

# REAL ESTATE SALESPERSON (RES) COURSE SCHEDULE (8 DAYS RES CRASH COURSE) - WEEKDAY

(INTAKE 246) 4<sup>th</sup> June 2024 to 26<sup>th</sup> June 2024 (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

**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
4 <sup>TH</sup> JUNE (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

5 <sup>TH</sup> JUNE (WED)	1000 – 1315	3	2.1	Basic Concept of Common Law, Equity & Statute Law
	1415 – 1730	4	2.14	Law Of Agency
6 <sup>TH</sup> JUNE (THURS)	1000 – 1315	5	2.25	Landlord & Tenant Law
	1415 – 1730	6	2.34	Negligence
11 <sup>TH</sup> JUNE (TUES)	1000 – 1315	7	2.37	Gift
	1415 – 1730	8	2.44	Co-Ownership

## REAL ESTATE SALESPERSON COURSE (PAPER 2)

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

12 <sup>TH</sup> JUNE (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
			3.21	Principles Of Real Estate Marketing
			3.35	Methods Of Sale
13 <sup>TH</sup> JUNE (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

### COURSE BREAK

25 <sup>TH</sup> JUNE (TUES)	1000 – 1315	13	4.8	Sale Of HDB Flats
	1415 – 1730	14	4.21.3	CPF Housing Grants For Resale Flats (Families)
26 <sup>TH</sup> JUNE (WED)	1000 – 1315	15	4.40	Foreign Worker Housing
			4.41	Taxes On Property
	1415 – 1730	16	4.45	Goods and Services Tax