

## Real Estate Case Study

**Overview**  
Rutherford Estate is one of the country's leading real estate companies. Since its start in 1950, the company has earned its spot in the Top 5 most reliable real estate companies in the country. Rutherford currently employs 30 licensed real estate agents who all gained their national credentials from working with the company.

**Challenges**  
In its 60-year operation, the company made over \$84.5billion from the sale of 23 residential commercial properties. This is one of the lowest in the history of Rutherford. The company has a large gap in ensuring the continuity of good workforce skills by not actively recruiting young real estate agents in the previous years. Approximately half of the older real estate agents are retiring.

Rutherford understood the three challenges of the situation. First, the company must implement a training and development course for the new real estate agents so they can acquire the techniques of Rutherford's past agents. Second, Rutherford must outsource its recruitment to a professional recruitment agency to ensure a steady workforce and skills continuity. Third, in this phase of operations, the company must rectify its strategies to meet the capabilities of its largely new workforce and the overhead expenses associated with this.

### Solutions

Rutherford launched the Rutherford Technique Development Programme which contained three modules: theoretical knowledge of real estate, the Rutherford technique, and practical applications. All 23 new real estate agents passed the practical applications. After a month, Rutherford saw a 48% improvement in its operations relative to the past three months. More equipped teams were created based on their performances in the program and they made 43 leads where 31 of which were successfully closed. Meanwhile, the company partnered with Keeling Recruitment. Because of the rapid improvement, Rutherford stuck to its original target but allocated the needed resources for the program.

### Conclusion

Even though Rutherford adapted to the challenge, it learned to always keep a good foresight of its operations to prevent unnecessary problems to arise.

## Study

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# REAL ESTATE CASE STUDY

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# Real Estate Case Study Approach

**Eduardo Medeiros**



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**Real Estate** William J. Poorvu, 1993 This book presents complete well organized coverage of the broad expanse of Texas real estate law with its many special features and complexities Jacobus discusses what the law has been in the past before moving to what it is in the present all with a perfect balance of principle and practice The Seventh Edition reflects many major changes in and additions to the law throughout recent times

**Real Estate Market Analysis** Deborah L. Brett, Adrienne Schmitz, 2015 First ed entered under Adrienne Schmitz

*Real Estate* William J. Poorvu, 1992-03-01 This book presents complete well organized coverage of the broad expanse of Texas real estate law with its many special features and complexities Jacobus discusses what the law has been in the past before moving to what it is in the present all with a perfect balance of principle and practice The Seventh Edition reflects many major changes in and additions to the law throughout recent times

Corporate Real Estate Strategies John F. Tsui, 1986

**Market Analysis for Real Estate** Rena Mourouzi-Sivitanidou, 2020-08-06 Market Analysis for Real Estate is a comprehensive introduction to how real estate markets work and the analytical tools and techniques that can be used to identify and interpret market signals The markets for space and varied property assets including residential office retail and industrial are presented analyzed and integrated into a complete understanding of the role of real estate markets within the workings of contemporary urban economies Unlike other books on market analysis the economic and financial theory in this book is rigorous and well integrated with the specifics of the real estate market Furthermore it is thoroughly explained as it assumes no previous coursework in economics or finance on the part of the reader The theoretical discussion is backed up with numerous real estate case study examples and problems which are presented throughout the text to assist both student and teacher Including discussion questions exercises several web links and online slides this textbook is suitable for use on a variety of degree programs in real estate finance business planning and economics at undergraduate and MSc MBA level It is also a useful primer for professionals in these disciplines

Real Estate and GIS Richard Reed, Chris Pettit, 2018-07-17 Real Estate and GIS focuses on the application of geographic information systems GIS and mapping technologies in the expanding property and real estate discipline Whilst a thorough understanding of location is understood to be fundamental to the property discipline real estate professionals and students have yet to harness the full potential of spatial analysis and mapping in their work This book demonstrates the crucial role that technological advances can play in collecting organising and analysing large volumes of real estate data in order to improve decision making International case studies chapter summaries and discussion questions make this book the perfect textbook for property and applied GIS courses Property and real estate professionals including surveyors valuers property developers urban economists and financial analysts will also find this book an invaluable guide to the understanding and application of GIS technology within a real estate industry context

**International Approaches to Real Estate Development** Graham Squires, Erwin Heurkens, 2014-08-13 An international approach to the study and

teaching of real estate is increasingly important in today's global market. With chapters covering numerous countries and every continent, *International Approaches to Real Estate Development* introduces real estate development theory and practice to students and professionals in the comparative international context. The book provides readers with a global compendium written by an international team of experts and includes key features such as:

- Chapters covering the United States, United Kingdom, Netherlands, Hungary, United Arab Emirates, Bahrain, and Qatar.
- Ghana, Chile, India, China, Hong Kong, and Australia.
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- A concluding chapter which brings together comparative analyses of the different real estate development case study findings.
- Reflections on the global financial crisis and the new real estate development landscape.
- Further reading and glossary.

