

# REAL ESTATE SALESPERSON (RES) COURSE SCHEDULE (12 NIGHTS RES CRASH COURSE) - WEEKNIGHT

(INTAKE 195A) 4<sup>th</sup> May 2022 to 1<sup>st</sup> June 2022 (6.00 pm to 10.20 pm)



Presented By

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE RES COURSE

**Bench**Mark RealPro Pte Ltd

- 6.00 pm to 10.20 pm

## 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> MAY (WED)	1800 – 2220	1	1.1	Real Estate Market & Submarkets Factors Affecting Market Value (Prices)
6 <sup>TH</sup> MAY (FRI)	1800 – 2220	2	1.13	Basic Land Law Concepts

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

9 <sup>TH</sup> MAY (MON)	1800 – 2220	3	2.1	Basic Concept of Common Law, Equity & Statute Law
11 <sup>TH</sup> MAY (WED)	1800 – 2220	4	2.14	Law Of Agency
			2.25	Landlord and Tenant Law
13 <sup>TH</sup> MAY (FRI)	1800 – 2220	5	2.34	Negligence
18 <sup>TH</sup> MAY (WED)	1800 – 2220	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

20 <sup>TH</sup> MAY (FRI)	1800 – 2220	7	3.1	Regulation Of Real Estate Agency Industry
			3.1.37	Professional Service Manual
23 <sup>RD</sup> MAY (MON)	1800 – 2220	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
25 <sup>TH</sup> MAY (WED)	1800 – 2220	9	3.43	Marketing Of Residential Property
			3.45	Marketing Of Commercial Property
			3.48	Marketing Of Industrial Property

### COMPETENCY UNIT 4: PROPERTY TRANSACTIONS

27 <sup>TH</sup> MAY (FRI)	1800 – 2220	10	4.1	Sale of Uncompleted Private Properties
			4.6	Sale of Completed Private Properties
			4.7	Collective Sale of Private Properties
30 <sup>TH</sup> MAY (MON)	1800 – 2220	11	4.8	Sale Of HDB Flats
			4.27	Ascertaining Buyers' Eligibility For CPF Housing Grant
1 <sup>ST</sup> JUNE (WED)	1800 – 2220	12	4.40	Foreign Worker Housing
			4.41	Taxes On Property
			RES Paper 2 Mock Test	