



O N L I N E

L E A R N I N G

SCOPE OF THE REAL ESTATE PROFESSION

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Major focus of the real estate profession

Property Valuation

Statutory valuation

Non-statutory valuation

Property Management

Building management

Investment management

Project management

Estate Agency

Marketing

Advice



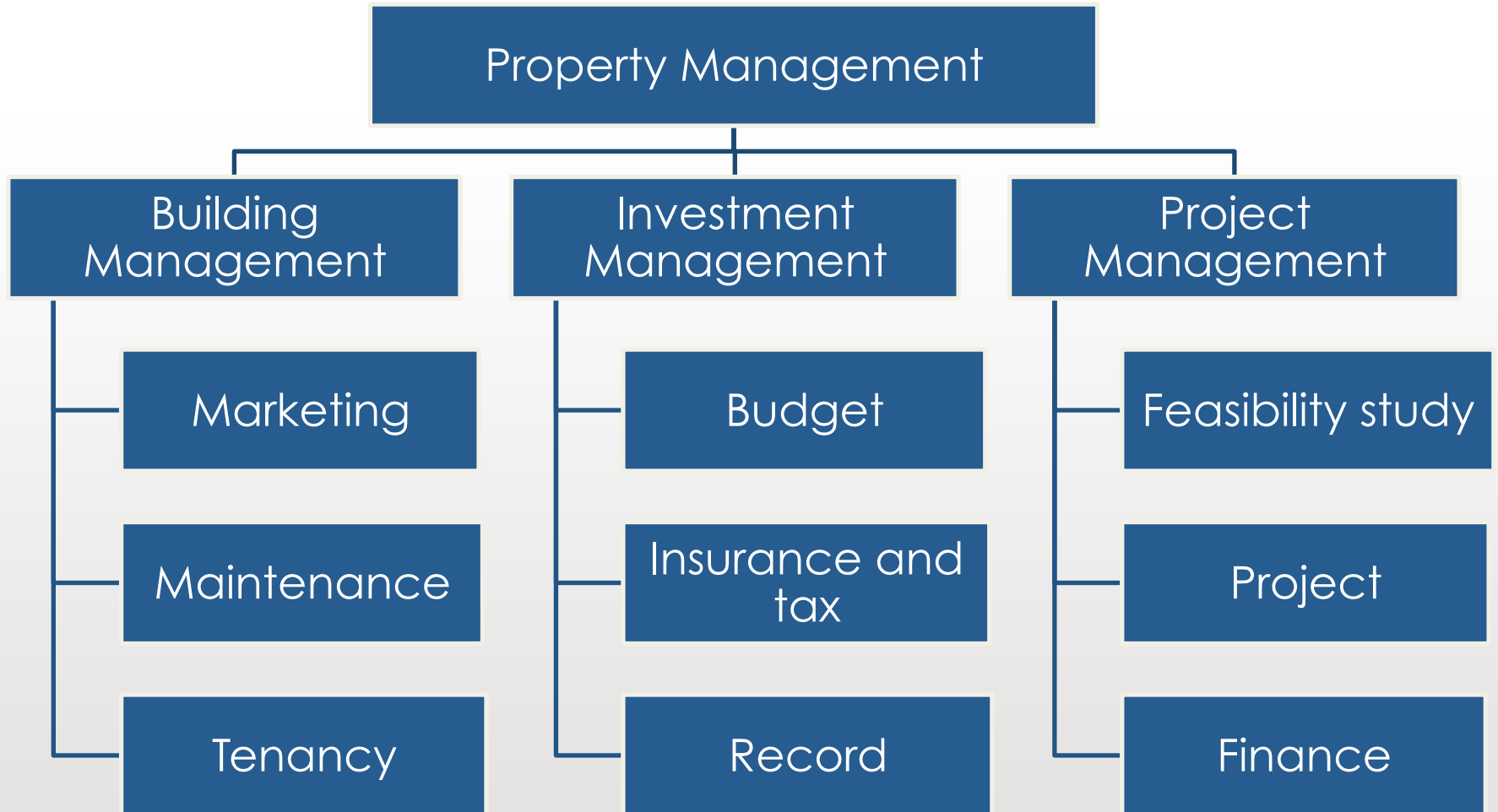
Property Valuation

Statutory Valuation

Non-Statutory Valuation

- Stamp duty
- Real property gains tax
- Rating
- Land acquisition

- Buy/sell/rental
- Collateral
- Market study
- Feasibility study
- Auction





Estate Agency

Marketing

Product

Pricing

Promotion

Positioning

Advice

Legal

Finance



Conclusion

- There are three major focus of the real estate profession; property valuation, property management, and estate agency.
- Property valuation involves valuation of properties for various purposes classified under two main categories; non-statutory valuation and statutory valuation.
- Property management includes management of buildings, investments, and project.
- Estate agency is responsible in buy and sell business and rental matters.