

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	23 Mar	-	A	Real Estate Market and Submarkets	-
				Real Estate Market Players & Government Intervention	
2	25 Mar	6.30PM – 9.30PM	Ngee Ann Poly	Introduction to Basic Land Law	Steven Lim
				Land	
				Estates in Land	
3	27 Mar	6.30PM – 9.30PM	Ngee Ann Poly	Strata Lands Act	Steven Lim
				Rights in Another's Land (License, Easement, Covenant)	
				Registration of Titles	
4	30 Mar	6.30PM – 9.30PM	Ngee Ann Poly	Law of Contract	Paul Chang
5	1 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Law of Agency	Paul Chang
6	3 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Landlord and Tenant Law	Paul Chang
7	6 Apr	-	A	Restrictions on Capacity to Hold Land	-
				Planning and Development of Land	
8	6 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Negligence and Mortgage	Josephine Tan
				Conveyance inter vivos	
9	10 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Gift, Trust, Succession, Future Interest & Co-ownership	Josephine Tan
10	13 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Assessment	Kenny Tan
11	15 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Revision	Josephine Tan

A = Asynchronous (non-contact/remote)

* Asynchronous lessons are self-directed online learning. Learners will have until 15 Apr to complete Paper 1 Asynchronous Lessons.

PAPER 2

Lesson	Date	Time	Venue	Topic	Lecturer
12	17 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Principles of Real Estate Marketing	Li Li Tan-Lim
				Types of Listing	
				Methods of Sale	
13	22 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Marketing of Residential Property	Alex Chan
				Marketing of Commercial Property	
				Marketing of Industrial Property	
14	22 Apr	-	A	Regulation of Real Estate Agency Industry	-
				Role and Functions of Salespersons and Their Requisite Knowledge and Skills	
15	23 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Marketing of Special Properties	Alex Chan
				Regulations on Advertisements	
				Consumer Protection (Fair Trading) Act	
16	24 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Sale of Uncompleted Private Properties	Alex Chan
				Sale of Completed Private Properties	
17	27 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Sale of HDB Flats	Alex Chan
18	29 Apr	6.30PM – 9.30PM	Ngee Ann Poly	Taxes on Property	Kenny Tan
				Property Finance & Financial Calculations	
19	4 May	6.30PM – 9.30PM	Ngee Ann Poly	Leasing of Private Properties	Tan Kok Ling/ Pow Ying Khuan
				Renting Out HDB Flats/Bedrooms	
20	4 May	-	A	Collective Sale of Private Properties	-
				Foreign Worker Housing	
21	6 May	6.30PM – 9.30PM	Ngee Ann Poly	Assessment	Kenny Tan
22	8 May	6.30PM – 9.30PM	Ngee Ann Poly	Revision	Alex Chan

A = Asynchronous (non-contact/remote)

** Asynchronous lessons are self-directed online learning. Learners will have until 8 May to complete Paper 2 Asynchronous lessons.