

Real Estate Salesperson Course

Time-Table for Batch 273 (V2.1) (@J. East) Weekday Evening Course

Tue & Thu: 7pm-10pm

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 | 04/10/22 (Tue) | 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 | 06/10/22 (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 | 11/10/22 (Tue) | Zhipeng |
| 4/20 | 2.8 - Trust 2.9 – Succession 2.10 - Future interest 2.11 - Co-ownership 1.8 - Registration of titles | 13/10/22 (Thu) | Zhipeng |
| 5/20 | 1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land | 18/10/22 (Tue) | Zhipeng |
| 6/20 | 2.13 - Planning and development of land 2.2 - Law of Agency | 20/10/22 (Thu) | Zhipeng |
| 7/20 | 2.1 - Law of Contract | 25/10/22 (Tue) | Zhipeng |
| 8/20 | 2.4 - Negligence 2.3 - Landlord and tenant law | 27/10/22 (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) | 01/11/22 (Tue) | Jonathan Ho |
| 10/20 | 3.1 - Regulation of real estate agency industry (Part 2) | 03/11/22 (Thu) | Jonathan Ho |
| 11/20 | 3.2 - Role and functions of salespersons and their requisite knowledge and skills | 08/11/22 (Tue) | 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 | 10/11/22 (Thu) | Jonathan Ho |

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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 | 15/11/22 (Tue) | Jonathan Ho |
| Competency Unit 4 – Property Transactions | | | |
| 14/20 | 4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties | 17/11/22 (Thu) | Anthony Ong |
| 15/20 | 4.2 - Sale of completed private properties | 22/11/22 (Tue) | Anthony Ong |
| 16/20 | 4.4 - Sale of HDB flats (Part 1 - Buyer) | 24/11/22 (Thu) | Anthony Ong |
| 17/20 | 4.4 - Sale of HDB flats (Part 2 – Seller) | 29/11/22 (Tue) | Anthony Ong |
| 18/20 | 4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing | 01/12/22 (Thu) | Anthony Ong |
| 19/20 | 4.8 - Taxes on property | 06/12/22 (Tue) | Zhipeng |
| 20/20 | 4.9 - Property finance and financial calculations | 08/12/22 (Thu) | Jonathan Ho |
| <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: Online (Synchronous E-Learning)</p> | | | |