

REAL ESTATE SALESPERSON (RES) COURSE SCHEDULE

RES EXPRESS INTAKE 401: **06 JUL - 16 JUL 2026**

Duration : **18 Sessions**

Attendance : **Minimum 75% Required (Min. 14 Lessons)**

Time : **AM: 10AM - 1PM & PM: 2PM-5PM**

Frequency : **Every Monday - Friday**

Venue : **490 Lorong 6 Toa Payoh #03-13 HDB Hub Biz 3 (Lobby 1) S310490**

Email : admin@riaschool.com.sg

Contact : **6339 6000**

Course Fee : **\$598.00 excluding Exam Fee**

For RES OCT/NOV 2026 Exam

PAPER 1			
LESSON	TOPICS	DATE/DAY/TIME	TRAINER
1	Planning & Development of Land	06 JUL 2026 / MON / AM	Sheela Awat
2	Basic Land Law Concepts	06 JUL 2026 / MON / PM	Sheela Awat
3	Rights, Interest, Tenures, Estates, Mortgage	07 JUL 2026 / TUE / AM	Sheela Awat
4	Easements, Covenants, Licence, State Land Act	07 JUL 2026 / TUE / PM	Sheela Awat
5	Gifts, Trust, Succession, Co-Ownership	08 JUL 2026 / WED / AM	Sheela Awat
6	Law of Contract	08 JUL 2026 / WED / PM	Sheela Awat
7	Landlord and Tenant Law	09 JUL 2026 / THU / AM	Sheela Awat
8	Law of Agency and Tort	09 JUL 2026 / THU / PM	Sheela Awat
9	Real Estate Markets, Submarkets and Government Interventions	10 JUL 2026 / FRI / AM	Sheela Awat
PAPER 2			
1	Regulation of Real Estate Agency	10 JUL 2026 / FRI / PM	Mark Wong
	Roles and Function of the Real Estate Salesperson		
2	Principles of Real Estate Marketing	13 JUL 2026 / MON / AM	Mark Wong
	Consumer Protection Fair Trading Act		
3	Advertising and Marketing of Residential Properties, Commercial,	13 JUL 2026 / MON / PM	Mark Wong
	Industrial and Special Properties		
4	Sale of Uncompleted Private Properties and Collective Sales	14 JUL 2026 / TUE / AM	Mark Wong
5	Sale of Completed Properties	14 JUL 2026 / TUE / PM	Mark Wong
	Collective Sales		
6	Sale of HDB Flats Part 1	15 JUL 2026 / WED / AM	Mark Wong
7	Sales of HDB Flats Part 2	15 JUL 2026 / WED / PM	Mark Wong
8	Taxes on Property	16 JUL 2026 / THU / AM	Mark Wong
9	Property Finance and Financial Calculation	16 JUL 2026 / THU / PM	Mark Wong

*Scheduled lessons/trainers are subjected to change if required by RIA School.

*Due to the high demand for RES examination seats, course participants who have completed the RES course, JUL not get a seat at the RES examination immediately after completing the course."



UTAP Funding

This course is eligible for UTAP funding, you are required to be NTUC Union member before the course start date. Do contact NTUC for your Membership matters @ 62138008 .

Please refer to the following steps to do your claim.

Go to www.ntuc.org.sg

Click on “E-services”

Click on “Apply here” under **Union Training Assistance Programme (UTAP)**

Log in with your Singpass

Search for Training provider “**RIA School of Real Estate**”

Net Fee (includes GST) after deducting any govt subsidies eg (Skillsfuture Credits etc)

([Example: How to Calculate Nett Fee](#))

A step-by-step user guide is also available at [NTUC UTAP Website](#). Click “[Download the UTAP Application Guide](#)” at the bottom of the page.

UTAP claim requirements

- UTAP application shall be made within 6 months after the course completion, for example, if your course end date is 2 Jan 2024, the application must be made by 1 June 2024. Any late applications will be rejected.
- Attain Certificate of Attendance with the required attendance as follows:
 - RES Course with minimum 75% attendance.
 - CPD Course with 100% attendance.
- Paid up membership fee with no arrears throughout.
- Membership status must be valid in the same month of the course.
- You are not allowed to claim UTAP funding if your course is sponsored by your company or had used other types of govt fundings for the course.
- Submit softcopy Receipt and Cert of Attendance in the UTAP portal

What is the Union Training Assistance Programme (UTAP)?

