

REAL ESTATE AGENCY (REA) COURSE SCHEDULE  
13 DAYS (WEEKDAY REA CRASH COURSE)

(BATCH 1) 7<sup>th</sup> October 2015 to 23<sup>rd</sup> October 2015 (10 am to 5 pm)

- 10 am to 1 pm (First Half)
- 1 pm to 2 pm (Lunch Break)
- 2 pm to 5 pm (Second Half)



Presented By

BENCHMARK REALPRO IS A CEA-APPROVED COURSE PROVIDER FOR THE REA COURSE

**Bench**Mark RealPro Pte Ltd

**REAL ESTATE AGENCY COURSE (PAPER 1)**

**PAPER 1 - LEGAL FRAMEWORK OF REAL ESTATE**

DATE / DAY	LSN	UNIT	TOPICS
7 <sup>TH</sup> OCTOBER (WED)	1	1.1	Law of Real Property – Land Law Concepts
	2	1.1.26	Mortgages
8 <sup>TH</sup> OCTOBER (THURS)	3	1.1.62	Goods and Services Tax
	4	1.2	Law of Agency
9 <sup>TH</sup> OCTOBER (FRI)	5	1.2.16	Regulation of Estate Agencies
	6	1.2.41	Practice Guidelines on Use of Prescribed Estate Agency Agreement Forms 1-8 (Ends on page 249)
12 <sup>TH</sup> OCTOBER (MON)	7	1.2.44	Compliance With CEA's Code of Ethics and Professional Client Care (Continue from page 250 paragraph 3 - Professional Service Manual)
	8	1.3	Law of Contract and Contract for Sale/Lease of Land
13 <sup>TH</sup> OCTOBER (TUES)	9	1.3.8	Landlord and Tenant Law

**REAL ESTATE AGENCY COURSE (PAPER 2)**

**PAPER 2 - ESTATE AGENCY WORK AND RELEVANT REAL ESTATE KNOWLEDGE**

13 <sup>TH</sup> OCTOBER (TUES)	10	2.1	Real Estate Markets and Submarkets
14 <sup>TH</sup> OCTOBER (WED)	11	2.3	Sale of HDB Flats
	12	2.3.23	Resale Checklist for Buyers
15 <sup>TH</sup> OCTOBER (THURS)	13	2.3.33	Buying HDB Flats
	14	2.6	Sale of Uncompleted Private Properties
16 <sup>TH</sup> OCTOBER (FRI)	15	2.7	Sale of Commercial Properties Act and Rules
	16	2.17	Collective Sale of Property – Land Title (Strata) Act
19 <sup>TH</sup> OCTOBER (MON)	17	2.32	Law on Divorce
	18	2.42	Purpose and Basis of Property Valuation

**REAL ESTATE AGENCY COURSE (PAPER 3)**

**PAPER 3 - GOVERNANCE, MANAGEMENT AND OPERATIONS OF ESTATE AGENCY BUSINESS**

20 <sup>TH</sup> OCTOBER (TUES)	19	3.1	Estate Agent Organisation and Licensing
	20	3.3	Management of Salespersons
21 <sup>ST</sup> OCTOBER (WED)	21	3.4	Governance, Management and Operations
	22	3.4.23	Office Organisation
22 <sup>ND</sup> OCTOBER (THURS)	23	3.5	Service Quality and Dispute Resolution

**REVISION**

22 <sup>ND</sup> OCTOBER (THURS)	24	Paper 1 - Legal Framework Of Real Estate	
23 <sup>RD</sup> OCTOBER (FRI)	25	Paper 2 - Estate Agency Work And Relevant Real Estate Knowledge	
	26	Paper 3 - Governance, Management And Operations Of Estate Agency Business	