



APPLIES TO ACADEMIC YEAR 2004/2005

## EMS 2225 Real Estate Brokerage I

### Program

Bachelor of Business Administration Program in Real Estate Studies

### Responsible for the course

Hildur Høiland, Tore Bråthen

### Department

Accounting - Auditing and Law

### Term

According to study plan

### ECTS Credits

12

### Objective

The course aims to give students an understanding of the practical application of the legislation affecting those practicing the profession of real estate broker.

Students will become familiar with the document procedures involved in a real estate deal. Students will furthermore learn to deal with practical matters in connection with the transfer of real estate and rental of a variety of property types (residential property, agricultural property and commercial property). By drawing up purchase and sales contracts, students will gain an understanding of the practical application of real estate law.

### Prerequisites

The Foundation Program in Business Administration or equivalent.

### Compulsory literature

Høiland, Hildur og Bodil Næssvik, red. 2002. *Eiendomsmegling i praksis del 1*. 1. utg. Oslo: Norges Eiendomsmeglerforbund.

*Dokumentsamling*. 2004. Oslo: Norges Eiendomsmeglerforbund.

Relevante lovtekster (Norges Lover, særtrykk m.v.)

Norges Eiendomsmeglerforbunds Håndbok.

Fortidsminneforeningen/Norsk Kulturråd. 1988. *Hus og Stil*. Fortidsvern 1988 nr. 2. Oslo:

Fortidsminneforeningen.

Arne Lie Christensen. 2004. Artikkelsamling: *Byggeskikk og boligforhold i Norge fra 1850 til i dag*. 1. utg. Oslo.

Handouts are also to be regarded as compulsory literature.

### Recommended literature

Næssvik, Bodil. 1998. *Tvangssalg gjennom eiendomsmegler*. Oslo: Norges Eiendomsmeglerforbund.

### Course outline

General introduction

- Historical background: emergence and development of the profession
- Introduction to the role and tasks of the estate agent. Definition of the responsibilities of the estate agent in relation to his/her customers. Definition of the concept of intermediary.
- Introduction to the concept of generally accepted brokerage principles. Definition of generally accepted broker principles. Make students aware that the concept of generally accepted brokerage principles and ethics in practice are central to the estate agent profession. Ethics will be a main theme in the teaching and lecturers will use examples to show which ethical dilemmas that an estate agent may face in his/her daily work.
- External parameters for the real estate profession. Relations to the public authorities such as the Banking, Insurance and Securities Commission of Norway, Norwegian Competition Authority, the Consumer Council and the tax authorities.
- Performing various types of assignments, starting from the assignment is obtained until settlements is achieved.

### Computer-based tools

Computer-based tools are not used.

**Course structure**

The course is based on 84 hours of lectures taught over two terms, including group work and practical case work.

**Evaluation**

A five-hour written examination concludes the course.

**Evaluation code(s)**

EMS 22251 Real Estate Brokerage - Written exam, accounts for 100% of the final grade in the course EMS 2225, 12 ECTS credits.

**Aids at the examination**

The Norwegian code of laws, law texts, drafts and provisions. Handbook for The Norwegian Association of Real Estate Agents. Non-programmable calculator.

**Makeup exam**

A re-sit is normally held at the end of the next course