

NIREM Institute of Real Estate Management

www.nirem.org/RPL

Certificate in Real Estate Leasing (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, business and leasing are asked. If you have some knowledge and experience in property leasing, you should be able to answer these questions. The question would be asked from the following areas:

- Basic Real Estate Principle
- Real Estate Market
- Types of Properties
- Leasing Strategy & Negotiation
- Tenant Relations
- Market Assessment
- Property Positioning
- 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 true about anchor tenant?
 - A. Anchor tenant is a considerably large tenant signed for long-term lease.
 - B. Anchor tenant attracts limited footfalls.
 - C. No discount is offered to anchor tenants for signing lease.
 - D. None of the above.

Ans. (A)

4. Rents and valuations are influenced by employment growth and a region's economic focus.
 - A. The above statement is true.
 - B. The above statement is false.

Ans. (A)

5. Office space is classified as Class A, B, C or D on the basis of
 - A. Rules framed by local zoning authority
 - B. Absorption rate
 - C. Age, location and market position
 - D. Both A & B

Ans. (C)

6. Which of the following is true:
 - A. Gross lease is most commonly used for retail property.
 - B. Percentage lease is most preferred for retail properties.

- C. Net lease is commonly used for retail properties.
- D. None of the above.

Ans. (B)

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)