

Real Estate Salesperson Course
Time-Table for Batch 293 (V2) (@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	20/06/23 (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	22/06/23 (Thu)	Lee Chin Pin
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	27/06/23 (Tue)	Lee Chin Pin
	Hari Raya Haji	29/06/23 (Thu)	
4/20	2.8 - Trust 2.9 – Succession 2.10 - Future interest 2.11 - Co-ownership	04/07/23 (Tue)	Lee Chin Pin
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	06/07/23 (Thu)	Lee Chin Pin
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	11/07/23 (Tue)	Lee Chin Pin
7/20	2.1 - Law of Contract	13/07/23 (Thu)	Lee Chin Pin
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	18/07/23 (Tue)	Lee Chin Pin
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)	20/07/23 (Thu)	Francis Xavier
10/20	3.1 - Regulation of real estate agency industry (Part 2)	25/07/23 (Tue)	Francis Xavier
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	27/07/23 (Thu)	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	01/08/23 (Tue)	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	03/08/23 (Thu)	Francis Xavier
Competency Unit 4 – Property Transactions			
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	08/08/23 (Tue)	Anthony Ong
15/20	4.2 - Sale of completed private properties	10/08/23 (Thu)	Anthony Ong
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	15/08/23 (Tue)	Anthony Ong
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	17/08/23 (Thu)	Anthony Ong
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	22/08/23 (Tue)	Anthony Ong
19/20	4.8 - Taxes on property	24/08/23 (Thu)	Lee Chin Pin
20/20	4.9 - Property finance and financial calculations	29/08/23 (Tue)	Francis Xavier
<ul style="list-style-type: none"> • RES Exam - 25th and 26th Nov 2023. • <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>			