

**Real Estate Salesperson Course**  
Time-Table for Batch 252 (V2) (@J. East) Weekday Evening Course  
Mon, Wed & Fri: 7pm-10pm  
Online (Synchronous E-Learning)

LT	Topics - Paper 1	Date	Lecturer's Name
<b>Competency Unit 1 - Real Estate Agency Industry Overview</b>			
1/20	1.1 - Real estate market and submarkets 1.2 - Real estate market players and government intervention	14/02/22 (Mon)	Jonathan Ho
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	16/02/22 (Wed)	Lee Chin Pin
<b>Competency Unit 2 – Dealings with Interests in Land</b>			
3/20	2.5 - Conveyance <i>inter vivos</i> ( <b>No Notes</b> ) 1.6 – State Land's Act 1.7 – Rights in another's land 2.6 - Mortgage 2.7 - Gift	18/02/22 (Fri)	Lee Chin Pin
4/20	2.8 - Trust 2.9 - Succession 2.10 - Future interest 2.11 - Co-ownership 1.8 - Registration of titles	21/02/22 (Mon)	Lee Chin Pin
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	23/02/22 (Wed)	Lee Chin Pin
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	25/02/22 (Fri)	Lee Chin Pin
7/20	2.1 - Law of Contract	28/02/22 (Mon)	Lee Chin Pin
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	02/03/22 (Wed)	Lee Chin Pin
LT	Topics - Paper 2	Date	
<b>Competency Unit 3 – Regulation of Real Estate Agency &amp; Real Estate Marketing</b>			
9/20	3.1 - Regulation of real estate agency industry (Part 1)	04/03/22 (Fri)	Jonathan Ho
10/20	3.1 - Regulation of real estate agency industry (Part 2)	07/03/22 (Mon)	Jonathan Ho
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	09/03/22 (Wed)	Jonathan Ho

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	11/03/22 (Fri)	Jonathan Ho
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	14/03/22 (Mon)	Jonathan Ho
<b>Competency Unit 4 – Property Transactions</b>			
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	16/03/22 (Wed)	Francis Xavier
15/20	4.2 - Sale of completed private properties	18/03/22 (Fri)	Francis Xavier
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	21/03/22 (Mon)	Francis Xavier
17/20	4.4 - Sale of HDB flats (Part 2 - Seller)	23/03/22 (Wed)	Francis Xavier
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	25/03/22 (Fri)	Francis Xavier
19/20	4.8 - Taxes on property	28/03/22 (Mon)	Lee Chin Pin
20/20	4.9 - Property finance and financial calculations	30/03/22 (Wed)	Jonathan Ho

- **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