

## Real Estate Salesperson Course

**Time-Table for Batch 160 (V1) (@Sunshine Plaza) Weekday Evening Course**  
**Mon, Wed & Fri: 7pm-10pm**

| LT  | Topics - Paper 1   | Date           | Lecturer's Name |
|---|--|----------------|-----------------|
| <b>Competency Unit 1 - Real Estate Agency Industry Overview</b> |  |                |                 |
| 1/19  | 1.1 - Real estate market and submarkets<br>1.2 - Real estate market players and government intervention  | 12/11/18 (Mon) | TBA             |
| 2/19  | Basic Land Law Concepts<br>1.3 - Introduction<br>1.4 - Land<br>1.5 - Estates in land<br>1.6 - State Lands Act<br>1.7 - Rights in another's land<br>1.8 - Registration of titles          | 14/11/18 (Wed) | TBA             |
| <b>Competency Unit 2 – Dealings with Interests in Land</b>      |  |                |                 |
| 3/19  | 2.5 - Conveyance <i>inter vivos</i> ( <b>No Notes</b> )<br>2.6 - Mortgage<br>2.7 - Gift<br>2.8 - Trust<br>2.9 - Succession   | 16/11/18 (Fri) | TBA             |
| 4/19  | 2.10 - Future interest<br>2.11 - Co-ownership<br>2.12 - Restrictions on capacity to hold land<br>2.13 - Planning and development of land   | 19/11/18 (Mon) | TBA             |
| 5/19  | 2.1 - Law of contract  | 21/11/18 (Wed) | TBA             |
| 6/19  | 2.2 - Law of agency  | 23/11/18 (Fri) | TBA             |
| 7/19  | 2.4 - Negligence<br>2.3 - Landlord and tenant law  | 26/11/18 (Mon) | TBA             |
| LT  | Topics - Paper 2   | Date           |                 |
| 8/19  | 3.1 - Regulation of real estate agency industry (Part 1)   | 28/11/18 (Wed) | TBA             |
| 9/19  | 3.1 - Regulation of real estate agency industry (Part 2)   | 30/11/18 (Fri) | TBA             |
| 10/19   | 3.2 - Role and functions of salespersons and their requisite knowledge and skills  | 03/12/18 (Mon) | TBA             |
| 11/19   | 3.3 - Principles of real estate marketing<br>3.4 - Types of listing<br>3.5 - Methods of sale<br>3.6 - Regulations on advertisements<br>3.7 - Marketing of residential property/HDB flats | 05/12/18 (Wed) | TBA             |

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| 12/19  | 3.8 - Marketing of commercial property<br>3.9 - Marketing of industrial property<br>3.10 - Marketing of special properties<br>3.11 - Consumer Protection (Fair Trading) Act | 07/112/18 (Fri) | TBA |
|  |   |                 |     |
| 13/19  | 4.1 - Sale of uncompleted private properties  | 10/12/18 (Mon)  | TBA |
| 14/19  | 4.2 - Sale of completed private properties<br>4.3 - Collective sale of private properties   | 12/12/18 (Wed)  | TBA |
| 15/19  | 4.4 - Sale of HDB flats (Part 1 - Buyer)  | 14/12/18 (Fri)  | TBA |
| 16/19  | 4.4 - Sale of HDB flats (Part 2 - Seller)   | 17/12/18 (Mon)  | TBA |
| 17/19  | 4.5 - Leasing of private properties<br>4.6 - Subletting of HDB flats<br>4.7 - Foreign worker housing  | 19/12/18 (Wed)  | TBA |
| 18/19  | 4.8 - Taxes on property   | 21/12/18 (Fri)  | TBA |
| 19/19  | 4.9 - Property finance and financial calculations   | 24/12/18 (Mon)  | TBA |
| <ul style="list-style-type: none"> <li><b>Ready for Feb 2019 RES Exam. Exam registration closing date for Feb 2019 is 28 Dec 2018</b></li> <li><b>Year 2019 Examination will be held once every four months – Feb, June and Oct</b></li> <li><i>The course organiser reserves the rights to change &amp; adjust the time table, lecturer assignments &amp; venue. Please refer to our Refund policy in our website.</i></li> </ul> |   |                 |     |
| <p><b>Training Venue:</b><br/>           91 Bencoolen Street, Sunshine Plaza #06-04 S(189652)<br/>           Next to Bencoolen MRT<br/>           Contact: 9424 3483 / 6462 6093</p>   |   |                 |     |