

Paper	Lesson	CU	Topic	Date	Day	Time	Trainer	Venue
PAPER 1 - (3 hours per Lesson)								
Competency Unit 1: Real Estate Agency Industry Overview & Basic Land Law Concepts								
1	1	Real Estate Agency Industry Overview		16-Aug-21	Mon	10am-1pm	Chris Koh	SYNCHRONOUS E-LEARNING
		1.1	Real estate market & sub-markets					
		1.2	Real estate market players & government intervention					
	2	Basic Land Law Concepts		16-Aug-21	Mon	2pm-5pm	Jimmie Tan	
		1.3	Introduction					
		1.4	Land					
		1.5	Estates in land					
	3	1.6	States Lands Act	17-Aug-21	Tue	10am-1pm	Jimmie Tan	
1.7		Rights in another's land						
1.8		Registration of Titles						
Competency Unit 2: Dealings with Interests in Land								
	4	2.1	Law of contract	17-Aug-21	Tue	2pm-5pm	Jimmie Tan	
	5	2.2	Law of agency	19-Aug-21	Thu	10am-1pm	Jimmie Tan	
		2.4	Negligence					
	6	2.3	Landlord & tenant law	19-Aug-21	Thu	2pm-5pm	Jimmie Tan	
		2.5	Conveyance Inter vivos					
		2.6	Mortgage					
	7	2.7	Gift	20-Aug-21	Fri	10am-1pm	Jimmie Tan	
		2.8	Trust					
		2.9	Succession					
		2.10	Future interests					
	8	2.11	Co-ownership	20-Aug-21	Fri	2pm-5pm	Chris Koh	
		2.12	Restrictions on capacity to hold land					
		2.13	Planning & development of land					
PAPER 2 - (3 hours per Lesson)								
Competency Unit 3: Regulations of Real Estate Agency Industry & Real Estate Marketing								
2	1	3.1	Regulation of Real Estate Agency Industry (Part 1/2)	30-Aug-21	Mon	10am-1pm	Chris Koh	SYNCHRONOUS E-LEARNING
	2	3.1	Regulation of Real Estate Agency Industry (Part 2/2)	30-Aug-21	Mon	2pm-5pm	Chris Koh	
		3.6	Regulations on Advertisements					
		3.11	Consumer Protection (Fair Trading) Act					
	3	3.2	Role & Functions of Salespersons & Their Requisite Knowledge and Skills	31-Aug-21	Tue	10am-1pm	Robin Ooi	
		3.3	Principles of real estate marketing					
		3.4	Types of listing					
		3.5	Methods of sale					
	4	3.7	Marketing of residential property	31-Aug-21	Tue	2pm-5pm	Robin Ooi	
		3.8	Marketing of commercial property					
3.9		Marketing of industrial property						
3.10		Marketing of special properties						
Competency Unit 4: Property Transactions								
	5	4.1	Sale of uncompleted private properties	1-Sep-21	Wed	10am-1pm	Robin Ooi	
		4.2	Sale of completed private properties					
	6	4.4	Sale of HDB flats (Part 1/2)	1-Sep-21	Wed	2pm-5pm	Chris Koh	
	7	4.4	Sale of HDB flats (Part 2/2)	2-Sep-21	Thu	10am-1pm	Chris Koh	
	8	4.3	Collective sale of private properties	2-Sep-21	Thu	2pm-5pm	Chris Koh	
		4.5	Leasing of private properties					
		4.6	Subletting of HDB flats					
		4.7	Foreign Worker Housing					
	9	4.8	Taxes on Property	3-Sep-21	Fri	10am-1pm	Chris Koh	
	10	4.9	Property finance & financial calculations	3-Sep-21	Fri	2pm-5pm	Chris Koh	
Revision Paper 1					To be advised			
Revision Paper 2					To be advised			