

Real Estate Salesperson Course
Time-Table for Batch 249 (V2) (@Jurong East) Weekday Course
Mon, Wed & Fri
#1: 10am-1pm and #2: 2 pm – 5pm
Online (Synchronous e-learning)

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	22/11/21 (Mon#2)	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	24/11/21 (Wed#1)	Thum Cheng Cheong
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	24/11/21 (Wed#2)	Thum Cheng Cheong
4/20	2.8 - Trust 2.9 - Succession 2.10 - Future interest 2.11 - Co-ownership	26/11/21 (Fri#1)	Thum Cheng Cheong
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	26/11/21 (Fri#2)	Thum Cheng Cheong
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	29/11/21 (Mon#1)	Thum Cheng Cheong
7/20	2.1 - Law of Contract	29/11/21 (Mon#2)	Thum Cheng Cheong
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	01/12/21 (Wed1)	Thum Cheng Cheong
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)	01/12/21 (Wed#2)	Francis Xavier
10/20	3.1 - Regulation of real estate agency industry (Part 2)	03/12/21 (Fri#1)	Francis Xavier
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	03/12/21 (Fri#2)	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	06/12/21 (Mon#1)	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	06/12/21 (Mon#2)	Francis Xavier
Competency Unit 4 – Property Transactions			
14/20	4.1 - Sale of uncompleted private properties	08/12/21 (Wed#1)	Anthony Ong
15/20	4.2 - Sale of completed private properties 4.3 - Collective sale of private properties	08/12/21 (Wed#2)	Anthony Ong
16/20	4.4 - Sale of HDB flats (Part 1 – Buyer)	10/12/21 (Fri#1)	Anthony Ong
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	10/12/21 (Fri#2)	Anthony Ong
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	13/12/21 (Mon#2)	Anthony Ong
19/20	4.8 - Taxes on property	15/12/21 (Wed#1)	Thum Cheng Cheong
20/20	4.9 - Property finance and financial calculations	15/12/21 (Wed#2)	Francis Xavier
<ul style="list-style-type: none"> • RES Exam - TBA • Year 2022 Examination will be held once every four months – Feb, June and Oct • <i>The course organiser reserves the rights to change & adjust the time table, lecturer assignments & venue without prior notice to course participants.</i> 			
<p>Training Venue: Blk 134 Jurong Gateway Rd#03-309P S (600134) Next to Jurong East MRT Contact: 9424 3483 / 6462 6093</p>			