The wide range of case studies and the mix of textbook theory with research mean this book is an essential purchase for undergraduate and postgraduate students of real estate, property development, urban studies, planning, and urban economics. **Routledge**

**Companion to Real Estate Development** Graham Squires, Erwin Heurkens, Richard Peiser, 2017-09-07. Real estate development shapes the way people live and work, playing a crucial role in determining our built environment. Around the world, real estate development reflects both universal human needs and region-specific requirements, and with the rise of globalization, there is an increasing need to better understand the full complexity of global real estate development. This Companion provides comprehensive coverage of the major contemporary themes and issues in the field of real estate development research. Topics covered include social and spatial impact, markets and economics, organization and management, finance and investment, environment and sustainability, design, land use policy, and governance. A team of international experts across the fields of real estate, planning, geography, economics, and architecture reflect the increasingly interdisciplinary nature of real estate studies, providing the book with a depth and breadth of original research. Following on from the success of the textbook *International Approaches to Real Estate Development*, the Routledge Companion to Real Estate Development provides the up-to-date research needed for a full and sophisticated understanding of the subject. It will be an invaluable resource to students, researchers, and professionals wishing to study real estate development on an international scale. **Legal, Tax and Accounting Strategies for the Canadian Real Estate Investor** Steven

Cohen, George Dube, 2010-10-12. *Legal, Tax and Accounting Strategies for the Canadian Real Estate Investor* begins and ends with the premise that buying property in Canada can be a smart, safe, and successful way to invest your money. However, like most things in life, success requires hard work. You need to do your homework, understand what you are buying, and know the pros and cons of various decisions. Most importantly, you also need to know how to structure and maintain your investment. That's where we come in. Experience is a good teacher, but its lessons can be nasty, and in the real estate business, mistakes can cost you big bucks. Our goal with this book is to help you do it right the first time. Rest assured that this book covers a

vast range of topics and you're going to appreciate its breadth and depth if you're wondering about things like whether you should opt for a sole proprietorship versus a partnership or corporate ownership strategy. There are things you can do to manage the way HST impacts your real estate investment business. You need information about the tax implications of a real estate disposition. You can change your bookkeeping system to better meet your needs and those of your accountant. Who Are We This? This book was written by two individuals whose collective experience in helping Canadians make wise property investment decisions spans several decades. Steve Cohen is a securities lawyer with a great deal of experience in the real estate sector. George Dube is a chartered accountant whose knowledge is based on many years of helping clients with their property buying needs. Both Steve and George are real estate investors themselves. Working from this foundation, we have put together the definitive guide on how to build a successful real estate portfolio in Canada from a legal, tax, and accounting perspective.

Essays in Honor of James A. Graaskamp: Ten Years After James R. DeLisle, Elaine Worzala, 2012-12-06. As the title indicates, *Essays in Honor of James A. Graaskamp: Ten Years After* is a collection of essays written to honor Graaskamp's major contributions to the field of real estate education and practice over the course of three decades. Upon his death in 1988, the industry lost a major influence for advancing the real estate discipline, both as an academic field and a professional field. The authors in this volume seek to extend Graaskamp's contributions and move the real estate discipline forward. The papers address the challenges posed by the market to return our attention to real estate fundamentals and to strike a proper balance between Main Street and Wall Street. The authors and editors hope that this book will influence the industry to incorporate many of Graaskamp's ideas into mainstream real estate education and practice. Over the course of his career, Graaskamp made many noteworthy contributions to real estate theory and practice, ideas that if resurrected could offset some of the pressure in the industry to move away from market fundamentals. The authors try to capture the essence of Graaskamp's messages and intend that the papers serve as a point of departure for discussing the future role and nature of real estate education. Part I focuses on the major contributions to the real estate discipline made by Graaskamp and the Wisconsin Real Estate Program. Part II contains some personal recollections and photos of Graaskamp and also a summary of the groups that make up the Wisconsin Real Estate Program, a major co-sponsor of this volume. The rest of the book's three main parts are structured around major topics that reflect the multidisciplinary nature of real estate as espoused by Graaskamp. Part III treats real estate feasibility and development. Part IV concentrates on real estate valuation, and Part V discusses institutional economics.

