

**Real Estate Salesperson Course**  
**Time-Table for Batch 316 (V1) (@J. East) Weekday Express Evening Course**  
**Mon to Fri: 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	18/12/23 (Mon)	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	19/12/23 (Tue)	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	20/12/23 (Wed)	TBA
4/20	2.8 - Trust 2.9 – Succession 2.10 uture interest 2.11 Co-ownership 1.8 - Registration of titles	21/12/23 (Thu)	TBA
5/20	1.8 - Registration of titles 2.12 - Restrictions on capacity to hold land	22/12/23 (Fri)	TBA
	Christmas Day	25/12/23 (Mon)	
6/20	2.13 - Planning and development of land 2.2 - Law of Agency	26/12/23 (Tue)	TBA
7/20	2.1 - Law of Contract	27/12/23 (Wed)	TBA
8/20	2.4 - Negligence 2.3 - Landlord and tenant law	28/12/23 (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)	29/12/23 (Fri)	TBA
	New Year's Day	01/01/24 (Mon)	
10/20	3.1 - Regulation of real estate agency industry (Part 2)	02/01/24 (Tue)	TBA
11/20	3.2 - Role and functions of salespersons and their requisite knowledge and skills	03/01/24 (Wed)	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	04/01/24 (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	05/01/24 (Fri)	TBA
14/20	4.3 - Collective sale of private properties 4.1 - Sale of uncompleted private properties	08/01/24 (Mon)	TBA
15/20	4.2 - Sale of completed private properties	09/01/24 (Tue)	TBA
16/20	4.4 - Sale of HDB flats (Part 1 - Buyer)	10/01/24 (Wed)	TBA
17/20	4.4 - Sale of HDB flats (Part 2 – Seller)	11/01/24 (Thu)	TBA
18/20	4.5 - Leasing of private properties 4.6 - Subletting of HDB flats 4.7 - Foreign worker housing	12/01/24 (Fri)	TBA
19/20	4.8 - Taxes on property	15/01/24 (Mon)	TBA
20/20	4.9 - Property finance and financial calculations	16/01/24 (Tue)	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-learning)</b></p>			