



APPLIES TO ACADEMIC YEAR 2014/2015

## EMS 3623 Real Estate Brokerage III

### Programme

Bachelor of Real Estate (3. year)

### Responsible for the course

Paul H Fjeldheim

### Department

Department of Accounting - Auditing and Law

### Term

According to study plan

### ECTS Credits

7,5

### Language of instruction

Norwegian

### Introduction

Real Estate III discusses a number of specialty areas of real estate. The course builds on the Real Estate II with depth in the topics commercial properties and sales of projects. Contract Writing and the establishment and organization of real estate companies is also a theme in this course. Topics are closely related to the courses Real Estate Law and Settlement of real estate deals.

### Learning outcome

- Develop knowledge about the practical consequences of the demands the public, customers, government agencies, real estate business, etc. stand for the exercise of the real estate profession in specific areas, including commercial arbitration and mediation project.
- Develop knowledge of the establishment and organization of eiendomsmeglingerforetak.
- Based on the law to develop a thorough knowledge of the design of contracts entered into through the estate.

#### Acquired Knowledge

During the course students shall:

#### Acquired Skills

After completing the course, students will be able to:

- Solve issues relating to property transactions and after completing the course the student should be able to conduct real estate transactions in project sales and sales of commercial properties.
- Implement transaction and clarify this for settlement. Students will be able to apply the law of the relevant transaction type in practice.
- Manage all document related to the transaction, including the design contracts associated with each transaction.

#### Reflection

Students will develop the capacity for critical reflection and ethical awareness related to real estate transactions and have an awareness of the legal standards and ethical principles underlying the rules of real estate legislation.

### Prerequisites

The course is based on Real Estate Brokerage II

### Compulsory reading

#### Books:

Bergsåker, Trygve. 2000. Kjøp av ny bolig : med kommentarer til bustadoppføringslova. T. Bergsåker : I

samarbeid med Norges eiendomsmeglerforbund  
Bråthen, Tore og Margrethe Røse Solli, red. 2011. Lærebok i praktisk eiendomsmegling, Del 1. Rev. utg. Norges Eiendomsmeglerforbund. Kapittel 14  
Bråthen, Tore og Margrethe Røse Solli, red. 2012. Lærebok i praktisk eiendomsmegling. Del 2. Rev. utg. Norges Eiendomsmeglerforbund. Kapittel 6 - 10.  
Langfeldt, Sverre F. og Tore Bråthen. Lov og rett for næringslivet. Siste utg. Universitetsforlaget : Focus forlag. Kapittel 8 (Leie av næringslokaler)  
Rosén, Karl og Dag Henden Torsteinsen. 2008. Eiendomsmegling : rettslige spørsmål. 2. utg. Gyldendal akademisk. Kapittel 2 (offentligrettslige krav), 5.5 (kontraktsforhandlinger og kontraktsutforming), 6 (prosjektmevling) og 7 (næringsmevling)

## Recommended reading

### Course outline

- 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
- Establishing and organising a Real Estate Enterprise*
- Commercial property sales*
- 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
- Housing projects*
- Formulation of contracts that are entered into by means of the real estate agent.
- Contracts*

### Computer-based tools

Computer-based tools are not used in this course.

### Learning process and workload

The course consists of 45 lecture hours covering the various topics in the syllabus. The lecture plan gives a detailed description of the topics covered.

As part of the teaching programme the students might be divided into small discussion groups and will work on assignments associated with each topic. The assignments will be discussed and reviewed in class after the discussion group work. The lecture form of teaching requires that the students before each lecture have studied the syllabus and the rules of law for the topic in question. The students are required to bring the code of laws and other study aids to the lectures and become familiar with them while studying the various topics. Parts of the syllabus must be studied through self-tuition.

Students will have the opportunity to submit a written work for correction and feedback.

Recommended workload in hours

<b>Activity</b>	<b>Use of hours</b>
Participation in lectures	34
Discussion group work supervised by the lecturer	8
Preparations for lectures	45
Self-tuition / reading syllabus	48
Work on assignments	60
Exam	5
<b>Total recommended use of hours</b>	<b>200</b>

### **Use of hours**

34 hours - Lectures

6 hours - Discussions group work organized by the lecturer

5 hours - Feedback on assignment (Marking is a central process)

45 hours altogether

### **Examination**

A five-hour individual written exam completes the course.

### **Examination code(s)**

EMS 36231 Written exam which accounts for 100 % of the grade in the course.

### **Examination support materials**

The Norwegian code of laws or another printed compilation of laws, reprints of laws and regulations, law texts, draft laws (the text only). Ethical rules for the Norwegian Real Estate Association. The students are required to acquire and use the latest editions of relevant laws and regulations.

Examination support materials at written examinations are explained under examination information in the student portal @BI. Please note use of calculator and dictionary. [https://at.bi.no/EN/Pages/Exa\\_Hjelpemidler-til-eksamen.aspx](https://at.bi.no/EN/Pages/Exa_Hjelpemidler-til-eksamen.aspx)

### **Re-sit examination**

Re-sit examination is offered every term.

### **Additional information**