

## 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	27 Oct	-	A	Real Estate Market and Submarkets	-
				Real Estate Market Players & Government Intervention	
2	29 Oct	6.30PM – 9.30PM	NP	Introduction to Basic Land Law	Steven Lim
				Land	
				Estates in Land	
3	31 Oct	6.30PM – 9.30PM	NP	Strata Lands Act	Steven Lim
				Rights in Another's Land (License, Easement, Covenant)	
				Registration of Titles	
4	3 Nov	6.30PM – 9.30PM	NP	Law of Contract	Paul Chang
5	5 Nov	6.30PM – 9.30PM	NP	Law of Agency	Paul Chang
6	7 Nov	6.30PM – 9.30PM	NP	Landlord and Tenant Law	Paul Chang
7	8 Nov	-	A	Restrictions on Capacity to Hold Land	-
				Planning and Development of Land	
8	10 Nov	6.30PM – 9.30PM	NP	Negligence and Mortgage	Josephine Tan
				Conveyance inter vivos	
9	12 Nov	6.30PM – 9.30PM	NP	Gift, Trust, Succession, Future Interest & Co-ownership	Josephine Tan
10	17 Nov	6.30PM – 9.30PM	NP	<b>Assessment</b>	Kenny Tan
11	19 Nov	6.30PM – 9.30PM	NP	<b>Revision</b>	Josephine Tan

A = Asynchronous (non-contact/remote)

\* Asynchronous lessons are self-directed online learning. Learners will have until 19 Nov to complete Paper 1 OAL

## PAPER 2

Lesson	Date	Time	Venue	Topic	Lecturer
1	21 Nov	6.30PM – 9.30PM	NP	Principles of Real Estate Marketing	Li Li Tan-Lim
				Types of Listing	
				Methods of Sale	
2	24 Nov	6.30PM – 9.30PM	NP	Marketing of Residential Property	Alex Chan
				Marketing of Commercial Property	
				Marketing of Industrial Property	
3	25 Nov	-	NP	Regulation of Real Estate Agency Industry	-
				Role and Functions of Salespersons and Their Requisite Knowledge and Skills	
4	26 Nov	6.30PM – 9.30PM	NP	Marketing of Special Properties	Alex Chan
				Regulations on Advertisements	
				Consumer Protection (Fair Trading) Act	
5	28 Nov	6.30PM – 9.30PM	NP	Sale of Uncompleted Private Properties	Alex Chan
				Sale of Completed Private Properties	
6	1 Dec	6.30PM – 9.30PM	NP	Sale of HDB Flats	Alex Chan
7	3 Dec	6.30PM – 9.30PM	NP	Leasing of Private Properties	Pow Ying Khuan
				Renting Out HDB Flats/Bedrooms	
8	8 Dec	6.30PM – 9.30PM	NP	Taxes on Property	Kenny Tan
				Property Finance & Financial Calculations	
9	5 Dec	-	A	Collective Sale of Private Properties	-
				Foreign Worker Housing	
10	10 Dec	6.30PM – 9.30PM	NP	Assessment	Kenny Tan
11	12 Dec	6.30PM – 9.30PM	NP	Revision	Alex Chan

A = Asynchronous (non-contact/remote)

\*\* Asynchronous lessons are self-directed online learning. Learners will have until 10 Dec to complete the lesson.