

NIREM Institute of Real Estate Management

www.nirem.org/RPL

Certificate in Commercial Real Estate Sales (RPL)

Syllabus

The Recognition of Prior Learning Programs assesses your existing knowledge and experience in your area; therefore questions based on practical aspect of commercial real estate market and business with focus to property sales are asked. If you have fair amount of knowledge and experience in commercial real estate sector, you should be able to answer these questions. The question would be asked from the following areas:

- Real Estate Market & Business
- Basic Real Estate Principle
- Types of Properties
- Market Assessment
- Property Positioning
- Commercial Real Estate Sales
- Commercial Real Estate Investment
- Terms And Clauses
- Practical Aspects Of Real Estate Market etc.

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Sample Questions

1. Which of the following are the key challenges faced by the real estate sector?
- A. Rising mortgage rate
 - B. Multiple approvals
 - C. Both A & B
 - D. None of the above

Ans. (C)

2. Which of the following is/are any city's comparative advantage?
- A. Transportation facility
 - B. Educational Facility
 - C. Created environment
 - D. A, B & C

Ans. (D)

3. Which of the following is not a type of commercial property:
- A. Office
 - B. Retail
 - C. Industrial
 - D. None of the above

Ans. (D)

4. A good office property has which of the following feature/s:
- A. Accessibility of public transport
 - B. Physical state of the building
 - C. Both the above
 - D. None of the above

Ans. (C)

5. Globally which of the following is/are the major investor/s in commercial real estate?
- A. REITs
 - B. Pension Funds
 - C. Life Insurance Companies
 - D. All of the above

Ans. (D)

6. The objective of property screening is to:
- A. Eliminate properties that do not meet investment criteria.

- B. Develop facts about properties to chase deals.
- C. Both the above
- D. None of the above

Ans. (A)

7. Which of the following is true?

- A. An encumbrance may decrease the value of a property
- B. An encumbrance may increase the value of a property
- C. Encumbrance has no effect on the value of the property
- D. None of the above

Ans. (A)

8. Which of the following unit may attract Preferential Location Charge (PLC):

- A. A park facing unit
- B. A corner unit
- C. None of A & B
- D. Both A & B

Ans. (D)

9. A comparative analysis of projects in any area for clients should include:

- A. Average price per square foot and key features of projects.
- B. Location of projects.
- C. Proximity to basic amenities such as school, parks, banks etc.
- D. All of the above.

Ans. (D)

10. NOI stands for:

- A. Net Operating Income
- B. Notional Income
- C. Both the above
- D. None of the above

Ans. (A)