AI1180 Real Estate Agency in theory and in practice 15.0 credits

Fastighetsförmedling i teori och praktik

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

Establishment

The official course syllabus is valid from the autumn semester 2026 as decided by the Faculty Board decision HS-2025-1840. Date of decision: 2025-10-02.

Grading scale

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

Education cycle

First cycle

Main field of study

Technology

Specific prerequisites

Knowledge in law equivalent to the content of the following courses: AI1550 Introduction to Law, 15.0 credits

and

AI1127 Fundamentals of Property Development and Real Estate Agency, 6.0 credits

or

AI1126 Introduction to the Planning and Building Process in Real Estate and Finance 6 hp

Intended learning outcomes

After completing the course, the student shall be able to:

Knowledge and Understanding

- Explain the meaning of legal rules and concepts in the Real Estate Brokerage Act and other relevant legislation.
- Describe the general features of how real estate brokers operate in the Nordic countries, Europe, and globally.
- Explain the role of the financial sector in real estate transactions, including the conditions of credit institutions, credit assessments, the structure of capital markets, as well as developments in the real estate and housing markets.

Skills and Abilities

- Independently identify, formulate, and analyze legal issues using relevant legal methods and in relation to the role of the real estate broker in professional practice.
- Make independent assessments based on case law and hypothetical legal situations.

Judgement and Approach

- Analyze ethics and responsibility in relation to the role of the real estate broker in professional practice.
- Demonstrate advanced understanding and a professional approach towards sellers, buyers, and other stakeholders in professional practice.
- Analyze how legal frameworks in the real estate sector interact from a sustainability perspective (a more sustainable environment, housing situation, and real estate brokerage firm).

Course contents

- Advanced theoretical and practical knowledge of the meaning of legal rules and concepts in the Real Estate Brokerage Act and other relevant legislation in Sweden and other countries.
- Advanced theoretical and practical knowledge of the real estate brokerage assignment from initiation to completion, including the actors in the process.
- The role and responsibility of the real estate broker.
- Data protection regulations.
- Anti-discrimination regulations.
- Insurance law, including rules on insurance mediation.
- Provisions and general guidelines on measures against money laundering and the financing of terrorism.

- Family law, inheritance law, and other civil law aspects concerning the legal status of parties in real estate transactions.
- Supervision and case management at the Swedish Estate Agents Inspectorate.

Examination

- TEN1 - Written exam, 10.0 credits, grading scale: A, B, C, D, E, FX, F
- SEM1 - Seminar, 2.5 credits, grading scale: P, F
- SEM2 - Seminar, 2.5 credits, grading scale: P, 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.