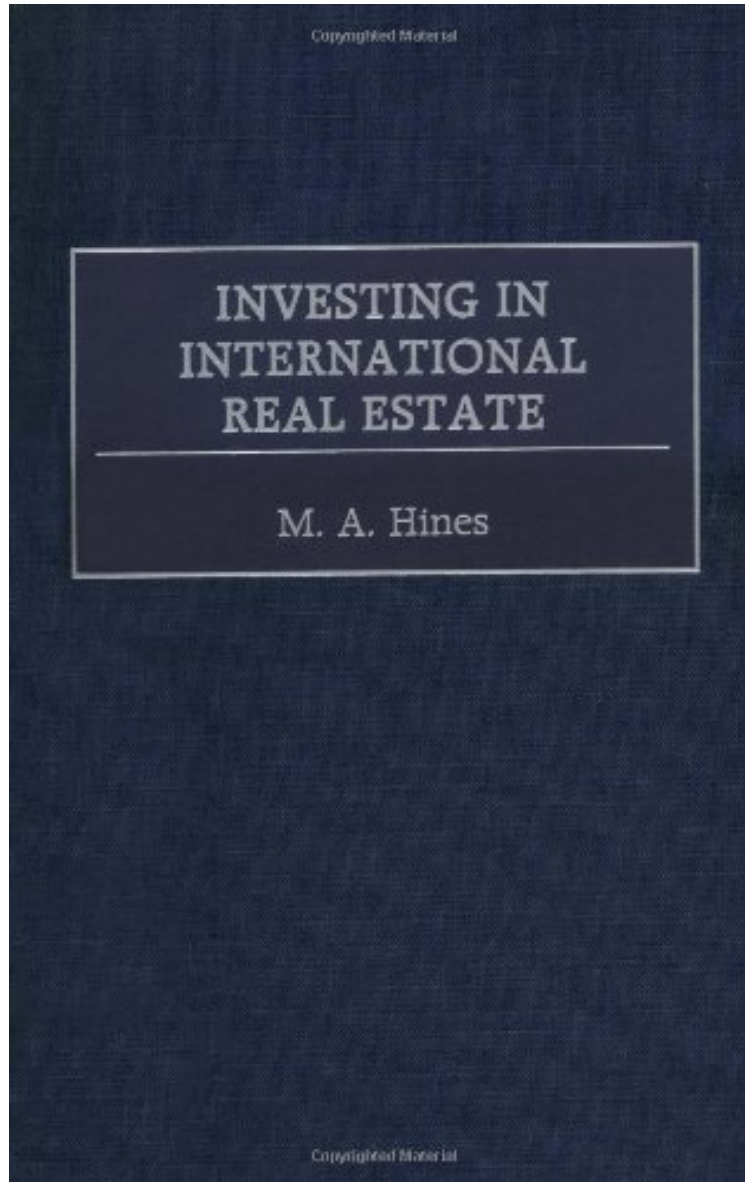


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## Investing in International Real Estate

*M. A. Hines*

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With numerous cogent examples from real estate markets worldwide, Dr. Hines makes it clear that investing in foreign real estate is by no means the same as investing domestically. She shows how, why, and when special strategies must

be devised to enter the world market; conveys essential information on global investment opportunities; outlines career opportunities and advancement strategies in international investment; and provides insights into international business in the context of global real estate investing. Her focus on industrial, commercial, and residential real estate reflects both the major investment interests of world-class investment professionals and the diversity of real estate market conditions. Her book is thus an essential resource for professional real estate investors, teachers, and their graduate-level students. Dr. Hines focuses on the general investment strategies that successful and profitable international real estate investors have devised over many years and now follow assiduously. Readers gain knowledge of direct investment in industrial, commercial, and residential real estate and through the purchase of securities, such as real estate investment trusts and mortgage backed issues. After discussing basic international real estate differences and general acquisition strategies, the book moves to functional strategies, such as valuation, land development, construction, financing, and tax strategies. Dr. Hines concludes with a coverage of housing and shopping centers, office buildings, and industrial property investment all of which allow readers to observe the differences among functional areas and then tie them to the differences among investments in various types of properties. Her book covers Western, Eastern, and Central Europe; East, Southeast Central, and South Asia; Africa in general, and Morocco in Northwest Africa in particular; plus the Middle East and North and South America.

**About the Author** M.A. HINES has held the Clarence W. King Endowed Professorship of Real Estate and Finance at Washburn University, Topeka, Kansas, since 1982. She is author of four major real estate textbooks and more than 37 international and U.S.-oriented books and monographs, five published by Quorum: *Investing in Japanese Real Estate* (1987), *A Guide to International Real Estate Investment*, and *Marketing Real Estate Internationally* (both 1988), *Global Corporate Real Estate Management* (1990), and *The Development and Finance of Global Private Power* (1997).