

**Real Estate Salesperson Course**  
**Time-Table for Batch 305 (V2) (@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	03/10/23 (Tue)	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	05/10/23 (Thu)	TBA
<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	10/10/23 (Tue)	TBA
4/20	2.8 - Trust 2.9 – Succession 2.10 - Future interest 2.11 - Co-ownership	12/10/23 (Thu)	TBA
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	17/10/23 (Tue)	TBA
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	19/10/23 (Thu)	TBA
7/20	2.1 - Law of Contract	24/10/23 (Tue)	TBA
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	26/10/23 (Thu)	TBA
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)	31/10/23 (Tue)	TBA
10/20	3.1 - Regulation of real estate agency industry (Part 2)	02/11/23 (Thu)	TBA
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	07/11/23 (Tue)	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	09/11/23 (Thu)	TBA

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	14/11/23 (Tue)	TBA
<b>Competency Unit 4 – Property Transactions</b>			
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	16/11/23 (Thu)	TBA
15/20	4.2 - Sale of completed private properties	21/11/23 (Tue)	TBA
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	23/11/23 (Thu)	TBA
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	28/11/23 (Tue)	TBA
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	30/11/23 (Thu)	TBA
19/20	4.8 - Taxes on property	05/12/23 (Tue)	TBA
20/20	4.9 - Property finance and financial calculations	07/12/23 (Thu)	TBA
<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>  <b>Online (Synchronous E-Learning)</b></p>			