



# AI1173 Real Estate Agency in Practice 7.5 credits

Fastighetsförmedling i praktiken

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

## Establishment

The course syllabus is valid from Spring 2025 according to decision of the Director of First and Second Cycle Education: 2024-1943 3.2.2 Decision date: 2024-09-25

## Grading scale

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

## Education cycle

First cycle

## Main field of study

Technology

## Specific prerequisites

Knowledge within law corresponding to the content of course AI1550 Introduction to Swedish law, 15,0 credits

and

Knowledge within law corresponding to the content of course AI1521 Tenancy, Tenant-Owner and Leasehold Rights, 7,5 credits

and

Knowledge within law corresponding to the course AI1127 Basics of Property Development and Real Estate Agency, 9,0 credits

## 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.

## 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.

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

## 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.