

## Real Estate Salesperson Course

Time-Table for Batch 265 (V2.1) (@J. East) Weekday Evening Course

Tue & Thu: 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	05/07/22 (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	07/07/22 (Thu)	Zhipeng
<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	12/07/22 (Tue)	Zhipeng
4/20	2.8 - Trust 2.9 – Succession 2.10 - Future interest 2.11 - Co-ownership 1.8 - Registration of titles	14/07/22 (Thu)	Zhipeng
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	19/07/22 (Tue)	Zhipeng
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	21/07/22 (Thu)	Zhipeng
7/20	2.1 - Law of Contract	26/07/22 (Tue)	Zhipeng
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	28/07/22 (Thu)	Zhipeng
LT	Topics - Paper 2	Date	Lecturer's Name
<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)	02/08/22 (Tue)	Josh Ng
10/20	3.1 - Regulation of real estate agency industry (Part 2)	04/08/22 (Thu)	Josh Ng
	Public Holiday	09/08/22 (Tue)	
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	11/08/22 (Thu)	Josh Ng

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	16/08/22 (Tue)	Josh Ng
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	18/08/22 (Thu)	Josh Ng
<b>Competency Unit 4 – Property Transactions</b>			
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	23/08/22 (Tue)	Josh Ng
15/20	4.2 - Sale of completed private properties	25/08/22 (Thu)	Josh Ng
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	30/08/22 (Tue)	Josh Ng
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	01/09/22 (Thu)	Josh Ng
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	06/09/22 (Tue)	Josh Ng
19/20	4.8 - Taxes on property	08/09/22 (Thu)	Zhipeng
20/20	4.9 - Property finance and financial calculations	13/09/22 (Tue)	Josh Ng
<ul style="list-style-type: none"> <li>• <b>RES Exam - TBA.</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>                  Blk 134 Jurong Gateway Rd#03-309P S (600134)                  Next to Jurong East MRT                  Contact: 9424 3483 / 6462 6093</p>			