

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(INTAKE 155) 4th August 2020 to 26th August 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
4 TH AUGUST (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

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

REAL ESTATE SALESPERSON COURSE (PAPER 2)**COMPETENCY UNIT 3: – REGULATIONS OF REAL ESTATE AGENCY INDUSTRY & REAL ESTATE MARKETING**

19 TH AUGUST (WED)	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
20 TH AUGUST (THURS)	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
25 TH AUGUST (TUES)	13	4.8	Sale of HDB flats
	14	4.27	Ascertaining Buyers' Eligibility for CPF Housing Grant
26 TH AUGUST (WED)	15	4.40	Foreign Worker Housing
		4.41	Taxes on Property
	16	RES MOCK EXAM FOR PAPER 2	