

REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS**8 DAYS (WEEKDAY RES CRASH COURSE)**(BATCH 28) 4th May 2015 to 13th May 2015 (10 am to 6 pm)

- 10 am to 1.30 pm (First Half)
- 1.30 pm to 2.30 pm (Lunch Break)
- 2.30 pm to 6 pm (Second Half)



Presented By

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE RES COURSE **Benchmark RealPro Pte Ltd****REAL ESTATE SALESPERSON COURSE (PAPER 1)****COMPETENCY UNIT 1: REAL ESTATE AGENCY INDUSTRY OVERVIEW**

| DATE / DAY | LSN | UNIT | TOPICS |
|----------------------------|-----|------|-----------------------------------------------------------------------------|
| 4 TH MAY (MON) | 1 | 1.1 | Real Estate Market And Submarkets |
| | | 1.12 | Real Estate Market Players And Government Intervention |
| | 2 | 1.14 | Law Of Agency |
| 5 TH MAY (TUES) | 3 | 1.25 | Role And Functions Of Real Estate Agencies And Salespersons (page 72 – 120) |
| | 4 | 1.43 | Regulation Of Real Estate Agency Industry (page 120 – 179) |

COMPETENCY UNIT 2: BASIC LAND LAW CONCEPTS AND DEALINGS WITH INTERESTS IN LAND

| | | | |
|-----------------------------|---|-------------------------------------------------|----------------------------------------------|
| 6 TH MAY (WED) | 5 | 1.43.37 | Professional Service Manual (page 181 – 232) |
| | 6 | 2.1 | Basic Land Law Concepts |
| 7 TH MAY (THURS) | 7 | 2.16 | Dealings with interest in land |
| | 8 | RES MOCK EXAM FOR PAPER 1 & REVISION | |

REAL ESTATE SALESPERSON COURSE (PAPER 2)**COMPETENCY UNIT 3: – REAL ESTATE MARKETING**

| | | | |
|---------------------------|----|------|-------------------------------------------------------------------------|
| 8 TH MAY (FRI) | 9 | 3.1 | Principles Of Marketing |
| | | 3.13 | Types Of Listing |
| | | 3.15 | Methods Of Sale |
| | | 3.16 | Regulations On Advertisements |
| | 10 | 3.23 | Marketing Of Residential / Commercial / Industrial / Special Properties |
| | | 3.41 | Tort Of Negligence |
| | | 3.42 | Consumer Protection (Fair Trading) Act |

COMPETENCY UNIT 4 : PROPERTY TRANSACTIONS – LAWS AND PRACTICES

| | | | |
|-----------------------------|----|-------------------------------------------------|----------------------------------------------------------------|
| 11 TH MAY (MON) | 11 | 4.2 | Law of Contract (page 1 to 38) |
| | | 4.105 | Landlord and Tenant Law (page 242 to 252) |
| | | 4.120 | Leasing of Private Properties (page 252 to 268) |
| | | 4.14 | Sale of Uncompleted Private Properties (Part A, page 38 to 66) |
| | 12 | 4.19 | Sale of Uncompleted Private Properties (Part B, page 67 to 96) |
| | | 4.25 | Sale of Completed Private Residential (page 96 to 106) |
| 12 TH MAY (TUES) | 13 | 4.45 | Sale of HDB Flats (Part A, page 118 – 176) |
| | | 4.68 | Sale of HDB Flats (Part B, page 177 – 242) |
| | | 4.127 | Subletting of HDB Flats (page 269 to 293) |
| 13 TH MAY (WED) | 15 | 4.148 | Foreign Worker Housing (page 293 to 296) |
| | | 4.149 | Taxes on Property (page 296 to 353) |
| | 16 | RES MOCK EXAM FOR PAPER 2 & REVISION | |