

Paper	Lesson	CU	Topic	Date	Day	Time	Trainer	Venue
<b>PAPER 2 - (3 hours per Lesson)</b>								
<b>Competency Unit 3: Regulations of Real Estate Agency Industry &amp; Real Estate Marketing</b>								
<b>2</b>	<b>1</b>	3.1	Regulation of Real Estate Agency Industry (Part 1/2)	17-May-21	Mon	7pm-10pm	Chris Koh	SYNCHRONOUS E-LEARNING
	<b>2</b>	3.1	Regulation of Real Estate Agency Industry (Part 2/2)	18-May-21	Tue	7pm-10pm	Chris Koh	
		3.6	Regulations on Advertisements					
		3.11	Consumer Protection (Fair Trading) Act					
	<b>3</b>	3.2	Role & Functions of Salespersons & Their Requisite Knowledge and Skills	19-May-21	Wed	7pm-10pm	Robin Ooi	
		3.3	Principles of real estate marketing					
		3.4	Types of listing					
		3.5	Methods of sale					
	<b>4</b>	3.7	Marketing of residential property	20-May-21	Thu	7pm-10pm	Robin Ooi	
		3.8	Marketing of commercial property					
3.9		Marketing of industrial property						
3.10		Marketing of special properties						
<b>Competency Unit 4: Property Transactions</b>								
<b>5</b>	4.1	Sale of uncompleted private properties	21-May-21	Fri	7pm-10pm	Robin Ooi		
	4.2	Sale of completed private properties						
<b>6</b>	4.4	Sale of HDB flats (Part 1/2)	31-May-21	Mon	7pm-10pm	Chris Koh		
<b>7</b>	4.4	Sale of HDB flats (Part 2/2)	1-Jun-21	Tue	7pm-10pm	Chris Koh		
<b>8</b>	4.3	Collective sale of private properties	2-Jun-21	Wed	7pm-10pm	Chris Koh		
	4.5	Leasing of private properties						
	4.6	Subletting of HDB flats						
	4.7	Foreign Worker Housing						
<b>9</b>	4.8	Taxes on Property	3-Jun-21	Thu	7pm-10pm	Chris Koh		
<b>10</b>	4.9	Property finance & financial calculations	4-Jun-21	Fri	7pm-10pm	Chris Koh		
<b>PAPER 1 - (3 hours per Lesson)</b>								
<b>Competency Unit 1: Real Estate Agency Industry Overview &amp; Basic Land Law Concepts</b>								
<b>1</b>	<b>1</b>	<b>Real Estate Agency Industry Overview</b>		14-Jun-21	Mon	7pm-10pm	Chris Koh	SYNCHRONOUS E-LEARNING
		1.1	Real estate market & sub-markets					
	1.2	Real estate market players & government intervention						
	<b>2</b>	<b>Basic Land Law Concepts</b>		15-Jun-21	Tue	7pm-10pm	Jimmie Tan	
		1.3	Introduction					
		1.4	Land					
	1.5	Estates in land						
	<b>3</b>	1.6	States Lands Act	17-Jun-21	Thu	7pm-10pm	Jimmie Tan	
		1.7	Rights in another's land					
1.8		Registration of Titles						
<b>Competency Unit 2: Dealings with Interests in Land</b>								
<b>4</b>	2.1	Law of contract	18-Jun-21	Fri	7pm-10pm	Jimmie Tan		
	<b>5</b>	2.2	Law of agency	28-Jun-21	Mon	7pm-10pm	Jimmie Tan	
		2.4	Negligence					
	<b>6</b>	2.3	Landlord & tenant law	29-Jun-21	Tue	7pm-10pm	Jimmie Tan	
		2.5	Conveyance Inter vivos					
		2.6	Mortgage					
	<b>7</b>	2.7	Gift	30-Jun-21	Wed	7pm-10pm	Jimmie Tan	
		2.8	Trust					
2.9		Succession						
2.10		Future interests						
<b>8</b>	2.11	Co-ownership	1-Jul-21	Thu	7pm-10pm	Chris Koh		
	2.12	Restrictions on capacity to hold land						
	2.13	Planning & development of land						
Revision Paper 1				To be advised				
Revision Paper 2				To be advised				