



Certified Real Estate Consultant VS-1006

Vskills Certifications

Vskills Brochure



Skills for a secure future

Certified Real Estate Consultant

Certification Code VS-1006

Vskills certification in Real Estate Consultancy is one of the first certifications in the real estate sector. A Vskills Certified real estate consultant finds employment in real estate consulting firms, real estate developers, research firms dealing with real estate sector and is also a good certification for entrepreneurs in the real estate sector.

Why should one take this certification?

To demonstrate clear understanding of real estate sector and practical aspects of real estate markets, sale purchase, construction terminology and to get a visible recognition for this knowledge

Who will benefit from taking this certification?

Students looking to find employment in real estate sector, construction companies, real estate investment advisory firms, research departments of banks, teachers of real estate sector, managers of companies who wish to understand real estate as an area of operation, owners of small and medium real estate brokerage firms who want to have a better control over their trades and practically anyone having interest and looking to make a career in the Real Estate sector.

Test Details

- **Duration:** 60 minutes
- **No. of questions:** 50
- **Maximum marks:** 50, Passing marks: 25 (50%)

There is no negative marking in this module.

Fee Structure

Rs. 3,499/- (Excludes taxes)

Companies that hire Vskills Real Estate Consultant

Vskills Certified Real Estate Consultant may find employment in all kind of real estate companies. Candidates can also start their own business as it has high growth and demand.

Table of Contents

1. Introduction

- 1.1 Overview of Real Estate Sector
- 1.2 Residential vs. Commercial
- 1.3 Unique Characteristics of Real Estate Market
- 1.4 Demand and Supply in the real estate market
- 1.5 Current Trends in the Real Estate Market
- 1.6 Market Participants

2. Skills of a successful Real Estate Consultant

- 2.1 What is a real estate agent?
- 2.2 Services offered
- 2.3 Business Planning and Marketing
- 2.4 Referrals
- 2.5 Selling Skills and good speaking proficiency
- 2.6 Time Management
- 2.7 Self Starter

3. Sales and selling

- 3.1 Advertising, Direct mailers, electronic mailers, telemarketing
- 3.2 Sales Promotion
- 3.3 Public Relations and publicity
- 3.4 Referrals
- 3.5 Networking

4. Real Estate Financing

- 4.1 Government and commercial sources
- 4.2 Government schemes and grants
- 4.3 Commercial Banks and institution lenders
- 4.4 Housing corporations and associations
- 4.5 Life Insurance Corporations
- 4.6 Real Estate Investment Trusts (REITs)
- 4.7 Non Banking Financial Corporations (NBFCs)
- 4.8 External Commercial Borrowings (ECBs)
- 4.9 FDI in real estate

5. Real Estate Pricing

- 5.1 Median prices vs. mean prices
- 5.2 Units of pricing – sq m, sq ft etc
- 5.3 Factors influencing real estate pricing
- 5.4 Determination of Fair value

6. Sale of Real Estate

- 6.1 Immovable property and transfer of immovable property
- 6.2 Verification of document of title
- 6.3 Registration Procedure
- 6.4 Agreement to sell an immovable property
- 6.5 Registration of Agreement to Sell
- 6.6 Stamp Duty Payable on Agreement to Sell
- 6.7 Suit for specific performance of an Agreement to Sell
- 6.8 Sale/ how is sale made/ construction and execution of sale deed
- 6.9 Rents and profits of the immovable property
- 6.10 Right and Liability of buyer
- 6.11 Right and liability of seller
- 6.12 Auctions
- 6.13 Sale and FEMA

7. Mortgage

- 7.1 Introduction
- 7.2 What is Mortgage?
- 7.3 Kinds of Mortgage
- 7.4 Redemption of Mortgage
- 7.5 Foreclosures
- 7.6 Registration of Mortgage Deed
- 7.7 Stamp Duty payable on Mortgage Deed
- 7.8 Housing Loans to Non residents

8. Lease

- 8.1 Leases and leasing activity
- 8.2 Essentials of a lease
- 8.3 Definition and execution of Lease
- 8.4 Rights and liabilities of the lesser
- 8.5 Rights and liabilities of the Lease
- 8.6 Termination of a Lease
- 8.7 Forfeiture
- 8.8 Application of Rent Control Legislation
- 8.9 Model Residential Tenancy Act, 2011
- 8.10 Registration of a Lease Deed
- 8.11 Stamp Duty payable on Lease Deed

9. Gifting of Real Estate

- 9.1 What is Gift?
- 9.2 Transfer, consideration, parties, acceptance
- 9.3 Transfer of Immovable property by way of Gift
- 9.4 Registered instrument
- 9.5 Voidance, suspension or revocation of gift
- 9.6 Gift tax act

