

Course: Real Estate Salesperson Course

Module Name: Real Estate Salesperson Course (Synchronous& Asynchronous e-learning)
 SSG TGS Number: TGS-2024043295
 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	22 Mar	-	A	Real Estate Market and Submarkets	-
				Real Estate Market Players & Government Intervention	
2	22 Mar	10am –5pm	Online Synchronous	Introduction to Basic Land Law	Avril
				Land	
				Estates in Land	
3	22 Mar	10am –5pm	Online Synchronous	Strata Lands Act	Avril
				Rights in Another's Land (License, Easement, Covenant)	
				Registration of Titles	
4	29 Mar	10am – 1pm	Online Synchronous	Law of Contract	Avril
5	29 Mar	2pm –5pm	Online Synchronous	Law of Agency	Avril
6	5 Apr	10am – 1pm	Online Synchronous	Landlord and Tenant Law	Ivy
7	5 Apr	-	A	Restrictions on Capacity to Hold Land	-
				Planning and Development of Land	
8	5 Apr	2pm –5pm	Online Synchronous	Negligence and Mortgage	Arthur
				Conveyance inter vivos	
9	12 Apr	10am – 1pm	Online Synchronous	Gift, Trust, Succession, Future Interest & Co-ownership	Ivy
10	12 Apr	2pm –5pm	Online Synchronous	Revision	Arthur
11	15 Apr	6.30PM – 9.30PM	Ngee Ann Poly. Face to Face Venue: TBC	Assessment	Kenny

A = Asynchronous (non-contact/remote)

* Asynchronous lessons are self-directed online learning. Learners will have until 15 Apr 2026 to complete Paper 1 Asynchronous lessons.

PAPER 2

Lesson	Date	Time	Venue	Topic	Lecturer
12	19 Apr	10am – 1pm	Online Synchronous	Principles of Real Estate Marketing	Ivy
				Types of Listing	
				Methods of Sale	
13	19 Apr	2pm –5pm	Online Synchronous	Marketing of Residential Property	Arthur
				Marketing of Commercial Property	
				Marketing of Industrial Property	
14	19 Apr	-	A	Regulation of Real Estate Agency Industry	-
				Role and Functions of Salespersons and Their Requisite Knowledge and Skills	
15	26 Apr	10am – 1pm	Online Synchronous	Marketing of Special Properties	Ivy
				Regulations on Advertisements	
				Consumer Protection (Fair Trading) Act	
16	26 Apr	2pm –5pm	Online Synchronous	Sale of Uncompleted Private Properties	Arthur
				Sale of Completed Private Properties	
17	3 May	10am – 1pm	Online Synchronous	Sale of HDB Flats	Ivy
18	3 May	2pm –5pm	Online Synchronous	Taxes on Property	Arthur
				Property Finance & Financial Calculations	
19	10 May	10am – 1pm	Online Synchronous	Leasing of Private Properties	Ivy
20	10 May	-		Renting Out HDB Flats/Bedrooms	
21	10 May	2pm –5pm	A	Collective Sale of Private Properties	-
				Foreign Worker Housing	
21	10 May	2pm –5pm	Online Synchronous	Revision	Arthur
22	11 May	6.30PM – 9.30PM	Ngee Ann Poly. Face to Face Venue: TBC	Assessment	Kenny

A = Asynchronous (non-contact/remote)

** Asynchronous lessons are self-directed online learning. Learners will have until 11 May 2026 to complete Paper 2 Asynchronous lessons.