

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(INTAKE 140) 2nd December 2019 to 12th December 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
2 ND DECEMBER (MON)	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

3 RD DECEMBER (TUES)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
	4	2.14	Law Of Agency
4 TH DECEMBER (WED)	5	2.25	Landlord and Tenant Law
	6	2.34	Negligence
5 TH DECEMBER (THURS)	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**

9 TH DECEMBER (MON)	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
10 TH DECEMBER (TUES)	11	3.43	Marketing Of Residential Property
		3.45	Marketing Of Commercial Property
		3.48	Marketing Of Industrial Property

COMPETENCY UNIT 4 : PROPERTY TRANSACTIONS

	12	4.1	Sale of Uncompleted Private Properties
		4.6	Sale of Completed Private Properties
		4.7	Collective Sale of Private Properties
11 TH DECEMBER (WED)	13	4.8	Sale of HDB flats
	14	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
12 TH DECEMBER (THURS)	15	4.40	Foreign Worker Housing
		4.41	Taxes on Property
	16	RES MOCK EXAM FOR PAPER 2 & REVISION	