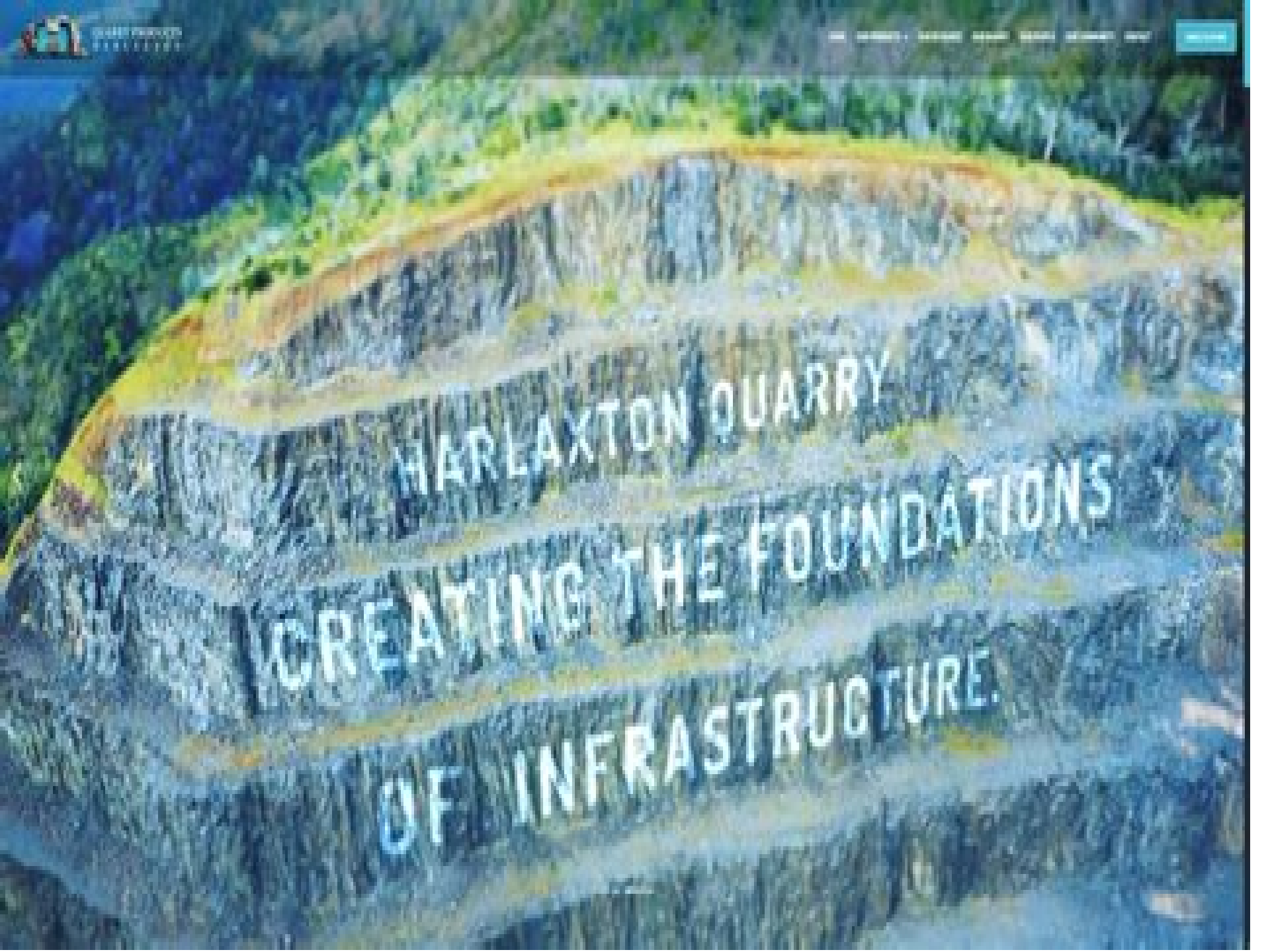




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Marketing In Commercial Property

Martin Newman



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Marketing in Commercial Property Martin Newman,1997 This book looks at the concept of marketing in a straightforward way and examines its relevance within the sector With the help of a series of case studies the book offers numerous examples of good marketing practice that should assist marketing specialists and property professionals alike

Commercial Real Estate Edward S Smith, Jr,2002 *Real Estate Marketing* M. Joseph Sirgy,2014-05-09 Real Estate Marketing is specifically designed to educate real estate students with the art and science of the real estate marketing profession The ideal textbook for undergraduate and graduate level classes in business school and professional continuing education programs in Real Estate this book will also be of interest to professional real estate entrepreneurs looking to boost their knowledge and improve their marketing techniques The book is divided into five major parts Part 1 focuses on introducing students to fundamental concepts of marketing as a business philosophy and strategy Concepts discussed include strategic analysis target marketing and the four elements of the marketing mix property planning site selection pricing of properties and promotion of properties Part 2 focuses on personal selling in real estate Students will learn the exact process and steps involved in representing real estate buyers and sellers Part 3 focuses on negotiations in real estate How do effective real estate professionals use negotiation approaches such as collaboration competition accommodation and compromise as a direct function of the situation and personalities involved in either buying or selling real estate properties Part 4 focuses on human resource management issues such as recruiting and training real estate agents issues related to performance evaluation motivation and compensation as well as issues related to leadership Finally Part 5 focuses on legal and ethical issues in the real estate industry Students will learn how to address difficult situations and legal ethical dilemmas by understanding and applying a variety of legal ethical tests Students will also become intimately familiar with the industry s code of ethics *The Marketing of Industrial and Commercial Property* Edward S. Cleaveley,1984 *The Marketing Concept in Relation to the Marketing of Commercial Property* Paradzayi Karumazondo,1993 Interests and Behaviours of Real Estate Market Actors in Commercial Property Valuation Alina Nichiforeanu,2020-07-26 This book is a theory led conceptual account of the Principal Agent problem and related concepts of Behavioural Real Estate economics a decade after the real estate crisis of 2008 Data from 52 qualitative interviews undertaken with appraisers real estate brokers and property owners is used to argue that the reality is more nuanced and influenced by the interests of the different real estate market actors The book provides a sketch of the relationship dynamics between real estate investors and service providers in the markets of Austria and Central and Eastern Europe While the investors manage real estate portfolios and have to deal with particular legal systems regulations and norms they often appoint service providers who have a comprehensive understanding of the local context This work aims to highlight that this relationship between the real estate market actors creates an information asymmetry that may constitute the basis of conflicts of interest as well as Principal Agent problems

Furthermore the work underlines that the services provided by appraisers and real estate brokers to investors may strongly influence the profit the investor can generate from a transaction. It could be therefore inferred that the investor inclines towards a certain type of result from a service provider over the others. The present research has revealed that the investors are guided by certain interests and undertake to steer the service providers in a favoured direction. This book is essential reading for anyone interested in the nuances of Behavioural Economics and real estate. *Commercial Real Estate* Leta McCurry, 1990-01-01

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