10. Exchange of Real Estate

- 10.1 Exchange as a mode of transfer
- 10.2 Definition and execution of exchange
- 10.3 Treatment of exchange in Income tax act

11. Other Regulations

- 11.1 Real estate and Consumer Protection Act, 1986
- 11.2 Members of a society
- 11.3 Meaning of deficiency in service – late delivery, escalation, substandard material

12. Basic IT Skills: Technology and a real estate office

- 12.1 Computer Hardware
- 12.2 Computer Software
- 12.3 Internet Tools for Marketing and Communication
- 12.4 Security and Computer Protection
- 12.5 Determining Office Technology Requirements

13. Personnel Management

- 13.1 Job Analysis
- 13.2 Recruitment of Job Applicants
- 13.3 Personnel Selection
- 13.4 Training and Appraisals
- 13.5 Motivating Performance
- 13.6 Compensation and incentive plans
- 13.7 Defining Sales quota and objectives

Sample Questions

1. A claim on property as security for a debt or other obligation is known as a(n)

- A. Encroachment
- B. Lien
- C. Easement
- D. Profit

2. The most important skill for a real estate agent is

- A. Coding
- B. Selling
- C. typing
- D. Reading

3. Real estate refers to

- A. land and structures attached to it.
- B. legal benefits, interests or rights inherent in the ownership of real estate.
- C. movable property.
- D. land, but not structures attached to it.

4. The primary difference between freehold and leasehold estates is that

- A. the number of rights is greater with leasehold estates
- B. leasehold estates involve property which have no liens.
- C. a freehold interest is an ownership interest.
- D. a freehold estate can only be possessory.

5. How many feet are there in a yard ?

- A. 3
- B. 4
- C. 2.5
- D. 2.75

Answer: 1 (B), 2 (B), 3 (A), 4 (C), 5 (A)

Certifications

➤ Accounting, Banking and Finance

- Certified AML-KYC Compliance Officer
- Certified Business Accountant
- Certified Commercial Banker
- Certified Foreign Exchange Professional
- Certified GAAP Accounting Standards Professional
- Certified Financial Risk Management Professional
- Certified Merger and Acquisition Analyst
- Certified Tally 9.0 Professional
- Certified Treasury Market Professional
- Certified Wealth Manager

➤ Big Data

- Certified Hadoop and Mapreduce Professional

➤ Cloud Computing

- Certified Cloud Computing Professional

➤ Design

- Certified Interior Designer

➤ Digital Media

- Certified Social Media Marketing Professional
- Certified Inbound Marketing Professional
- Certified Digital Marketing Master

➤ Foreign Trade

- Certified Export Import (Foreign Trade) Professional

➤ Health, Nutrition and Well Being

- Certified Fitness Instructor

➤ Hospitality

- Certified Restaurant Team Member (Hospitality)

➤ Human Resources

- Certified HR Compensation Manager
- Certified HR Staffing Manager
- Certified Human Resources Manager
- Certified Performance Appraisal Manager

➤ Office Skills

- Certified Data Entry Operator
- Certified Office Administrator

➤ Project Management

- Certified Project Management Professional

➤ Real Estate

- Certified Real Estate Consultant

➤ Marketing

- Certified Marketing Manager

➤ Quality

- Certified Six Sigma Green Belt Professional
- Certified Six Sigma Black Belt Professional
- Certified TQM Professional

➤ Logistics & Supply Chain Management

- Certified International Logistics Professional
- Certified Logistics & SCM Professional
- Certified Purchase Manager
- Certified Supply Chain Management Professional

➤ Legal

- Certified IPR & Legal Manager
- Certified Labour Law Analyst
- Certified Business Law Analyst
- Certified Corporate Law Analyst

➤ Information Technology

- Certified ASP.NET Programmer
- Certified Basic Network Support Professional
- Certified Business Intelligence Professional
- Certified Core Java Developer
- Certified E-commerce Professional
- Certified IT Support Professional
- Certified PHP Professional
- Certified Selenium Professional
- Certified SEO Professional
- Certified Software Quality Assurance Professional

➤ Mobile Application Development

- Certified Android Apps Developer
- Certified iPhone Apps Developer

➤ Security

- Certified Ethical Hacking and Security Professional
- Certified Network Security Professional

➤ Management

- Certified Corporate Governance Professional
- Certified Corporate Social Responsibility Professional

➤ Life Skills

- Certified Business Communication Specialist
- Certified Public Relations Officer

➤ Media

- Certified Advertising Manager
- Certified Advertising Sales Professional

➤ Sales, BPO

- Certified Sales Manager
- Certified Telesales Executive

& many more job related certifications

Contact us at :

Vskills

011-473 44 723 or info@vskills.in

www.vskills.com