

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

(INTAKE 220) 9th May 2023 to 31st May 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 |
|----------------------------|-------------|--------|------|---|
| 9 TH MAY (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

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|------------------------------|-------------|---|------|---|
| 10 TH MAY (WED) | 1000 – 1315 | 3 | 2.1 | Basic Concept of Common Law, Equity & Statute Law |
| | 1415 – 1730 | 4 | 2.14 | Law Of Agency |
| 11 TH MAY (THURS) | 1000 – 1315 | 5 | 2.25 | Landlord & Tenant Law |
| | 1415 – 1730 | 6 | 2.34 | Negligence |

COURSE BREAK

| | | | | |
|-----------------------------|-------------|---|-----------------------|------|
| 23 RD MAY (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

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|------------------------------|-------------|----|--------|---|
| 24 TH MAY (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 |
| 25 TH MAY (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

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|-----------------------------|-------------|----|-----------------------|--|
| | 1415 – 1730 | 12 | 4.1 | Sale of Uncompleted Private Properties |
| | | | 4.6 | Sale of Completed Private Properties |
| | | | 4.7 | Collective Sale of Private Properties |
| 30 TH MAY (TUES) | 1000 – 1315 | 13 | 4.8 | Sale Of HDB Flats |
| | 1415 – 1730 | 14 | 4.27 | Ascertaining Buyers' Eligibility For CPF Housing Grant |
| 31 ST MAY (WED) | 1000 – 1315 | 15 | 4.40 | Foreign Worker Housing |
| | | | 4.41 | Taxes On Property |
| | 1415 – 1730 | 16 | RES Paper 2 Mock Test | |