

Real Estate Salesperson Course

Time-Table for Batch 308 (V1) Weekday Course

Mon, Wed & Fri

#1: 10am-1pm and #2: 2 pm – 5pm

Online (Synchronous E-Learning) / 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	09/10/23 (Mon #1)	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	09/10/23 (Mon #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	11/10/23 (Wed #1)	TBA
4/20	2.8 - Trust 2.9 - Succession 2.10 - Future interest 2.11 - Co-ownership	11/10/23 (Wed #1)	TBA
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	13/10/23 (Fri #1)	TBA
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	13/10/23 (Fri #2)	TBA
7/20	2.1 - Law of Contract	16/10/23 (Mon #1)	TBA
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	16/10/23 (Mon #1)	TBA
LT	Topics - Paper 2	Date	
Competency Unit 3 – Regulation of Real Estate Agency & Real Estate Marketing			
9/20	3.1 - Regulation of real estate agency industry (Part 1)	18/10/23 (Wed #1)	TBA
10/20	3.1 - Regulation of real estate agency industry (Part 2)	18/10/23 (Wed #2)	TBA
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	20/10/23 (Fri #1)	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	20/10/23 (Fri #1)	TBA

	3.7 - Marketing of residential property/HDB flats		
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	23/10/23 (Mon #1)	TBA
Competency Unit 4 – Property Transactions			
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	23/10/23 (Mon #2)	TBA
15/20	4.2 - Sale of completed private properties	25/10/23 (Wed #1)	TBA
16/20	4.4 - Sale of HDB flats (Part 1 – Buyer)	25/10/23 (Wed #2)	TBA
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	27/10/23 (Fri #1)	TBA
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	27/10/23 (Fri #1)	TBA
19/20	4.8 - Taxes on property	30/10/23 (Mon #1)	TBA
20/20	4.9 - Property finance and financial calculations	30/10/23 (Mon #2)	TBA

- **RES Exam – TBA**
- *The course organiser reserves the rights to change & adjust the time table, lecturer assignments & venue without prior notice to course participants.*

Training Venue:

Blk 134 Jurong Gateway Rd#03-309P S (600134) /
Online
Contact: 9424 3483 / 6462 6093