



APPLIES TO ACADEMIC YEAR 2009/2010

## EMS 2305 Real Estate Brokerage II

### Programme

Bachelor in Real Estate (3. year)

### Responsible for the course

### Department

Department of Accounting - Auditing and Law

### Term

According to study plan

### ECTS Credits

9

### Language of instruction

Norwegian

### Introduction

Real Estate Brokerage II covers a few particular subject areas within the estate agency business. It is based on Real Estate Brokerage I with an in-depth study of the subject areas farm- and forest properties, urban business premises and the sale of new building projects. Quality assurance of real estate services is also covered in this course.

### Objective

After having completed the program, the student shall be able to perform these types of property transactions. The student shall be capable of applying the legal rules for these types of property transactions in practice. The student shall be capable of handling all the documents involved in the transaction, including the preparation of contracts that are adapted to each transaction.

After having completed the program, the student shall be capable of designing routines to ensure that the estate agency business takes place within the practical and legal frameworks that are applicable for performing a correct commission. The teaching in this course is closely coordinated with the teaching in the course Real Estate Law.

### Prerequisites

The course is based on EMS 2225 Real Estate Brokerage I

### Compulsory reading

#### Books:

Bråthen, Tore og Margrethe R. Solli, red. 2008. Lærebok i praktisk eiendomsmegling, Del 2. 3.utg. (revidert). Oslo: Norges eiendomsmeglerforbund

### Recommended reading

### Course outline

- Commercial property sales
  - Similarities/differences in housing transactions
  - Approaches when assessing a property's potential
  - Value assessments
  - Designing a property description/prospectus
  - Marketing activities
  - Contract and accompanying documents
  - Combined properties
  - Letting
- Agriculture and forestry
  - Similarities/differences in housing transactions
  - Value assessments
  - Importance of concession/allodium for the sale
  - Designing a property description/prospectus
  - Marketing
  - Contract and accompanying documents

- Housing projects:
  - Similarities/differences in housing transactions
  - Estate agent's cooperation with housing developer/contractor
  - Designing a property description/prospectus
  - Marketing activities
  - Guarantee provisions
  - Contract and accompanying documents
- Quality assessment of the estate agent service
- ICT regulation - requirements for estate agencies
- Presentation of routines and tools that may be used.

### **Computer-based tools**

Computer-based tools are not used in this course.

### **Course structure**

The course runs over two semesters with a total of 54 teaching hours. Teaching is conducted through lectures, teamwork and practical exercises. Assignments and cases will also be handed out, to be solved individually.

The course is organized in two teaching courses:

- EMS 2306 Estate brokerage II, 1st semester - fall
- EMS 2307 Estate brokerage II, 2nd semester - spring

### **Examination**

The students are evaluated through a term paper in proximity to the estate agency business, based on the syllabus. The paper is to be written individually or in groups of up to three students. The paper is to be written in the course of one week.

### **Exam code(s)**

EMS 23051 Term paper, counts 100% to obtain final grade in EMS 2305 Real Estate Brokerage II, 9 credits

### **Examination support materials**

All aids are allowed + calculator TEXAS INSTRUMENTS BA II Plus™. Exam aids at written examinations are explained under exam information in our web-based Student handbook. Please note use of calculator and dictionary. <http://www.bi.edu/studenthandbook/examaids>

### **Re-sit examination**

A re-sit is held in connection with the next scheduled exam in the course.

### **Additional information**

Due to changes in our Bachelor Programmes from autumn 2009, there also will be changes in every single course.

This course will be lectured for the last time autumn 2010. Re-sit exam will be offered every term from autumn 2011 even spring 2013.