



RECOGNITION | COMPETENCE | NURTURANCE

Real Centre Network Pte Ltd

Where your **R**eal Estate **C**areer is **N**urtured through **L**ife**L**ong **L**earning

Real Estate Salesperson Course (RES) Lesson Schedule

PAPER 1: CU 1 – Real Estate Agency Overview CU 2 – Basic Land Law Concepts and Dealings with Interests in Land	
Lesson	Topic
Lesson 1	Planning & Development of Land (Unit 2.15)
Lesson 2	Basic Land Law Concepts (Unit 2.1 to 2.13)
Lesson 3	Basic Land Law Concepts (Unit 2.1 to 2.13)
Lesson 4	Dealings with Interests in Land (Unit 2.9 to 2.13 & 1.3)
Lesson 5	Law of Agency (Unit 1.3) Real Estate Market (Unit 1.1)
Lesson 6	Real Estate Legislations (Unit 1.4, 2.4, 2.6, 2.14 & 4.4)
Lesson 7	Regulation of Real Estate Agency Industry (Unit 1.5)
Lesson 8	Regulation of Real Estate Agency Industry (Unit 1.5)



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PAPER 2:
CU 3 – Real Estate Marketing
CU 4 – Property Transactions – Laws and Practices

Lesson	Topic
Lesson 9	Principles of Real Estate Marketing (Unit 3.1 to 3.3)
Lesson 10	Regulations on Advertisement (Unit 3.4)
Lesson 11	Marketing of Residential Commercial, Industrial & Special Properties (Unit 3.5 to 3.8)
Lesson 12	Sale of HDB flats (Unit 4.5)
Lesson 13	Sale of HDB flats (Unit 4.8)
Lesson 14	Taxes on Property Stamp Duty; GST; Income Tax (Unit 4.10)
Lesson 15	Law of Contract (Unit 4.2) Sale of Completed Properties (Unit 4.3)
Lesson 16	Sale of Uncompleted Properties (Unit 4.2) Negligence (Unit 3.9) Consumer Protection (Fair Trading) Act (Unit 3.10)
Lesson 17	Landlord and Tenant Law (Unit 4.6) Leasing of Private Properties & HDB flats (Unit 4.7)
Lesson 18	Property Finance & Financial Calculations (Unit 4.11)

RES Trainers: *Mdm Celeste Ng, Mr Thomas Tan*