



**REAL ESTATE SALESPERSON (RES)
EXAMINATION SYLLABUS 2017
SAMPLE QUESTIONS AND ANSWERS**

REAL ESTATE SALESPERSON EXAMINATION SAMPLE QUESTIONS AND ANSWERS

Multiple Choice Questions

Note: The correct answers are indicated in bold.

1. Jane owns a pair of semi-detached houses No. 10A and No. 10B in Upper Thomson. She decided to sell No. 10A to Adrian while retaining No. 10B. In the conveyance of house No. 10A to Adrian, Jane retained the right to walk across Adrian's garden to reach the main road as her house No. 10B has no direct access to the main road. Which of the following is correct?

(A) Jane is the owner of the dominant land and Adrian is the owner of the servient land.

- (B) The right has been created by an express grant.
(C) The right will be extinguished if Jane were to sell off her property
(D) in the future.
This is a personal permission granted by Adrian to Jane.

2. Mr Tan owns and manages several commercial properties. He had a mild stroke recently and this prompted him to think about which of the following arrangements he could put in place to ensure continuity in the management of his properties should any misfortune falls upon him?

- (i) A lasting power of attorney
(ii) Owning the property in joint tenancy
(iii) Owning the property in tenancy in common
(iv) A power of attorney

(A) (i) and (ii) only

- (B) (i) and (iv) only
(C) (ii) and (iii) only
(D) (iii) and (iv) only

3. Ms Teo offered to sell her apartment to Mr Ng and gave him up to 12 noon on Friday, 30 March 2018 to respond. On Thursday, 29 March 2018, Ms Teo sold her property to Ann, who is Mr Ng's neighbour. Out of courtesy, Ann informed Mr Ng about this. Despite this, Mr Ng handed over a formal letter of acceptance to Ms Teo at 10 am on Friday 30 March 2018.

In relation to Ms Teo's offer to sell her property to Mr Ng, _____.

- (i) the offer has lapsed as the property has been sold to Ann.
(ii) the offer remains valid within the given time and Mr Ng's acceptance is valid.
(iii) as Mr Ng is aware that the property has been sold to Ann, Ms Teo's offer can no longer be accepted by Mr Ng.
(iv) the offer is considered as withdrawn and can no longer be accepted by Mr Ng.

Remarks

Competency Unit: 1.7

Learning outcomes:

Understand the extent to which covenants affecting adjacent land owners bind their respective successors in title.

Cognitive Level: 2

Competency Unit: 2.12

Learning outcomes:

Be conversant with the Mental Capacity Act and the Lasting Power of Attorney (LPA) when advising customers and/or performing estate agency work.

Cognitive Level: 3

Competency Unit: 2.1

Learning outcomes:

Understand the essential elements that constitute a valid contract with reference to letter of intent, tenancy agreement, option to purchase (OTP) and sale & purchase (S&P) agreement:

- Offer and acceptance (including the 3Ps: Parties, Property, Price)
- Form (i.e. deed) or consideration
- Capacity of parties
- Legality of object

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- (A) (i) only
- (B) (ii) only
- (C) (i) and (iii) only
- (D) **(iii) and (iv) only**

4. Kelvin, aged 37, is thinking of buying a completed private residential unit in Hillview and sought your advice on the financing of the unit. Assuming that (a) he has no other property ownership or property loan or other debts, (b) the loan tenure does not exceed 30 years, and (c) the loan period is within the borrower's age of 65. The maximum loan available to Kelvin for his purchase is computed based on (i) _____ or (ii) _____, whichever is (iii) _____.

- (A) (i) 60% of Kelvin's monthly income multiply by the loan tenure
(ii) 60% of property value
(iii) higher
- (B) **(i) 60% of Kelvin's monthly income multiply by the loan tenure
(ii) 75% of property value
(iii) lower**
- (C) (i) 40% of Kelvin's monthly income multiply by the loan tenure
(ii) 80% of property value
(iii) lower
- (D) (i) 60% of Kelvin's monthly income multiply by the loan tenure
(ii) 55% of property value
(iii) lower

5. Dave owns a terrace house and a condominium unit. He and his family currently live in the terrace house and the condominium unit is currently rented out to an expatriate family. Assuming the annual values for both properties are \$65,000 and \$42,000 respectively, what would be the total amount of property tax payable?

- (A) \$4,280
- (B) \$4,880
- (C) \$6,320
- (D) **\$6,920**

Cognitive Level: 2

Competency Unit: 4.9

Learning outcomes:

Apply Monetary Authority of Singapore (MAS)'s restrictions, if applicable, on bank loans for residential (both private/HDB) properties.

- Maximum tenure
- Loan-to-value (LTV) limits
- Mortgage Servicing Ratio
- Total Debt Servicing Ratio

Cognitive Level: 3

Competency Unit: 4.8

Learning outcomes:

Understand the considerations for granting owner-occupier's concession and compute property tax for owner-occupied dwelling house and other properties.

Cognitive Level: 3

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Case Study

Dylan, a Singaporean, married a foreign wife Daphne in January 2015 and registered their marriage in Singapore. Dylan was 36 years old and Daphne was 32 years old then. As they could not afford to buy a flat initially, they rented a bedroom at Woodlands from Mr Wong from 1 Jan 2015 to 31 Dec 2016.

Subsequently, Daphne gave birth to a child in February 2016 and the child was granted Singapore Citizenship. Following that, Daphne applied for Singapore Permanent Resident (SPR) status and was successful. After Daphne obtained her SPR status, Dylan applied for a new 3-room flat from HDB on 1 Jun 2016. They selected their 3-room flat at Punggol on 1 Sep 2016 under the Built-To-Order (BTO) scheme. However, their flat will only be ready in January 2019. This is the first time Dylan bought a HDB flat.

