



APPLIES TO ACADEMIC YEAR 2012/2013

EMS 3525 Real Estate Brokerage I

Programme

Bachelor in Real Estate (2. year)

Responsible for the course

Paul H Fjeldheim

Department

Department of Accounting - Auditing and Law

Term

According to study plan

ECTS Credits

15

Language of instruction

Norwegian

Introduction

In accordance with the estate agency act, in force from 1 January 2008, formal estate agency competence or legal competence is required of persons involved in the sale and purchase of real estate in the estate agencies.

Learning outcome

The course aims at 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 1st year of the Bachelor's Programme in Business Administration or equivalent.

Compulsory reading

Books:

Bråthen, Tore og Margrethe R. Solli, red. 2011. Lærebok i praktisk eiendomsmegling. Del 1. 3. utg (rev). Norges Eiendomsmeglerforbund
Edvardsen, Knut Ivar ... [et al.]. 2009. Boligkjøperboka : undersøk boligen før du kjøper. SINTEF Byggforsk. SINTEF Byggforsk Håndbok 2
Norges Eiendomsmeglerforbund. Norges Eiendomsmeglerforbunds håndbok. Siste utg. Norges Eiendomsmeglerforbund
Wyller, Christian Fr.. 2009. Boligrett. 5. rev. utg. C. F. Wyller

Journals:

Fortidsminneforeningen, Norsk kulturråd. 1992. Gode råd om hus og stil.. Fortidsvern; 14 nr 2. Oslo: Fortidsminneforeningen.

Collection of articles:

Lie Christensen, Arne. 2004. Byggeskikk og boligforhold i Norge fra 1850 til i dag. Handelshøyskolen BI

Other:

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

Recommended reading

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. Making students aware that the concept of generally accepted brokerage principles and ethics in practice are central to the profession of the estate agent. Ethics will be a main theme in the teaching and lecturers will use examples to show which ethical dilemmas 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, the 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

No specified computer-based tools are required, but the following web-sites are important; www.rettssdata.no and www.tinglysing.no

Learning process and workload

The course is based on 90 hours of lectures taught over two terms, including group work and practical case work.

Use of hours

Examination

A five-hour individual written examination concludes the course.

Examination code(s)

EMS 35251 - Written exam, accounts for 100% of the final grade in the course EMS 3525 Real Estate Brokerage, 15 ECTS credits.

Examination support materials

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

BI-approved examination calculator. Examination support materials at written examinations are specified under exam information in our web-based Student Handbook. Please note the use of calculator and dictionary. <http://www.bi.edu/studenthandbook/examaids>.

Re-sit examination

A re-sit is offered in every term.

Additional information

This course meets the eligibility requirements for assistants to the responsible broker ref. Law on real estate § 4.4 Assistants to responsible broker, section 1 of the Regulations on Real Estate § 04.09 An assistant exam, section 1.