

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_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 Land Estates in Land	Steven Lim
2	27 Nov	6.30PM – 9.30PM	NP	Strata Lands Act Rights in Another's Land (License, Easement, Covenant) Registration of Titles	Steven Lim
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 Conveyance inter vivos	Josephine Tan
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	TBC
				Types of Listing	
				Methods of Sale	
3	8 Jan	6.30PM – 9.30PM	NP	Marketing of Residential Property	TBC
				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	TBC
				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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