

**REAL ESTATE SALESPERSON (RES) COURSE SYLLABUS****8 DAYS (WEEKDAY RES CRASH COURSE)**(BATCH 50) 4<sup>th</sup> April 2016 to 13<sup>th</sup> April 2016 (10 am to 5.30 pm)

- 10 am to 1.15 pm (First Half)
- 1.15 pm to 2.15 pm (Lunch Break)
- 2.15 pm to 5.30 pm (Second Half)



Presented By

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

DATE / DAY	LSN	UNIT	TOPICS
4 <sup>TH</sup> APRIL (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 <sup>TH</sup> APRIL (TUES)	3	1.25	Role And Functions Of Real Estate Agencies And Salespersons (page 69 – 116)
	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**

6 <sup>TH</sup> APRIL (WED)	5	1.43.37	Professional Service Manual (page 174 – 228) + Practice Guidelines
	6	2.1	Basic Land Law Concepts
7 <sup>TH</sup> APRIL (THURS)	7	2.16	Dealings with interest in land
	8	<b>RES MOCK EXAM FOR PAPER 1 &amp; REVISION</b>	

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

8 <sup>TH</sup> APRIL (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 <sup>TH</sup> APRIL (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)	
	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)	
12 <sup>TH</sup> APRIL (TUES)	13	4.45	Sale of HDB Flats (Part A, page 112 – 170)	
		14	4.68	Sale of HDB Flats (Part B, page 170 – 234)
			4.127	Subletting of HDB Flats (page 257 to 281)
13 <sup>TH</sup> APRIL (WED)	15	4.148	Foreign Worker Housing (page 281 to 284)	
		4.149	Taxes on Property (page 284 to 339)	
	16	<b>RES MOCK EXAM FOR PAPER 2 &amp; REVISION</b>		