

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

(INTAKE 234) 2nd December 2023 to 17th December 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

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 |
|--------------------------------|-------------|--------|------|---|
| 2 ND DECEMBER (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

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|--------------------------------|-------------|---|-------------------------|---|
| 3 RD DECEMBER (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 | |
| 9 TH DECEMBER (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

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|---------------------------------|-------------|---|--------|---|
| 10 TH DECEMBER (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 |
| 16 TH DECEMBER (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

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|---------------------------------|-------------|----|-----------------------|--|
| | 1350 – 1810 | 10 | 4.1 | Sale of Uncompleted Private Properties |
| | | | 4.6 | Sale of Completed Private Properties |
| | | | 4.7 | Collective Sale of Private Properties |
| 17 TH DECEMBER (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 | |