

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
				Renting Out HDB Flats/Bedrooms	
20	10 May	-	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.