

# REAL ESTATE SALESPERSON (RES) COURSE SCHEDULE

## 6 DAYS (3 WEEKENDS RES CRASH COURSE)

(INTAKE 165) 9<sup>th</sup> January 2021 to 31<sup>st</sup> January 2021 (8.30 am to 6.10 pm)

- 8.30 am to 12.50 pm (First Half)
- 12.50 pm to 1.50 pm (Lunch Break)
- 1.50 pm to 6.10 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	TIME	LESSON	UNIT	TOPICS
9 <sup>TH</sup> JANUARY (SAT)	0830 – 1250	1	1.1	Real Estate Market & Submarkets Factors Affecting Market Value (Prices)
	1350 – 1810	2	1.13	Basic Land Law Concepts

#### COMPETENCY UNIT 2: DEALINGS WITH INTERESTS IN LAND

10 <sup>TH</sup> JANUARY (SUN)	0830 – 1250	3	2.1	Basic Concept of Common Law, Equity & Statute Law
	1350 – 1810	4	2.14	Law Of Agency
			2.25	Landlord and Tenant Law
16 <sup>TH</sup> & 17 <sup>TH</sup> JANUARY	COURSE BREAK			
23 <sup>RD</sup> JANUARY (SAT)	0830 – 1250	5	2.34	Negligence
	1350 – 1810	6	2.37	Gift
				RES Mock Exam For Paper 1

### REAL ESTATE SALESPERSON COURSE (PAPER 2)

#### COMPETENCY UNIT 3: – REGULATIONS OF REAL ESTATE AGENCY INDUSTRY & REAL ESTATE MARKETING

24 <sup>TH</sup> JANUARY (SUN)	0830 – 1250	7	3.1	Regulation Of Real Estate Agency Industry
			3.1.37	Professional Service Manual
	1350 – 1810	8	3.2	Role & Functions Of Real Estate Agencies & Salespersons
			3.14	Sentosa Cove
			3.21	Principles Of Real Estate Marketing
			3.35	Methods Of Sale
30 <sup>TH</sup> JANUARY (SAT)	0830 – 1250	9	3.43	Marketing Of Residential Property
			3.45	Marketing Of Commercial Property
			3.48	Marketing Of Industrial Property

#### COMPETENCY UNIT 4 : PROPERTY TRANSACTIONS

	1350 – 1810	10	4.1	Sale of Uncompleted Private Properties
			4.6	Sale of Completed Private Properties
			4.7	Collective Sale of Private Properties
31 <sup>ST</sup> JANUARY (SUN)	0830 – 1250	11	4.8	Sale Of HDB Flats
			4.27	Ascertaining Buyers' Eligibility For CPF Housing Grant
	1350 – 1810	12	4.40	Foreign Worker Housing
			4.41	Taxes On Property
				RES Mock Exam For Paper 2