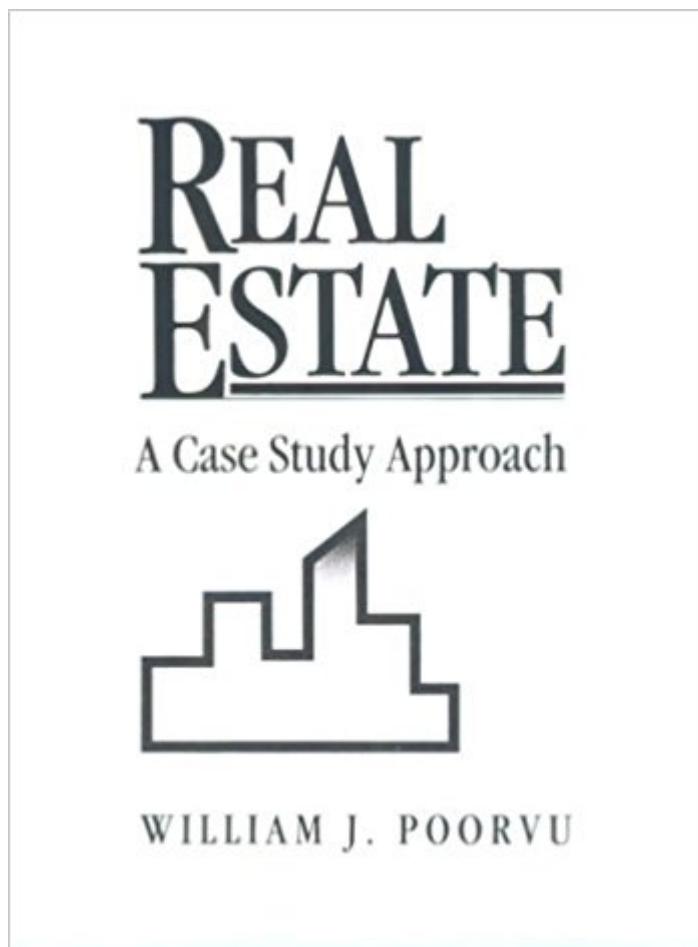


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# Real Estate: A Case Study Approach



## **Synopsis**

This text concentrates on the process of creating real estate value within the larger industry panorama which presents a wealth of opportunities and imposes many, ever-changing constraints. It identifies a number of qualities associated with the successful real estate entrepreneur through the cases studied. Every real estate professional will benefit from the practical look at the critical social, environmental, and project economy issues this guide so thoroughly addresses.

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Although affected by many independent forces, real estate remains a site specific enterprise, which requires not only local knowledge but hands on attention to details of implementation. That is why case studies based on actual properties located in communities throughout the U.S. are so valuable in helping the reader learn about the field. They combine project specific decision making within the context of broader industry realities.

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