

# Real Estate Salesperson Registration Procedures

## Step 1:



Applicants who have attained Level 5 and above for the Workplace Literacy and Numeracy (WPLN) assessment in these 5 components (Reading, Listening, Speaking, Writing and Numeracy) will be recognised to have met the minimum qualification requirement of 4 GCE "O" level passes.

New entrants must meet the educational qualification of at least 4 GCE "O" Level passes or equivalent when registering for the RES course, which is one of the regulatory requirements for salespersons.

CEA requires all new entrants to take a compulsory RES course before taking the RES exam.

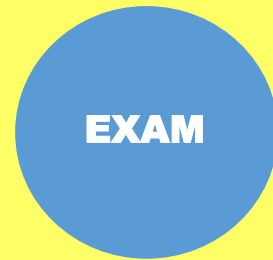
## Step 2:



Candidates will need to attend and complete the RES Course conducted by a CEA Approved Course Provider (ACP) before applying for the RES examination. They will be issued with the Certificate of RES Course Completion after they have completed the RES course, subject to a minimum attendance rate of 75%. Candidates are required to produce this Certificate of RES Course Completion when they register for the RES examination.

Candidates are eligible to take the RES examination within 2 years from the completion date of their RES course.

## Step 3:



The Certificate of RES Course Completion has a validity period of 2 years for the purpose of determining eligibility to take the RES examination, comprising of two papers. Candidates are eligible to take the RES examination within 2 years from the completion date of their RES Course. Beyond the validity period, candidates will be required to attend and complete the RES course again before they are eligible to take the RES examination.

Candidates are allowed to pass the two papers in modular. For candidates with a modular pass in one paper of the RES examination, they are also required to pass the remaining paper within the 2-year timeframe.

## Step 4:



Individuals who wish to join the industry as a salesperson must fulfil the prevailing registration criteria, which include passing the Real Estate Salesperson (RES) examination, and approach a licensed estate company to submit a salesperson registration application to CEA.

Salespersons are not allowed to join more than one estate company at a time. CEA will take approximately 4 to 6 weeks to approve an application from the date of receiving the application and all the required supporting documents.

## Step 1:

Tap the link to download:

[Work-place Literacy and Numeracy \(WPLN\): Frequent Asked Questions Pertaining To Council for Estate Agencies](#)

## Step 2:

Tap the link to download:

[Real Estate Salesperson \(RES\) Examination Syllabus 2017](#)

## Step 2: List of CEA Approved Course Providers (ACP) for the RES Course

1. Benchmark Realpro Pte Ltd  
Contact Details: Website: [www.benchmarkrealpro.com](http://www.benchmarkrealpro.com) Tel No: 6735 5860 / 6735 1902 Email: [benchmarkrealpro@gmail.com](mailto:benchmarkrealpro@gmail.com)  
Office: 151 Chin Swee Road #03-31 Manhattan House Singapore 169876
2. Hastor Property Services Pte Ltd  
Contact Details: Website: [www.hastor.com.sg](http://www.hastor.com.sg) Tel No: 6559 8881 Email: [training@hastor.com.sg](mailto:training@hastor.com.sg)  
Office: Blk 190 Lorong 6 Toa Payoh #02-514 Singapore 310190
3. Institute of Estate Agents  
Contact Details: Website: [www.iea.sg](http://www.iea.sg) Tel No: 6323 1770 Email: [courses@iea.sg](mailto:courses@iea.sg)  
Office: 480 Lorong 6 Toa Payoh #07-01 HDB Hub East Wing Singapore 310480
4. Life Mastery Academy Pte Ltd  
Contact Details: Website: [www.lma.com.sg](http://www.lma.com.sg) Tel No: 6255 6091 / 6255 6083 Email: [RES@lifemasteryacademy.com](mailto:RES@lifemasteryacademy.com)  
Office: Blk 190 Lorong 6 Toa Payoh #02-510 Singapore 310190
5. Pioneer Training & Consultancy Pte Ltd  
Contact Details: Website: [www.pioneertraining.org](http://www.pioneertraining.org) Tel No: 6462 6093 / 9424 3483 Email: [pioneertc@gmail.com](mailto:pioneertc@gmail.com)  
Office: Blk 134 Jurong Gateway Road #03-309P Singapore 600134
6. Real Centre Network Pte Ltd  
Contact Details: Website: [www.realcentrenetwork.com](http://www.realcentrenetwork.com) Tel No: 6511 3009 Email: [info@realcentrenetwork.com](mailto:info@realcentrenetwork.com)  
Office: 490 Lorong 6 Toa Payoh #09-16 HDB Hub Biz 3 Singapore 310490
7. Realty International Associates Pte Ltd  
Contact Details: Website: [www.riaschool.com.sg](http://www.riaschool.com.sg) Tel No: 6339 6000 Email: [admin@riaschool.com.sg](mailto:admin@riaschool.com.sg)  
Office: 490 Lorong 6 Toa Payoh #03-13 HDB Hub Biz 3 Singapore 310490
8. Singapore Estate Agents Association  
Contact Details: Website: [www.seaa.org.sg](http://www.seaa.org.sg) Tel No: 6702 1602 Email: [edu@seaa.org.sg](mailto:edu@seaa.org.sg)  
Office: 60 Paya Lebar Road #13-23 Paya Lebar Square Singapore 409051 (via Office Lift Lobby 1)

