

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(INTAKE 147) 13th April 2020 to 30th April 2020 (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 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
13 TH APRIL (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

14 TH APRIL (TUES)	3	2.1	Basic Concept of Common Law, Equity and Statute Law
	4	2.14	Law Of Agency
15 TH APRIL (WED)	5	2.25	Landlord and Tenant Law
	6	2.34	Negligence
16 TH APRIL (THURS)	7	2.37	Gift
	8	RES MOCK EXAM FOR PAPER 1 & REVISION	

20TH TO 24TH APRIL**COURSE BREAK****REAL ESTATE SALESPERSON COURSE (PAPER 2)****COMPETENCY UNIT 3: – REGULATIONS OF REAL ESTATE AGENCY INDUSTRY & REAL ESTATE MARKETING**

27 TH APRIL (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	Sentosa Cove
		3.21	Principles Of Real Estate Marketing
		3.35	Methods Of Sale
28 TH APRIL (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
29 TH APRIL (WED)	13	4.8	Sale of HDB flats
	14	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
30 TH APRIL (THURS)	15	4.40	Foreign Worker Housing
		4.41	Taxes on Property
	16	RES MOCK EXAM FOR PAPER 2 & REVISION	