Beyond Real Estate Licensing: Case Study Analysis of Behavioral Assessment Relationship Applied to Human Performance Conrad R. Richards, 2010-02-16. Conrad's new book, *Beyond Real Estate Licensing: Case Study Analysis of Behavioral Assessment Relationship Applied to Human Performance*, is an outgrowth of his doctoral studies. The specific problem this research addresses pertains to whether behavioral readiness has an impact upon real estate brokerage sales performance. Although real estate students may score high on the real estate licensing

examinations it may not prove the students ability to perform in a real estate brokerage performance sales environment The most important performance criteria in real estate sales could be conceived as a developed personality capacity and alignment of motivational values It is also noted that learning sales facilitators can not guarantee the knowledge transfer to performance unless behavioral readiness is presented Therefore behavioral assessment analysis can be considered as an integral aide to performance improvement The purpose of this study was to establish the organizational responsibility towards behavioral assessment analysis during the pre employment phase The results of this study indicate that behavioral assessments may improve the overall recruitment and selection capability and to identify the necessary behavioral readiness that is necessary for knowledge transfer into sales performance

### **Performance Improvement in Construction**

**Management** Brian Atkin,Jan Borgbrant,2009-09-25 Novel research in construction management is often distant from existing practice This collection of reviews serves to bridge this gap under three major themes innovation organisation and human behaviour and methods and tools It outlines a series of successful collaborative projects between industry and the academic and research communities Many of the authors have worked in technology transfer as change agents resolving industrially relevant problems by using scientifically based research The book reveals the source of ideas data and results to provide a useful resource for researchers academics and graduate students and a challenging guide for senior industry managers

**Redefining Public Relations in Emerging Markets** Genevieve Bosah,Robert E. Hinson,Eric Kwame Adae,2025-08-19 This book explores the dynamics of public relations PR in emerging economies across Africa South America and Asia Offering an in depth examination of the cultural political and media landscapes that define PR practices in these regions chapters highlight innovative approaches challenges and opportunities for both scholars and practitioners The authors explore the unique ways organisations address ethical dilemmas respond to crises and leverage purpose driven campaigns to build trust and safeguard reputations Offering insights into the integration of digital tools and AI in PR the book explores the evolution of gender dynamics in leadership the role of PR in addressing socio environmental crises and stakeholder engagement A valuable resource for PR practitioners academics and students this book bridges global trends with local adaptations offering practical guidance and a thought provoking analysis on the exciting and complex world of public relations in emerging economies

**Handbook of Finance, Financial Markets and Instruments** Frank J. Fabozzi,2008-11-03 Volume I Financial Markets and Instruments skillfully covers the general characteristics of different asset classes derivative instruments the markets in which financial instruments trade and the players in those markets It also addresses the role of financial markets in an economy the structure and organization of financial markets the efficiency of markets and the determinants of asset pricing and interest rates Incorporating timely research and in depth analysis the Handbook of Finance is a comprehensive 3 Volume Set that covers both established and cutting edge theories and developments in finance and investing Other volumes in the set Handbook of Finance Volume II Investment Management and

Financial Management and Handbook of Finance Volume III Valuation Financial Modeling and Quantitative Tools The Real Estate Finance Journal ,1993 *Mass Appraisal Methods* Tom Kauko,Maurizio d'Amato,2009-01-28 This book takes a cross disciplinary and cross cultural look at mass appraisal expertise for property valuation in different market conditions and offers some cutting edge approaches The editors establish an international platform and present the scientific debate as well as practical feasibility considerations Heretic and orthodox valuation methods are assessed based on specific criteria partly technical and partly institutional Methodological evaluation is approached using two types of criteria operational concerns about how to determine property value differentials between spatial and functional units of real estate in a valid and reliable way technical criteria and the kind of market circumstances being operated in institutional criteria While technical criteria are relatively well researched there is little theoretically informed work on the connection between country context and selection of property appraisal methods The book starts with an examination of current mass property appraisal practices presenting case studies from widely differing markets from the American and Dutch where regression based methods have been used successfully for some time to the Eastern European and other emerging economies where limitations have to be compensated by focusing on the modelling assumptions The second part of the book looks at sophisticated modelling approaches some of which represent combinations of elements from two or more techniques Whatever the exact modelling approach the requirements are always high for the quality of the data and suitability of the method In the final section methods are evaluated and compared according to technical criteria and against institutional contexts With its exceptionally wide coverage of valuation issues *Mass Appraisal Methods* an international perspective for property valuers addresses property valuation problems common to different countries and approaches applicable in both developed and emerging economies

