



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

**COMPETENCY UNIT 1: REAL ESTATE AGENCY INDUSTRY OVERVIEW**

DATE / DAY	LSN	UNIT	TOPICS
30 <sup>TH</sup> NOVEMBER (MON)	1	1.1	Real Estate Market And Submarkets
		1.12	Real Estate Market Players And Government Intervention
1 <sup>ST</sup> DECEMBER (TUES)	2	1.14	Law Of Agency
2 <sup>ND</sup> DECEMBER (WED)	3	1.25	Role And Functions Of Real Estate Agencies And Salespersons (page 69 – 116)
3 <sup>RD</sup> DECEMBER (THURS)	4	1.43	Regulation Of Real Estate Agency Industry (page 116 – 173)

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

4 <sup>TH</sup> DECEMBER (FRI)	5	1.43.37	Professional Service Manual (page 174 – 228) + Practice Guidelines
7 <sup>TH</sup> DECEMBER (MON)	6	2.1	Basic Land Law Concepts
8 <sup>TH</sup> DECEMBER (TUES)	7	2.16	Dealings with interest in land
9 <sup>TH</sup> DECEMBER (WED)	8	RES MOCK EXAM FOR PAPER 1 & REVISION	

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

**COMPETENCY UNIT 3: – REAL ESTATE MARKETING**

10 <sup>TH</sup> DECEMBER (THURS)	9	3.1	Principles Of Marketing
		3.13	Types Of Listing
		3.15	Methods Of Sale
		3.16	Regulations On Advertisements
11 <sup>TH</sup> DECEMBER (FRI)	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**

14 <sup>TH</sup> DECEMBER (MON)	11	4.2	Law of Contract (page 1 to 35)
		4.105	Landlord and Tenant Law (page 231 to 240)
		4.120	Leasing of Private Properties (page 240 to 256)
		4.14	Sale of Uncompleted Private Properties (Part A, page 35 to 62)
15 <sup>TH</sup> DECEMBER (TUES)	12	4.19	Sale of Uncompleted Private Properties (Part B, page 62 to 90)
		4.25	Sale of Completed Private Residential (page 90 to 101)
		4.44	Collective Sale of Property – Land Titles (Strata) Act (page 101 to 113)
16 <sup>TH</sup> DECEMBER (WED)	13	4.45	Sale of HDB Flats (Part A, page 112 – 170)
17 <sup>TH</sup> DECEMBER (THURS)	14	4.68	Sale of HDB Flats (Part B, page 170 – 234)
		4.127	Subletting of HDB Flats (page 257 to 281)
18 <sup>TH</sup> DECEMBER (FRI)	15	4.148	Foreign Worker Housing (page 281 to 284)
		4.149	Taxes on Property (page 284 to 339)
21 <sup>ST</sup> DECEMBER (MON)	16	RES MOCK EXAM FOR PAPER 2 & REVISION	