



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.

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## 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.