

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

(INTAKE 213) 10th January 2023 to 26th January 2023 (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
10 TH JANUARY (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

11 TH JANUARY (WED)	1000 – 1315	3	2.1	Basic Concept of Common Law, Equity & Statute Law
	1415 – 1730	4	2.14	Law Of Agency
12 TH JANUARY (THURS)	1000 – 1315	5	2.25	Landlord & Tenant Law
	1415 – 1730	6	2.34	Negligence
17 TH JANUARY (TUES)	1000 – 1315	7	2.37	Gift
	1415 – 1730	8	RES Paper 1 Mock Test	

REAL ESTATE SALESPERSON COURSE (PAPER 2)

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

18 TH JANUARY (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 TH JANUARY (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 TH JANUARY (TUES)	NO CLASS			
25 TH JANUARY (WED)	1000 – 1315	13	4.8	Sale Of HDB Flats
	1415 – 1730	14	4.27	Ascertaining Buyers' Eligibility For CPF Housing Grant
26 TH JANUARY (THURS)	1000 – 1315	15	4.40	Foreign Worker Housing
			4.41	Taxes On Property
	1415 – 1730	16	RES Paper 2 Mock Test	