



AI1173 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

The course syllabus is valid from spring term 2021

Grading scale

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

Education cycle

First cycle

Main field of study

Technology

Language of instruction

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

Intended learning outcomes

After the course a student should be able to:

- Describe the different parts of the real estate agency process
- Apply and analyze the different parts of the real estate agency process

Course contents

Real estate agency process. Intake. Close. Mortgage. Interest difference compensation. Amortization requirements. Insolvency. Insurance. Risks. Lender. Consumer. Real estate agent. Information asymmetry. Negotiation. Macro economics. Risk preference. Crisis and conflict management. Housing research. Access. Deed registration. Redemption of loans. Operating costs. Deposition. Agency theory. Escrow. Risk management. Contracts. Incentives. Financial theory. Real estate economics. Databases. Housing policy. Software. Valuation.

Specific prerequisites

Completed courses:

AI1127 Basics of Property Development and Real Estate Agency, and

AI1521 Tenancy, Tenant-Owner and Leasehold Rights, and

AI1550 Introduction to Swedish law

Examination

- SEM1 - Seminars, 3.0 credits, grading scale: P, F
- TEN1 - Examination, 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.

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.