

Paper	Lesson	CU	Topic	Date	Day	Time	Trainer	Venue
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)	6-Dec-21	Mon	7pm-10pm	Chris Koh	SYNCHRONOUS E-LEARNING
	2	3.1	Regulation of Real Estate Agency Industry (Part 2/2)	7-Dec-21	Tue	7pm-10pm	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	8-Dec-21	Wed	7pm-10pm	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	9-Dec-21	Thu	7pm-10pm	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	10-Dec-21	Fri	7pm-10pm	Robin Ooi	
		4.2	Sale of completed private properties					
	6	4.4	Sale of HDB flats (Part 1/2)	13-Dec-21	Mon	7pm-10pm	Chris Koh	
	7	4.4	Sale of HDB flats (Part 2/2)	14-Dec-21	Tue	7pm-10pm	Chris Koh	
	8	4.3	Collective sale of private properties	15-Dec-21	Wed	7pm-10pm	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	16-Dec-21	Thu	7pm-10pm	Chris Koh	
	10	4.9	Property finance & financial calculations	17-Dec-21	Fri	7pm-10pm	Chris Koh	
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		28-Dec-21	Tue	7pm-10pm	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		29-Dec-21	Wed	7pm-10pm	Jimmie Tan	
		1.3	Introduction					
		1.4	Land					
			1.5	Estates in land				
	3	1.6	States Lands Act	30-Dec-21	Thu	7pm-10pm	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	3-Jan-22	Mon	7pm-10pm	Jimmie Tan	
	5	2.2	Law of agency	4-Jan-22	Tue	7pm-10pm	Jimmie Tan	
		2.4	Negligence					
	6	2.3	Landlord & tenant law	6-Jan-22	Thu	7pm-10pm	Jimmie Tan	
		2.5	Conveyance Inter vivos					
		2.6	Mortgage					
	7	2.7	Gift	7-Jan-22	Fri	7pm-10pm	Jimmie Tan	
		2.8	Trust					
		2.9	Succession					
		2.10	Future interests					
	8	2.11	Co-ownership	10-Jan-22	Mon	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				