Smart and Resilient Infrastructure For Emerging Economies: Perspectives on Building Better Innocent Musonda,Erastus Mwanaumo,Adetayo Onososen,Thembani Moyo,2023-11-23 *Smart and Resilient Infrastructure For Emerging Economies Perspectives on Building Better* is about pressing and multidimensional challenges faced in constructing resilient sustainable and smart infrastructure in developing countries The 32 case studies literature reviews comparative analyses and systematic reviews cover a wide range of topics including sustainable and resilient infrastructure development smart cities digital innovation in construction infrastructure investment construction ergonomics socio environmental sustainability gender equity and climate change responses The contributions present innovative solutions impactful insights and substantive contributions to the discourse on sustainable infrastructure development and illuminate the interplay between infrastructure development social justice environmental sustainability and technological advancement *Smart and Resilient Infrastructure For Emerging Economies Perspectives on Building Better* is essential reading for academics researchers practitioners policymakers and students involved in the built environment infrastructure delivery investment in infrastructure civil engineering architecture urban planning environmental science and other related disciplines Blockchain Technologies for

Sustainable Development in Smart Cities Swarnalatha, P.,Prabu, S.,2022-02-18 Blockchain technology has great potential to radically change our socio economic systems by guaranteeing secure transactions between untrusted entities reducing costs and simplifying many processes However employing blockchain techniques in sustainable applications development for smart cities still has some technical challenges and limitations Blockchain Technologies for Sustainable Development in Smart Cities investigates blockchain enabled technology for smart city developments and big data applications This book provides relevant theoretical frameworks and the latest empirical research findings in the area Covering topics such as digital finance smart city technology and data processing architecture this book is an essential reference for electricians policymakers local governments city committees computer scientists IT professionals professors and students of higher education researchers and academicians

**Self-Sufficiency and Sustainable Cities and Regions** Eduardo Medeiros,2024-11-13 The concept of self sufficiency involves the notion of sustainable circular and carbon neutral cities This book examines how urban planning can lead to greater self sufficiency It sheds light on how urban and regional circular and self sufficiency development can effectively contribute towards the ultimate goals of the United Nations UN Agenda 2030 and the European Union EU Green Deal It not only embraces the scientific fields of regional and urban studies but also addresses environmental sustainability related and regional resilience aspects such as renewable energy production sustainable mobility and the circular economy This book offers a full toolkit of knowledge on how to effectively implement planning approaches for circular and self sufficiency development at both urban and regional levels It begins by presenting a theoretical framework and debate on urban and regional planning approaches that can effectively make cities and regions circular and self sufficient in certain development domains such as producing intra city electric energy sustainable mobility and promoting a circular economy Further it advances a range of policy development proposals aiming at providing a comprehensive introduction to contemporary thinking about how cities and regions can design innovative planning and governance processes and where appropriate build capacity to implement systemic and integrated climate neutral policies building on existing place based territorial capital and experiences developed by local and regional networks The chapters are written by established authors in their respective domains This book will thoroughly prepare students and provide knowledge to academics researchers and policymakers in the fields of urban and regional planning development and studies environmental sustainability regional resilience human geography economic development and public EU UN policies

**Routledge Handbook of Sustainable Real Estate** Sara Wilkinson,Tim Dixon,Norm Miller,Sarah Sayce,2018-03-21 With the built environment contributing almost half of global greenhouse emissions there is a pressing need for the property and real estate discipline to thoroughly investigate sustainability concerns The Routledge Handbook of Sustainable Real Estate brings together the latest research of leading academics globally demonstrating the nature and extent of the impact as well as suggesting means of mitigating humankind s impact and building resilience Four sections examine the different aspects of sustainable real estate governance



and policy valuation investment and finance management redevelopment and adaptation Covering all land uses from residential to commercial retail and industrial the Routledge Handbook of Sustainable Real Estate is an exciting mixture of received wisdom and emerging ideas and approaches from both the developed and developing world Academics upper level students and researchers will find this book an essential guide to the very best of sustainable real estate research

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