Technical interviews test your knowledge of real estate. Below is a list of questions candidates have been asked in recent years. Many of these questions are like a verbal quiz about real estate. Others are more like miniature cases based on real situations in real estate.

Access Vault.com for more indepth real estate interview preparation. Follow the steps below to create your free Vault.com account today:
• Log into Carey Compass
• On the homepage, scroll down until the right-side navigation is visible.
• Under the section titled Job Postings, click the link Vault - Career Intelligence.
• Once clicked, this link will take you to the webpage where you can create an account.
• If you have any questions or issues logging into Carey Compass or Vault - Career Intelligence, then please email the Career Development Office at carey.careerdevelopment@jhu.edu and we will be glad to assist you.

### INDUSTRY KNOWLEDGE & INTEREST

- What first sparked your interest in real estate?
- Tell me why you are passionate about working in the real estate industry.
- What trends do you see in local real estate? In real estate globally?
- Why do you believe the real estate industry is relationship centric?
- What do you know about “equity” and “debt?”
- Explain the relationship between “IRR”, “NPV” and the “discount rate.” (The right answer is “When IRR is equal to the discount rate, NPV is zero.”)
- Talk to me about the relationship and differences of Property Management and Asset Management.
- How do you use a Cap Rate?
- Tell me what you know about “Real Estate Cycles”.
- What areas or trends do you see most influencing the future of the real estate industry?

### BEHAVIORAL

- Tell me about your experience with working in teams. What made it positive or negative?
- Tell me about a time that you faced adversity in your workplace. How did you overcome?
- Tell me about a time that you had to negotiate with a colleague, manager, or client. What was the result?
- How would you describe your style of leadership? How is this influential to the real estate industry?
- How do you maintain balance and order under pressure?

### BACKGROUND

- What skills have you learned in your MSREI program at Johns Hopkins that will help you in the field?
- What is your competitive advantage to the field of real estate?
- What does the infrastructure part of your degree entail?
- What types of finance courses have you taken in your program?

Schedule an appointment with a Career Coach to discuss interview strategies and conduct a mock interview.