



Appraisal and Residential Property Letting Practice (ARPLP)

Sample Questions

propertymark
QUALIFICATIONS

APPRAISAL AND RESIDENTIAL PROPERTY LETTING PRACTICE (ARPLP) SAMPLE QUESTIONS

This unit provides a practical emphasis on matters related to the appraisal of residential property available to let. It covers those considerations of which residential letting agents need to be aware of when advising a potential client and acting on behalf of existing clients. Candidates must be aware that consumer and business protection legislation is an important feature of this unit and questions involving such legislation may appear in more than one element.

Questions, and answers where provided, are correct as at time of publishing.

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ASSESSMENT INFORMATION

Assessment Method	Short essay style exams 2 hours
Availability of assessment	Set times of the year as identified within the qualification page on the Propertymark Qualifications website

Examinations are manually marked by an examiner and moderated by an experienced and qualified moderator.

The pass mark for each unit is **45%**.

The successful achievement of all units will result in either a final certificate showing a Pass or Distinction Grade.

In order to obtain an overall grade of Distinction, you need to achieve an **overall average mark of 70% across all examinations**.

SCENARIO 1

A landlord has decided to appoint an agent to handle the letting of their own home, however they are undecided as to which service offered by the agent would best meet their needs. The landlord will be travelling abroad for up to two years but has friends and family who live locally.

Question 1

Explain to the landlord the main types of service packages and identify the most appropriate one to meet the landlord's needs.

SCENARIO 1 (CONTD.)

Question 2

You leave a copy of your Terms of Business with the landlord at the end of the appraisal. Three days later, the landlord telephones your office to advise you that they have decided on the service package they wish to use. Describe the process you should now follow before placing the property onto the market.

SCENARIO 2

You are approached by a potential client who has recently inherited a large sum of money and is considering their investment options. The client has disclosed that they are also considering the purchase of a property overseas where they intend to live for most of the year.

Question 1

What on-site factors should your client consider when choosing a property and thereafter, to maximise their investment?

SCENARIO 2 (CONTD.)

Question 2

What advice should you give the client regarding their potential tax status?

SCENARIO 3

A new client landlord wants to grant a 12 month tenancy of a mortgaged residential property. The landlord has never rented out property before and has no idea regarding what type of tenancy agreement they should use.

Question 1

Describe which types of tenancy may apply and which you would recommend as being the most suitable for this landlord. Give reasons for your recommendation.

SCENARIO 3 (CONTD.)

Question 2

Two months into the 12 month term the tenant seeks consent to move in their partner and their dog. What advice would you give the landlord?

SCENARIO 4

You have been asked to give a presentation to a group of prospective clients on the economic benefits of investing in property and the safeguards available to landlords to ensure the internal quality of the property is maintained.

Question 1

One of the attendees has asked how similar properties in different areas can achieve such different prices. Using appropriate situations and examples to qualify your answer, explain the theory of supply and demand and how this affects rental prices.

SCENARIO 4 (CONTD.)

Question 2

One of the group mentions that rental properties can be left in very poor conditions, with the landlord having to pay for refurbishments after a short period of time. Explain the safeguards available to help ensure that tenants fulfil their obligations when handing back properties.

SCENARIO 5

You have an established practice as a residential lettings agency and are faced with the following circumstances.

Property 1

You have arranged and conducted a viewing and have now received an offer to rent from the applicant.

Property 2

As stakeholder, the DPS custodial scheme holds a deposit of £1,000 at the end of the tenancy within an account in your agency's name. The property requires some minor repair work to damage caused by the tenant.

Question 1

Property 1 — Explain the process you will follow to handle the offer and qualify the applicant's suitability.

SCENARIO 5 (CONTD.)

Question 2

Property 2 — What actions should you take and what information would you need to gain agreement to the deductions and final distribution of the deposit?