

**Course: Real Estate Salesperson Course**

Module Name: Real Estate Salesperson Course (Classroom & Asynchronous e-learning)  
 SSG TGS Number: TGS-2024043293  
 Venue/Time: As per the table below  
 Course Coordinator: Kenny Tan (Kenny\_tan2@np.edu.sg)

Please make sure you are available to sit for the Assessments of both Paper 1 and Paper 2

**RES PAPER 1**

Lesson	Date	Time	Venue	Topic	Lecturer
1	22 Jul	-	A	Real Estate Market and Submarkets	-
				Real Estate Market Players & Government Intervention	
2	24 Jul	6.30PM – 9.30PM	NP	Introduction to Basic Land Law	Steven Lim
				Land	
				Estates in Land	
3	26 Jul	6.30PM – 9.30PM	NP	Strata Lands Act	Steven Lim
				Rights in Another's Land (License, Easement, Covenant)	
				Registration of Titles	
4	29 Jul	6.30PM – 9.30PM	NP	Law of Contract	Paul Chang
5	31 Jul	6.30PM – 9.30PM	NP	Law of Agency	Paul Chang
6	2 Aug	6.30PM – 9.30PM	NP	Landlord and Tenant Law	Paul Chang
7	5 Aug	6.30PM – 9.30PM	NP	Negligence and Mortgage	Josephine Tan
				Conveyance inter vivos	
8	7 Aug	6.30PM – 9.30PM	NP	Gift, Trust, Succession, Future Interest & Co-ownership	Josephine Tan
9	12 Aug	-	A	Restrictions on Capacity to Hold Land	-
				Planning and Development of Land	
10	14 Aug	6.30PM – 9.30PM	NP	<b>Assessment</b>	-
11	16 Aug	6.30PM – 9.30PM	NP	<b>Revision</b>	Josephine Tan

A = Asynchronous (non-contact/remote)

## RES PAPER 2

Lesson	Date	Time	Venue	Topic	Lecturer
1	19 Aug	-	A	Regulation of Real Estate Agency Industry	-
				Role and Functions of Salespersons and Their Requisite Knowledge and Skills	
2	21 Aug	6.30PM – 9.30PM	NP	Principles of Real Estate Marketing	Suzie Mok
				Types of Listing	
				Methods of Sale	
3	23 Aug	6.30PM – 9.30PM	NP	Marketing of Residential Property	Alex Chan
				Marketing of Commercial Property	
				Marketing of Industrial Property	
4	26 Aug	6.30PM – 9.30PM	NP	Marketing of Special Properties	Alex Chan
				Regulations on Advertisements	
				Consumer Protection (Fair Trading) Act	
5	28 Aug	6.30PM – 9.30PM	NP	Sale of Uncompleted Private Properties	Alex Chan
				Sale of Completed Private Properties	
6	30 Aug	6.30PM – 9.30PM	NP	Sale of HDB Flats	Alex Chan
7	2 Sep	6.30PM – 9.30PM	NP	Collective Sale of Private Properties	Suzie Mok
				Foreign Worker Housing	
8	4 Sep	6.30PM – 9.30PM	NP	Leasing of Private Properties	Pow Ying Khuan
				Renting Out HDB Flats/Bedrooms	
9	6 Sep	-	A	Taxes on Property	-
				Property Finance & Financial Calculations	
10	9 Sep	6.30PM – 9.30PM	NP	Assessment	-
11	11 Sep	6.30PM – 9.30PM	NP	Revision	Josephine Tan

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