

# REAL ESTATE SALESPERSON (RES) COURSE SCHEDULE

## 8 DAYS (WEEKDAY RES CRASH COURSE)

(INTAKE 178) 3<sup>rd</sup> August 2021 to 25<sup>th</sup> August 2021 (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

**Benchmark** 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
3 <sup>RD</sup> AUGUST (TUES)	1000 – 1315	1	1.1	Real Estate Market & Submarkets
				Factors Affecting Market Value (Prices)
	1415 – 1730	2	1.13	Basic Land Law Concepts

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

4 <sup>TH</sup> AUGUST (WED)	1000 – 1315	3	2.1	Basic Concept of Common Law, Equity & Statute Law
	1415 – 1730	4	2.14	Law Of Agency
5 <sup>TH</sup> AUGUST (THURS)	1000 – 1315	5	2.25	Landlord & Tenant Law
	1415 – 1730	6	2.34	Negligence
<b>COURSE BREAK</b>				
17 <sup>TH</sup> AUGUST (TUES)	1000 – 1315	7	2.37	Gift
	1415 – 1730	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

18 <sup>TH</sup> AUGUST (WED)	1000 – 1315	9	3.1	Regulation Of Real Estate Agency Industry
			3.1.37	Professional Service Manual
	1415 – 1730	10	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
19 <sup>TH</sup> AUGUST (THURS)	1000 – 1315	11	3.43	Marketing Of Residential Property
			3.45	Marketing Of Commercial Property
			3.48	Marketing Of Industrial Property

#### COMPETENCY UNIT 4: PROPERTY TRANSACTIONS

	1415 – 1730	12	4.1	Sale of Uncompleted Private Properties
			4.6	Sale of Completed Private Properties
			4.7	Collective Sale of Private Properties
24 <sup>TH</sup> AUGUST (TUES)	1000 – 1315	13	4.8	Sale Of HDB Flats
	1415 – 1730		4.27	Ascertaining Buyers' Eligibility For CPF Housing Grant
25 <sup>TH</sup> AUGUST (WED)	1000 – 1315	15	4.40	Foreign Worker Housing
			4.41	Taxes On Property
	1415 – 1730	16		RES Mock Exam For Paper 2