

# **NIREM Institute of Real Estate Management**

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## **Certificate in Real Estate Management (RPL)**

### **Syllabus**

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

- Housing & Real Estate Market
- Basics of Residential and Commercial Real Estate
- Basic Real Estate Principle and Business Process
- Home Purchase Decision & Process
- Property Sales & Marketing
- Market Analysis
- Property Management
- Real Estate Brokerage
- Listing Agreements and Representation
- Property Transaction Process
- Basic Legal Aspects

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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. A listing agreement must have:
- A. A beginning date and a termination date.
  - B. The list price at which the property will be offered for sale.
  - C. The amount of compensation offered to the broker, whether it is in the form of a flat fee or percentage of the sales price.
  - D. All of the above

Ans. (D)

4. Mortgage loans are:
- A. Secured loans
  - B. Unsecured loans
  - C. Personal Loans
  - D. None of the above

Ans. (A)

5. Which of the following is/are a type of real estate agency?
- A. Seller Representation
  - B. Buyer Representation
  - C. Disclosed dual agency
  - D. All of the above

Ans. (D)

6. 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)

7. 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)

8. 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)

9. A triplex apartment is spread over how many floors?
- A. One
  - B. Two
  - C. Three
  - D. Four

Ans. (C)

10. NOI stands for:
- A. Net Operating Income
  - B. Notional Income
  - C. Both the above
  - D. None of the above

Ans. (A)