



FAI3009 Real Estate Brokerage

7.5 credits

Fastighetsförmedling

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

Establishment

Course syllabus for FAI3009 valid from Autumn 2019

Grading scale

P, F

Education cycle

Third cycle

Specific prerequisites

Admission to postgraduate studies.

Language of instruction

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

Intended learning outcomes

The aims of the course is to provide the student with theories and models that have applications in Real Estate Brokerage and within the given framework discuss the latest developments in the industry.

Course contents

- General principles/Agent theory
- Principles/theory applied in brokerage: the broker fee, time on market etc.
- Price formation and value theory in the housing market.
- Auction theory and different models applied in Real Estate Brokerage.
- Organization and management of the brokerage firm; Franchise versus ownership, service management, listing service etc.
- Miscellaneous; trends in brokerage, e-marketing, regulation of the brokerage industry.

Disposition

The course will be conducted in six seminars. For each seminar the student will have to prepare a short presentation based on one out of five articles. Some of the articles are general in nature while others are directly related to Real Estate Brokerage.

Course literature

Announced when the course starts.

Examination

- UPP1 - Written report, 7.5 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.