



APPLIES TO ACADEMIC YEAR 2014/2015

## EMS 3525 Real Estate Brokerage I

### Programme

Bachelor of 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

#### Acquired knowledge

The objective of the course Real Estate Brokerage I is to provide the students with knowledge on what practical consequences the demand by the general public, clients, public authorities, the estate agency sector, etc. have on the execution of the estate agency profession, including requirements related to the professional and personal conduct of the estate agent.

#### Acquired skills

The students will learn how to deal with concrete tasks in connection with estate transactions, the drawing up of contractual documents and different types of contracts.

On completion of the course the students should be able to finalize all types of real estate transactions except transactions related to agricultural and forest properties, commercial properties and the sale of new projects, which are dealt with in the course Real Estate Brokerage II and III. The student must be able to carry out the transaction and prepare it ready for settlement. The student must be able to apply the legal rules pertaining to the different types of transactions in practice. The student must be able to carry out all the document processing related to the transaction, including drawing up contracts in connection with each transaction. The teaching is closely related to the teaching in the courses Law for Estate Agents and Settlement in Connection with Property Transactions.

#### Reflection

The students must be able demonstrate an ability of critical reflection and ethical awareness in connection with property transactions, as well as an awareness of the ethical standards and ethical principles on which the estate agency legislation is based.

#### Prerequisites

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

#### Compulsory reading

##### Books:

Bråthen, Tore og Margrethe Røse Solli (red.). 2011. Lærebok i praktisk eiendomsmegling. Del 1. Rev. utg. 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.rettsdata.no](http://www.rettsdata.no) and [www.tinglysing.no](http://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.

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 examination 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.