

International Real Estate: An Institutional Approach

By W. Seabrooke, P. Kent, Hebe Hwee-Hong How

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Real estate activity across national boundaries (investment, development and asset management) is firmly established as a major component of global economic activity. *International Real Estate* provides the understanding of real estate strategies and transactions that cross national boundaries. International organizations lament the narrow perspective of professionals in the real estate field, which stems from training that takes a parochial rather than international view of the practices and processes of real estate markets.

This book takes an explicitly international perspective to the decision-making process leading to final 'accept' or 'reject' investment decisions. It will be the first to adopt an institutional approach that directly addresses the problems of how to identify and avoid the main pitfalls of cross-border investment in real estate. The key to understanding international real estate comes from understanding the impact on investment and management decisions of differences in the formal and informal 'rules of the game'. The authors define the key feature of international real estate as the institutions that frame, facilitate or impede investment in land and buildings across national boundaries.

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Editorial Review

Review
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This book is a wonderful contribution to greater knowledge and I look forward to making much use of it. It may hold the promise of fewer acts of self-destruction in our industry but it is also a fascinating insight into the disconnection between rational analysis and action.'

Jeremy Newsum, Group Chief Executive, Grosvenor Group Holdings

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From the Back Cover
The needs of today's international business community is placing increasing pressure on its advisors to take a global approach. Traditional training of property professionals is strongly based on a single sovereignty and practitioners themselves prefer to focus their advice on markets with which they are familiar. However, as the demand from international clients increases, this narrow, single-country approach is no longer adequate.

By focussing on understanding transactions and how they form the basis of specific real estate projects in any sovereignty, *International Real Estate: an institutional approach* presents a way of looking at real estate investment and development which is more relevant to the challenges of international practice.

The book is structured in three parts: Part 1 introduces the transaction-based approach; Part 2 addresses contextual issues relating to city planning and large-scale project analysis; and Part 3 presents individual

perspectives from six authors from real estate markets in the United States, Canada, the United Kingdom, Japan and China.

The book shows how the institutional features of real estate determine the manner in which it is integrated into market economies that vary in form from sovereignty to sovereignty by:

- focusing on transactions as the primary building block of real estate investment, development and management
- identifying institutional complexity as the key factor in achieving commercial success in international real estate
- introducing a new decision-making template for mapping and navigating institutional complexity.giving practical examples that illustrate how this template can be used to unravel different aspects of international real estate including real estate markets.

Users Review

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Carol Hughes:

The book International Real Estate: An Institutional Approach gives you the sense of being enjoy for your spare time. You can use to make your capable much more increase. Book can for being your best friend when you getting pressure or having big problem with your subject. If you can make studying a book International Real Estate: An Institutional Approach to be your habit, you can get more advantages, like add your current capable, increase your knowledge about a number of or all subjects. It is possible to know everything if you like wide open and read a publication International Real Estate: An Institutional Approach. Kinds of book are a lot of. It means that, science e-book or encyclopedia or others. So , how do you think about this book?

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