



Real Estate Case Study

Company Overview

Rutherford Real Estate is one of the country's leading real estate companies. Since its establishment in 2050, the company has earned its spot in the Top 5 most reliable real estate partners. Rutherford currently employs 30 licensed real estate agents who all gained their respective national rewards from working with the company.

Situation

In a three-month operation, the company made over \$84.56 million from the sale of 23 residential and commercial properties. This is one of the lowest in the history of Rutherford. The company made a lapse 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 retired.

Challenges

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 the phase of operations, the company must recalibrate its strategies to meet the capabilities of a 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 68% 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 Keating 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 in its operations to prevent unnecessary problems to arise.

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Underwriting Commercial Real Estate in a Dynamic Market Christian Redfearn, 2019-05-14 A recurrent theme in *Underwriting Commercial Real Estate in a Dynamic Market* is that good thinking and good underwriting go together This stands in contrast with getting an answer or even worse reverse engineering getting to a solution by assuming that current trends in market pricing is best The cases in *Underwriting Commercial Real Estate in a Dynamic Market* will force readers to recognize that there is no single answer but rather a range of answers that will depend on numerous perspectives And in order to make valuation decisions they will have to undertake a rich conversation about what constitutes a good trade off and what does not Cases can be structured for use with introductory material as well as advanced topics Real Estate Finance Zack E. Mason, North Texas State University. Professional Development Institute, Mortgage Bankers Association of America, 197? **Case Studies in Property Development** Stephen E. Roulac, 1978 Case Studies of Recent Real Estate Sales Involving Larger Investment Properties Walter R. Kuehnle, 1959 **Ten Case Studies of Sales of Large Real Estate Investment Properties** American Institute of Real Estate Appraisers, 1960 **The University as Urban Developer: Case**

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Tokenization in Real Estate Elena Schmid, Michael Truebestein, Matthias Daniel Aepli, 2024-05-28 Traditionally real estate has been burdened by challenges such as illiquidity limited accessibility opacity complex transactions high costs and substantial capital requirements However tokenization emerges as a potential solution to many of these issues In this book the authors thoroughly investigate the innovative concept of tokenization in the real estate domain Tokenization involves digitizing real estate assets and ownership complemented by fractionalization facilitated through blockchain technology The book elucidates the fundamental principles technologies opportunities and impediments associated with real estate tokenization To fully capitalize on the theoretical advantages the book furnishes specific recommendations for the overall market landscape and active participants providing crucial guidance to encourage wider adoption and successful realization of the benefits offered by tokenized real estate

Case Studies in Creative Real Estate Financing Ivan Shapiro, 1979

Ethical Case Studies in Nevada Real Estate Ben C. Scheible, 2006

The Management of Real Estate Assets by City Governments Lary Britton Cowart, 1990

Real Estate Education Throughout the World: Past, Present and Future Karl-Werner Schulte, 2001-11-30 In recent years growing attention has been focussed on real estate education The objective of *Real Estate Education Throughout The World Past Present and Future* is to document the current status and perspectives of real estate education and the underlying research throughout the world The intent is to inform students academics and practitioners about the situation in the widest possible range of countries and to provide a foundation for the future of the real estate discipline The structure of this monograph follows the organisation of the world wide network of real estate societies In Part 1 Stephen E Roulac sets the framework for the other contributions Part 2 contains 20 chapters that examine real estate education in Europe Part 3 consists of two articles covering North America Part 4 includes two chapters dealing with Latin America In Part 5 8 countries in Asia are examined Part 6 contains two chapters covering the Pacific Rim Finally Part 7 focuses on Africa This collection of papers is unique in the sense that 50 authors have contributed to the monograph and 37 countries or regions in total are covered The editor does not know of any comparable book

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1. Understanding the eBook Case Studies In Real Estate
 - The Rise of Digital Reading Case Studies In Real Estate
 - Advantages of eBooks Over Traditional Books
2. Identifying Case Studies In Real Estate
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Case Studies In Real Estate
 - User-Friendly Interface
4. Exploring eBook Recommendations from Case Studies In Real Estate
 - Personalized Recommendations
 - Case Studies In Real Estate User Reviews and Ratings
 - Case Studies In Real Estate and Bestseller Lists
5. Accessing Case Studies In Real Estate Free and Paid eBooks
 - Case Studies In Real Estate Public Domain eBooks
 - Case Studies In Real Estate eBook Subscription Services

- Case Studies In Real Estate Budget-Friendly Options
- 6. Navigating Case Studies In Real Estate eBook Formats
 - ePub, PDF, MOBI, and More
 - Case Studies In Real Estate Compatibility with Devices
 - Case Studies In Real Estate Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Case Studies In Real Estate
 - Highlighting and Note-Taking Case Studies In Real Estate
 - Interactive Elements Case Studies In Real Estate
- 8. Staying Engaged with Case Studies In Real Estate
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Case Studies In Real Estate
- 9. Balancing eBooks and Physical Books Case Studies In Real Estate
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Case Studies In Real Estate
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Case Studies In Real Estate
 - Setting Reading Goals Case Studies In Real Estate
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Case Studies In Real Estate
 - Fact-Checking eBook Content of Case Studies In Real Estate
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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