

**REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS****6 DAYS (3 WEEKENDS RES CRASH COURSE)**(INTAKE 133) 7<sup>th</sup> September 2019 to 29<sup>th</sup> September 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 **Benchmark 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
7 <sup>TH</sup> SEPTEMBER (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**

8 <sup>TH</sup> SEPTEMBER (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

14<sup>TH</sup> SEPTEMBER (SAT)  
15<sup>TH</sup> SEPTEMBER (SUN)

COURSE BREAK

21 <sup>ST</sup> SEPTEMBER (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**

22 <sup>ND</sup> SEPTEMBER (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
		3.35	Methods Of Sale
28 <sup>TH</sup> SEPTEMBER (SAT)	9	3.43	Marketing Of Residential Property
		3.45	Marketing Of Commercial Property
		3.48	Marketing Of Industrial Property

**COMPETENCY UNIT 4: PROPERTY TRANSACTIONS**

	10	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
29 <sup>TH</sup> SEPTEMBER (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	