While waiting for their new flat, Dylan applied for a rental flat in order to have a more conducive environment for his family. They moved into their rental flat at Redhill on 1 Jan 2017.

Questions	<u>Remarks</u>
<p>1. If Dylan wish to apply for a new 3-room HDB flat and hopes to get his flat earlier, which one of the following HDB eligibility/priority schemes can he apply for?</p> <p>(A) Non-Citizen Spouse Scheme (B) Single Singapore Citizen Scheme (C) Fiancé/ Fiancée Scheme (D) Parenthood Priority Scheme</p>	<p><u>Competency Unit:</u> 4.4</p> <p><u>Learning outcomes:</u> Explain the allocation policies, including the different priority schemes, for purchase of new flat, Design, Build and Sell Scheme (DBSS) flat and Executive Condominium (EC) from developer.</p> <p><u>Cognitive Level:</u> 2</p>
<p>2. What is the total amount of CPF grant Dylan could obtain?</p> <p>(A) Up to \$40,000 (B) Up to \$70,000 (C) Up to \$75,000 (D) Up to \$80,000</p>	<p><u>Competency Unit:</u> 4.4</p> <p><u>Learning outcomes:</u> Advise on the eligibility conditions (citizenship, age, family nucleus, income ceiling, ownership in private property, time bar) for a first-timer and second-timer applicant buying a new HDB flat, DBSS flat or EC.</p> <p><u>Cognitive Level:</u> 3</p>

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3. Dylan could have applied under the (i) _____ Scheme for his current rental flat. This scheme requires at least (ii) _____ to form a household.

- (A) (i) Public Rental Scheme (ii) Dylan, Daphne and their child
- (B) (i) Parenthood Provisional Housing Scheme (ii) Dylan, Daphne and their child
- (C) (i) Public Rental Scheme (ii) Dylan and Daphne
- (D) (i) Parenthood Provisional Housing Scheme (ii) Dylan and Daphne**

Competency Unit: 4.4

Learning outcomes:
Explain the different public housing options available, such as rental flat, new flat, resale flat, DBSS flat, EC from developer or from open market.

Cognitive Level: 2

4. Which one of the following statements about Mr Wong renting out one of his bedroom to Dylan and Daphne is true?

- (A) Mr Wong has to apply for HDB's approval in renting out his bedroom to Dylan and Daphne prior to the rental commencement date on 1 Jan 2015. Otherwise, the renting out of bedroom is deemed as unauthorised, and HDB can take action against him.**
- (B) Mr Wong has to pay a registration fee of \$20 upon the application to rent out one of his bedrooms to Dylan and Daphne.
- (C) Mr Wong has to renew the renting out of his bedroom to Dylan and Daphne by 30 Jun 2016 as the maximum tenancy period is 1.5 years.
- (D) Mr Wong does not need to continue to live in the flat with Dylan and Daphne during the rental period.

Competency Unit: 4.6

Learning outcomes:
Advise landlord/tenant on HDB renting out of flat / bedroom rules including tenants' eligibility, maximum number of tenants allowed, tenancy period and application for approval for renting out of flat / bedroom(s)

Cognitive Level: 3

5. In order for Dylan to book his new 3-room flat, he will have to pay an option fee of _____. (Cash can be in the form of NETS.)

- (A) \$1,000 using cash only**
- (B) \$500 using cash only
- (C) \$1,000 using cash or CPF
- (D) \$500 using cash or CPF

Competency Unit: 4.4

Learning outcomes:
Ascertain the buyer's eligibility to buy HDB resale flat/DBSS flat/EC and the scheme he is eligible for.

Cognitive Level: 3

Short Answer Questions

1. In view of declining business, Mr Lee decides to cease his provision shop business in Tiong Bahru and rent out the property to James to operate an office instead. In this situation, there is a need to submit a **change of use** application (with landowner's prior consent) for URA to assess if the proposal can be allowed.
2. In the legal relationship known as "agency", the agent is authorised by the **principal** to transact business on his or her behalf.
3. A temporary occupation licence (TOL) issued by the State does not entitle the licensee to **exclusive** possession.
4. A **strata** roll is a register of the owners to each unit in a condominium and contains information such as the share value of each lot.

Remarks

Competency Unit: 2.13

Learning outcomes:
Identify the need to apply for permission for change of use, building works or redevelopment.

Cognitive Level: 2

Competency Unit: 2.2

Learning outcomes:
Meaning and creation of agency relationships (including the use of prescribed Estate Agency Agreements)

Cognitive Level: 3

Competency Unit: 1.6

Learning outcomes:
Understand the nature of temporary occupation licence (TOL) issued by the State.

Cognitive Level: 2

Competency Unit: 4.2

Learning outcomes:
In accordance with Building Maintenance and Strata Management Act (BMSMA), guide prospective buyers of strata-titled properties on by-laws, improvements and additions to lots, contributions by subsidiary proprietors, supply of information by management corporation, and any other provisions that may affect strata living.

Cognitive Level: 3

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5. The **Top-Up** Grant amount is the difference between the Family Grant that a single who now qualifies for after getting married, minus the Singles Grant amount that the single had previously received.

Competency Unit: 4.4

Learning outcomes:

Advise on the eligibility conditions (citizenship, age, family nucleus, income ceiling, ownership in private property, time bar) for a first-timer and second-timer applicant buying a new HDB flat, DBSS flat or EC.

Cognitive Level: 3