## Step 3: Examination Centres

The RES examination is administered by CEA's appointed examination administrator, NTUC LearningHub Pte Ltd. Candidates who wish to register or find out more about the RES examination may contact our appointed examination administrator at:

### **NTUC LearningHub**

Website: <http://www.ntuclearninghub.com/pages/res-exam>

Tel no: 6336 5482/ 6837-8297

E-mail: [uhelpdesk@nextu.com.sg](mailto:uhelpdesk@nextu.com.sg)

### **i) NTUC Trade Union House**

73 Bras Basah Road

#02-01

Singapore 189556

### **ii) Devan Nair Institute for Employment And Employability**

80 Jurong East Street 21

#02-03

Singapore 609607

### **iii) LHub Industry Skill Centre @ Benoi**

EMS Building

60 Benoi Road #01-08

Singapore 629906

## RES Examination Passing Marks

Passing mark for each examination paper is 60% and is subject to review by CEA.

### Step 3: RES Examination Fees

<b>RES Examination</b>	
<b>Examination Type</b>	<b>Examination Fee (Include GST)</b>
Full Sitting (2 Papers)	\$246.10
Modular Re-Sitting (1 Paper)	\$149.80

### RES Examination Schedule

The schedule of RES examinations for 2017 and 2018 is as follows:

<b>Year</b>	<b>Day &amp; Time</b>	<b>Month Of Examination</b>
2017	Sat & Sun	Feb, Jun, Oct
2018	Sat & Sun	Feb, Jun, Oct

## Step 3: RES Examination Results Notification

Candidates who have taken the RES examination will receive an email notification from CEA's appointed examination administrator informing them of their examination results 4 - 6 weeks after the examination.

Upon passing the RES examination, the candidate will be issued the RES examination certificate. If the candidate wishes to join the real estate industry as a salesperson, he/she must submit his/her salesperson's registration application through a licensed estate company within 2 years from the month of the examination which he/she sat for and passed, failing which the examination results will no longer be valid for salesperson registration purposes.

## RES Examination Format

As part of the policy review on the RES examination to ensure candidates possess the competency to practise in the estate agency industry, the RES examination format has been revised wef May 2013 to include a Case Study Section in both Paper 1 and Paper 2 in the form of multiple choice questions. The objective is to ensure candidates are able to analyse and interpret the issues in a practice-oriented case study context.

The format of both Paper 1 and Paper 2 is as follows:

- Section A : 50 MCQs (50 marks)
- Section B : 15 MCQs with reference to 1 or 2 Case Studies (30 marks)
- Section C : 10 Fill-in-the-blank Short Answer Questions (20 marks)

Duration : 2 ½ hours per paper

## Modular Sitting for RES Examination

Candidates who have passed one paper of the RES examination are allowed to retake the examination in modular sitting from 1 August 2011 onwards. The examination results from July 2011 RES examination onwards will be in one of the following formats:

- Pass (P)
- Fail (F)
- Pass Paper 1; Fail Paper 2 (P1 F2)
- Fail Paper 1; Pass Paper 2 (F1 P2)

## Step 4: Registration Criteria for New Salespersons

The registration criteria for a **new** salesperson are as follows:

1. Must be at least 21 years old
2. Must have a minimum of 4 GCE 'O' Levels passes or equivalent
3. Possess a pass in the Real Estate Salesperson (RES) exam or equivalent
4. Be registered with only 1 licensed estate agent
5. Must not be an existing licensee/Key Executive Officer of another licensed estate agent
6. Must not hold a moneylender's licence and not be an employee, director, or partner of a licensed moneylender
7. Undertake mandatory continuing professional development of at least 6 hours a year
8. Must be covered by a Professional Indemnity Insurance valid for at least one year from the commencement date of the registration.
9. Must not be in arrears with the Central Provident Fund (CPF) Board for Medisave contribution. Please click [here](#) to check if you have Medisave liabilities.
10. Fulfil the fit and proper criteria under the Estate Agents Act

CEA shall determine if the person is fit and proper for registration after considering all relevant facts and matters. In the circumstances listed below, a person shall not be fit and proper for registration, unless CEA determines otherwise:

- a. Where the person has been convicted of an offence involving dishonesty or fraud, or any offence under the Estate Agents Act
- b. Where the person has had a judgment entered against him / her in civil proceedings that involve a finding of fraud, dishonesty or breach of fiduciary duties on his / her part
- c. Where the person is an undischarged bankrupt or has made a composition or arrangement with his / her creditors
- d. Where CEA takes the view that a person is not fit and proper after considering any other relevant facts or matters

Note : The person is required to declare **all** prior convictions in a court of law (including a military court), in Singapore or in any other country.

Example: A person who was previously detained under the Misuse of Drugs Act or served with a detention / police supervision order under the Criminal Law (Temporary Provisions) Act would generally be deemed to be not fit and proper for registration, unless CEA determines otherwise after considering all facts and matters (including circumstances of the prior detention / supervision)

## Fees

The annual registration fee per salesperson is \$230. The application fee to register salespersons and to renew the registration of salespersons is \$53.50 (inclusive of GST) per registration.