

# REAL ESTATE SALESPERSON (RES) COURSE SCHEDULE (6 DAYS RES CRASH COURSE) - 3 WEEKENDS

(INTAKE 230) 7<sup>th</sup> October 2023 to 29<sup>th</sup> October 2023 (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
7 <sup>TH</sup> OCTOBER (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

8 <sup>TH</sup> OCTOBER (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	

### COURSE BREAK

21 <sup>ST</sup> OCTOBER (SAT)	0830 – 1250	5	2.34	Negligence
	1350 – 1810	6	2.37	Gift
RES Paper 1 Mock Test				

## REAL ESTATE SALESPERSON COURSE (PAPER 2)

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

22 <sup>ND</sup> OCTOBER (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
28 <sup>TH</sup> OCTOBER (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
29 <sup>TH</sup> OCTOBER (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 Paper 2 Mock Test	