

Geltner Miller Commercial Real Estate

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author of high repute both in academia and business clearly written accessible and completely revised for investors managers advisors and students highly topical in today s challenging market conditions this book uniquely combines academic literature and practical experience to provide a straightforward and integrated view on global real estate investment for pension funds other institutions and professionals particularly in the uk the book is divided into three sections part one describes the market the industry and the investment vehicles available as well as a performance history of uk real estate as an asset class part two discusses the property investment process and the tools required to develop excellence in executing that process part three provides material for debate about the likely changes over the short and medium term designed for practitioners facing the tough global market challenges this book provides a fascinating read for fund managers investors banking staff property advisors and students

make real estate part of your investing strategy thinking about becoming a commercial real estate investor commercial real estate investing for dummies covers the entire process offering practical advice on negotiation and closing win win deals and maximizing profit from office buildings to shopping centers to apartment buildings it helps you pick the right properties at the right time for the right price yes there is a fun and easy way to break into commercial real estate and this is it this comprehensive handbook has it all you ll learn how to find great properties size up sellers finance your investments protect your assets and increase your property s value you ll discover the upsides and downsides of the various types of investments learn the five biggest myths of commercial real estate investment find out how to recession proof your investment portfolio and more discover how to get leads on commercial property investments determine what a property is worth find the right financing for you handle inspections and fix problems make big money in land development manage your properties or hire a pro exploit the tax advantages of commercial real estate find out what offer a seller really really wants perform due diligence before you make a deal raise capital by forming partnerships investing in commercial property can make you rich in any economy get commercial real estate for dummies and find out how

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a practical guide to the best approaches for commercial real estate value assessment commercial property valuation provides a comprehensive examination of principles and methods of determining the accurate value of commercial assets this invaluable resource covers all key elements of commercial property valuation including valuation queries real estate report structure market analysis capitalization and discount rates estimation and more this book details the economic characteristics unique to commercial property and illustrates property specific risk factors and mitigation strategies drawing from years of professional and academic experience the authors provide accurate information on multiple valuation approaches suitable for commercial real estate such as sales comparison income capitalization and residual land value favoring real world practicality over complex formulas this book provides a powerful set of tools to assist readers in selecting and applying the best valuation approach to various situations actual case studies of office buildings hotels high street retails and residential developments allow readers to

understand and apply appropriate valuation methodologies commercial property is a major investment class that offers abundant opportunities but poses unique risks thorough and inclusive knowledge is essential to success in this complex and competitive sector of real estate this book provides expert coverage of critical topics allowing readers to identify the unique economic characteristics and potential risks of commercial real estate valuation and investment focus on methods specific to commercial real estate valuation learn how to select and apply the appropriate valuation method in a variety of scenarios access sample excel spreadsheets and ancillary online resources including slides and useful internet links commercial property valuation is an essential resource for investors appraisers consultants accountants and students in real estate courses

commercial property is real estate that is used for business activities commercial property usually refers to buildings that house businesses but can also refer to land used to generate a profit as well as large residential rental properties the designation of a property as a commercial property has implications for how it is financed how it is taxed and how the laws are applied to it this book is about the new trend of commercial real estate crowdfunding it provides a basic understanding of commercial real estate why the smartest investors focus on commercial real estate to build wealth as well as the different strategies used to increase the return on investment it also contains all the information you need to get started including where to find good deals how to get your own property funded and much more

with empirical examples drawn from around the world illustrating the theories and issues discussed this text provides a rigorous analysis of real estate markets

metropolitan commercial real estate markets are highly influenced by global forces the regional economy and institutional behaviour while descriptions of regional commercial real estate markets are well known and widespread in academic literature this monograph goes beyond that in explaining the dynamics in and variations between european metropolitan markets by comparing those markets on relevant indicators and through extensive data analysis a number of explaining factors is revealed contributions on specific metropolitan markets with different positions within the real estate cycle illustrate not only the characteristics of the local economy and its institutions but also urgent issues such as battling vacancy changing retail hierarchy

or managing obsolescence

many investors are frightened of investing in commercial real estate but with residential real estate struggling the time is right to make the switch to commercial properties trump university commercial real estate investing 101 takes the fear out of commercial investing with easy to understand step by step principles that will make you successful and lower your risk you ll learn the differences between residential and commercial properties how to invest profitably in your spare time and much more

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this book presents the essential concepts principles and tools for the analysis of commercial real estate from an investment perspective integrating relevant aspects of urban and financial economics it bridges the gap between mainstream finance and the current cutting edge of professional real estate practice with a look at asset market inefficiency and illiquidity after tax analysis for various types of investors tax exempt institutions and private investment other chapter topics include periodic returns measurement risk analysis asset valuation investment analysis leverage capital structure portfolio theory and option valuation theory

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the fundamentals of listing and selling commercial real estate provides a complete foundation for a career in the commercial real estate industry the text contains a comprehensive study of property and investment analysis mortgages and leases as well as practice techniques such as prospecting presentations and negotiating

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