

# **NIREM Institute of Real Estate Management**

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## **Certificate in Residential Property 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 residential property sales 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:

- Basic Real Estate Principle
- Real Estate Business Process
- Home Purchase Decision & Process
- Property Sales & Marketing
- Market Analysis
- Basic of Appraisal
- 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. Which of the following is correct?
- A. Listing is a contract for the transfer of real estate
  - B. Listing represents the right of a real estate agent to handle sale of real property and to receive a fee or commission for services.
  - C. Listing is a contract acquisition of real estate
  - D. A & C only

Ans. (B)

4. To be entitled to a sales commission, an individual must be
- A. The procuring cause of the sale
  - B. Employed by the buyer or the seller under a valid contract.
  - C. Both A & B
  - D. None of the above

Ans. (C)

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. Which of the following is a method of lead generation?
- A. Social media marketing
  - B. Actively seeking customer feedback
  - C. Hosting an open house
  - D. All of the above

Ans. (D)