

Real Estate Salesperson Course

Time-Table for Batch 226A (V1) (@J. East) Weekday Evening Course

Tue & Thu: 7pm-10pm

100% Online

LT	Topics - Paper 1	Date	Lecturer's Name
Competency Unit 1 - Real Estate Agency Industry Overview			
1/20	1.1 - Real estate market and submarkets 1.2 - Real estate market players and government intervention	23/02/21 (Tue)	Francis Xavier
2/20	Basic Land Law Concepts 1.3 - Introduction 1.4 - Land 1.5 - Estates in land 1.7 - Rights in another's land 1.8 - Registration of titles	25/02/21 (Thu)	Zhipeng
Competency Unit 2 – Dealings with interests in Land			
3/20	2.5 - Conveyance <i>inter vivos</i> (No Notes) 1.6 – State Land's Act 1.7 - Rights in another's land 2.6 - Mortgage 2.7 – Gift	02/03/21 (Tue)	Zhipeng
4/20	2.8 - Trust 2.9 – Succession 2.10 - Future interest 2.11 - Co-ownership 1.8 - Registration of titles	04/03/21 (Thu)	Zhipeng
5/20	2.12 - Restrictions on capacity to hold land 2.13 - Planning and development of land	09/03/21 (Tue)	Zhipeng
6/20	2.2 - Law of Agency	11/03/21 (Thu)	Zhipeng
7/20	2.1 - Law of Contract	16/03/21 (Tue)	Zhipeng
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	18/03/21 (Thu)	Zhipeng
LT	Topics - Paper 2	Date	Lecturer's Name
Competency Unit 3 – Regulation of Real Estate Agency & Real Estate Marketing			
9/20	3.1 - Regulation of real estate agency industry (Part 1)	23/03/21 (Tue)	Francis Xavier
10/20	3.1 - Regulation of real estate agency industry (Part 2)	25/03/21 (Thu)	Francis Xavier
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	30/03/21 (Tue)	Francis Xavier
12/20	3.3 - Principles of real estate marketing 3.4 - Types of listing 3.5 - Methods of sale 3.6 - Regulations on advertisements 3.7 - Marketing of residential property/HDB flats	01/04/21 (Thu)	Francis Xavier

13/20	3.8 - Marketing of commercial property 3.9 - Marketing of industrial property 3.10 - Marketing of special properties 3.11 - Consumer Protection (Fair Trading) Act	06/04/21 (Tue)	Francis Xavier
Competency Unit 4 – Property Transactions			
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	08/04/21 (Thu)	Anthony Ong
15/20	4.2 - Sale of completed private properties	13/04/21 (Tue)	Anthony Ong
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	15/04/21 (Thu)	Anthony Ong
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	20/04/21 (Tue)	Anthony Ong
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	22/04/21 (Thu)	Anthony Ong
19/20	4.8 - Taxes on property	27/04/21 (Tue)	Zhipeng
20/20	4.9 - Property finance and financial calculations	29/04/21 (Thu)	Francis Xavier

- **RES Exam - TBA.**
- *The course organiser reserves the rights to change & adjust the time table, lecturer assignments & venue. Please refer to our Refund policy in our website.*

Training Venue:

Blk 134 Jurong Gateway Rd#03-309P S (600134)
 Next to Jurong East MRT
 Contact: 9424 3483 / 6462 6093