**Course:** **Real Estate Salesperson Course**

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| 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\_tan@np.edu.sg) |  |

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

**PAPER 1**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Lesson** | **Date** | **Time** | **Venue** | **Topic** | **Lecturer** |
|  |  |  |  |  |  |
| 1 | 25 Nov | 6.30PM – 9.30PM | NP | Introduction to Basic Land Law | Steven Lim |
| Land |
| Estates in Land |
| 2 | 27 Nov | 6.30PM – 9.30PM | NP | Strata Lands Act | Steven Lim |
| Rights in Another’s Land (License, Easement, Covenant) |
| Registration of Titles |
| 3 | 29 Nov | 6.30PM – 9.30PM | NP | Law of Contract | Paul Chang |
| 4 | 30 Nov\* | - | A | Real Estate Market and Submarkets | - |
| Real Estate Market Players & Government Intervention |
| 5 | 2 Dec | 6.30PM – 9.30PM | NP | Law of Agency | Paul Chang |
| 6 | 4 Dec | 6.30PM – 9.30PM | NP | Landlord and Tenant Law | Paul Chang |
| 7 | 6 Dec | 6.30PM – 9.30PM | NP | Negligence and Mortgage | Josephine Tan |
| Conveyance inter vivos |
| 8 | 7 Dec\* | - | A | Restrictions on Capacity to Hold Land | - |
| Planning and Development of Land |
| 9 | 9 Dec | 6.30PM – 9.30PM | NP | Gift, Trust, Succession, Future Interest & Co-ownership | Josephine Tan |
| 10 | 11 Dec | 6.30PM – 9.30PM | NP | **Assessment** | - |
| 11 | 13 Dec | 6.30PM – 9.30PM | NP | **Revision** | Josephine Tan |

A = Asynchronous (non-contact/remote)  
\* Asynchronous lessons are self-directed online learning. Learners will have until 9 Dec to complete it.

**PAPER 2**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Lesson** | **Date** | **Time** | **Venue** | **Topic** | **Lecturer** |
| 1 | 3 Jan | - | A | Regulation of Real Estate Agency Industry | - |
| Role and Functions of Salespersons and Their Requisite Knowledge and Skills |
| 2 | 6 Jan | 6.30PM – 9.30PM | NP | Principles of Real Estate Marketing | Suzie Mok |
| Types of Listing |
| Methods of Sale |
| 3 | 8 Jan | 6.30PM – 9.30PM | NP | Marketing of Residential Property | Suzie Mok |
| Marketing of Commercial Property |
| Marketing of Industrial Property |
| 4 | 10 Jan | 6.30PM – 9.30PM | NP | Marketing of Special Properties | Alex Chan |
| Regulations on Advertisements |
| Consumer Protection (Fair Trading) Act |
| 5 | 13 Jan | 6.30PM – 9.30PM | NP | Sale of Uncompleted Private Properties | Alex Chan |
| Sale of Completed Private Properties |
| 6 | 15 Jan | 6.30PM – 9.30PM | NP | Sale of HDB Flats | Alex Chan |
| 7 | 17 Jan | 6.30PM – 9.30PM | NP | Collective Sale of Private Properties | Suzie Mok |
| Foreign Worker Housing |
| 8 | 18 Jan | - | A | Taxes on Property | - |
| Property Finance & Financial Calculations |
| 9 | 20 Jan | 6.30PM – 9.30PM | NP | Leasing of Private Properties | Alex Chan |
|  | Renting Out HDB Flats/Bedrooms |
| 10 | 22 Jan | 6.30PM – 9.30PM | NP | Assessment | - |
| 11 | 24 Jan | 6.30PM – 9.30PM | NP | Revision | Alex Chan |
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A = Asynchronous (non-contact/remote)