup>TH</sup> APRIL (THURS)	13	4.8	Sale of HDB flats
	14	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
5 <sup>TH</sup> APRIL (FRI)	15	4.40	Foreign Worker Housing
		4.41	Taxes on Property
	16	RES MOCK EXAM FOR PAPER 2 & REVISION	