[Click here to read more about UTAP](#)

NTUC members enjoy up to 50% unfunded* course fee support for up to \$250 each year when you sign up for courses supported under UTAP. NTUC members aged 40 and above will get increased funding support from \$250 to \$500.

* Unfunded course fee refers to the balance course fee payable after applicable government subsidy (Skillsfuture credits, SSG fundings, etc).

UTAP claimable if the course mentioned below commenced from 8 April onwards.

Courses that commenced Before 8 April are not eligible for UTAP claim.

Course ID	Course Title	UTAP Claimable	Trainer Name
PC-CRS-260002	LEASING COMMERCIAL PROPERTIES	UTAP	HAUW KHENG LIP
PC-CRS-260018	ESTABLISHING A CLIENT-AGENT RELATIONSHIP	UTAP	GARY LAU
PC-CRS-260021	PROVIDING PROFESSIONAL ADVICE TO CLIENTS	UTAP	GARY LAU
PC-CRS-260039	MARKETING STRATEGIES FOR OFFICE LEASING	UTAP	MARK WONG
PC-CRS-260049	FINANCIAL CALCULATION FOR PRIVATE RESIDENTIAL PROPERTY	UTAP	MARTIN KOH
PC-CRS-260052	ESSENTIAL KNOWLEDGE ON SINGAPORE GREEN PLAN 2030	UTAP	ANDRES ONG
PC-CRS-260056	ESSENTIAL KNOWLEDGE FOR HDB OWNERS UPGRADING TO EXECUTIVE CONDO	UTAP	ANDRES ONG
PC-CRS-260060	FINANCIAL CALCULATION FOR RESIDENTIAL PROPERTY OWNERSHIP RESTRUCTURE	UTAP	MARTIN KOH
PC-CRS-260061	FINANCIAL CALCULATION FOR HDB RESALE FLATS	UTAP	MARTIN KOH
PC-CRS-260065	UNDERSTANDING BUILDING MAINTENANCE AND STRATA MANAGEMENT ACT	UTAP	ANDRES ONG
PC-CRS-260085	PROFESSIONAL PRACTICES IN CO-LIVING & SERVICED APARTMENT TRANSACTIONS	UTAP	SIMON YIO
PC-CRS-260104	PROPERTY TRANSACTIONS & THE LAW - THE ESSENTIALS	UTAP	CANNIS SENG
PC-CRS-260109	AN EXPLORATION ON FOREIGN OWNERSHIP OF PROPERTIES ACROSS COUNTRIES	UTAP	CANNIS SENG
PC-CRS-260139	ESSENTIALS OF TRANSACTIONS INVOLVING PRIVATE BUC DEVELOPMENTS	UTAP	DARYL ONG
PE-CRS-260084	HNW CLIENTS & FAMILY OFFICES WHAT EVERY AGENT MUST KNOW	UTAP	SIMON YIO
PE-CRS-260142	PREVENTION OF MONEY LAUNDERING, PROLIFERATION & TERRORISM FINANCING	UTAP	MARTIN KOH
PE-CRS-260159	REAL ESTATE FINANCIAL CRIME PREVENTION FROM RED FLAGS TO REPORTING	UTAP	GARY LAU
PE-CRS-260161	UNDERSTANDING THE ESSENTIALS OF ANTI MONEY LAUNDERING FOR REAL ESTATE TRANSACTIONS	UTAP	CANNIS SENG
GC	CLIENT PROFILING FOR REAL ESTATE - THE FOUR GEMS	UTAP	BEN PEH
GC	5 ESSENTIAL FINANCIAL TERMS EVERY REAL ESTATE ADVISORS & INVESTORS SHOULD KNOW	UTAP	GARY LAU
GC	ELECTRONIC DIRECT MARKETING (EDM) CAMPAIGN	UTAP	ANDRES ONG
GC	7 KEY SKILLS & TECHNIQUES TO CONDUCT AN EFFECTIVE ZOOM VIRTUAL PRESENTATION	UTAP	JOE TNG
GC	CHOICE THEORY IN ACTION: TRANSFORMING PROPERTY DECISIONS AND LIFE PATHWAYS	UTAP	BEN PEH
RES	REAL ESTATE SALESPERSONS (RES) COURSE	UTAP	-