

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**6 DAYS (3 WEEKENDS RES CRASH COURSE)**(INTAKE 144) 7th March 2020 to 29th March 2020 (8.30 am to 6.30 pm)

- 8.30 am to 12.50 pm (First Half)
- 12.50 pm to 2.10 pm (Lunch Break)
- 2.10 pm to 6.30 pm (Second Half)



Presented By

BenchMark RealPro Pte Ltd

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE RES COURSE

REAL ESTATE SALESPERSON COURSE (PAPER 1)**COMPETENCY UNIT 1: REAL ESTATE AGENCY INDUSTRY OVERVIEW & BASIC LAND LAW CONCEPTS**

DATE / DAY	LSN	UNIT	TOPICS
7 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

8 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
14TH & 15TH MARCH	COURSE BREAK		
21 ST 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**

22 ND 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	Sentosa Cove
		3.21	Principles Of Real Estate Marketing
		3.35	Methods Of Sale
28 TH MARCH (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 TH 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	