



AI107V Real Estate Agency in Practice 7.5 credits

Fastighetsförmedling i praktiken

This is a translation of the Swedish, legally binding, course syllabus.

If the course is discontinued, students may request to be examined during the following two academic years

Establishment

On 13 August 2021, the Dean of the ABE school has decided establish this official course syllabus to apply from spring term 2022, registration number: A-2021-1413.

Grading scale

A, B, C, D, E, FX, F

Education cycle

First cycle

Main field of study

Technology

Specific prerequisites

The 15 higher education credits of legal survey course and 120 higher education credits.

Language of instruction

The language of instruction is specified in the course offering information in the course catalogue.

Intended learning outcomes

After passing the course, the student should be able to:

- Give an account of the different parts in the real estate agency process.
- Apply and analyse the different parts in the real estate agency process.

Course contents

Main contents:

- Real estate agency process. Intake. Closures. Mortgage. Interest difference compensation. Amortization requirements. Mortgage deed bonds. Insolvency. Insurances. Risks. Lender. Consumer. Brokers. Information asymmetry. Negotiation. Macroeconomics. Risk preference. Crisis and conflict management. Housing research. Entry. Redemption of loans. Deed registration. Operating costs. Deposit. Agent theory: Risk management. Incentive. Contract. Real estate economics. Financial theory. Software. Databases. Housing policy. Evaluation.

Examination

- SEM1 - Seminars, 3.0 credits, grading scale: P, F
- TEN1 - Written exam, 4.5 credits, grading scale: A, B, C, D, E, FX, F

Based on recommendation from KTH's coordinator for disabilities, the examiner will decide how to adapt an examination for students with documented disability.

The examiner may apply another examination format when re-examining individual students.

The examiner determines, based on recommendation from the KTH office of support to students with disabilities, possible adapted examination for students with documented, permanent disabilities.

The examiner may permit other examination formats at the re-examination of individual students.

Ethical approach

- All members of a group are responsible for the group's work.
- In any assessment, every student shall honestly disclose any help received and sources used.
- In an oral assessment, every student shall be able to present and answer questions about the entire assignment and solution.

