

Real Estate Salesperson Course

Time-Table for Batch 264 (V1) (@Jurong East) (Weekend Course)

***Sat #1: 10am – 1pm & Sat #2: 2pm – 5pm**

Sun #1: 10am – 1pm & Sun #2: 2pm – 5pm

Jurong East / Classroom

| 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 | 04/06/22 (Sat #2) | TBA |
| 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 | 05/06/22 (Sun #1) | TBA |
| 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 | 05/06/22 (Sun #2) | TBA |
| 4/20 | 2.8 - Trust 2.9 - Succession 2.10 - Future interest 2.11 - Co-ownership | 11/06/22 (Sat #1) | TBA |
| 5/20 | 1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land | 11/06/22 (Sat #2) | TBA |
| 6/20 | 2.13 - Planning and development of land 2.2 - Law of Agency | 12/06/22 (Sun #1) | TBA |
| 7/20 | 2.1 - Law of Contract | 12/06/22 (Sun #2) | TBA |
| 8/20 | 2.4 - Negligence 2.3 - Landlord and tenant law | 18/06/22 (Sat #2) | TBA |
| 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) | 18/06/22 (Sat #2) | TBA |
| 10/20 | 3.1 - Regulation of real estate agency industry (Part 2) | 19/06/22 (Sun #1) | TBA |
| 11/20 | 3.2 - Role and functions of salespersons and their requisite knowledge and skills | 19/06/22 (Sun #2) | TBA |
| 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 | 25/06/22 (Sat #1) | TBA |

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| 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 | 25/06/22 (Sat #2) | TBA |
| Competency Unit 4 – Property Transactions | | | |
| 14/20 | 4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties | 26/06/22 (Sun #1) | TBA |
| 15/20 | 4.2 - Sale of completed private properties | 26/06/22 (Sun #2) | TBA |
| 18/20 | 4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing | 02/07/22 (Sat #2) | TBA |
| 16/20 | 4.4 - Sale of HDB flats (Part 1 - Buyer) | 03/07/22 (Sun #1) | TBA |
| 17/20 | 4.4 - Sale of HDB flats (Part 2 - Seller) | 03/07/22 (Sun #2) | TBA |
| 19/20 | 4.8 - Taxes on property | 09/07/22 (Sat #1) | TBA |
| 20/20 | 4.9 - Property finance and financial calculations | 09/07/22 (Sat #2) | TBA |
| <ul style="list-style-type: none"> • RES Exam - TBA • <i>The course organiser reserves the rights to change & adjust the time table, lecturer assignments & venue. Please refer to our Refund policy in our website.</i> | | | |
| <p>Training Venue: Blk 134 Jurong Gateway Rd#03-309P S (600134) Next to Jurong East MRT Contact: 9424 3483 / 6462 6093</p> | | | |