

Contents

Foreword , by <i>Carlo Messina</i>	IX
Introduction , by <i>David Hutton</i>	XI
1 Finance and Real Estate (and Technology)	1
Crazy rich Sicilians	1
Not invested here	2
Finance and real estate	4
Real estate wealth-being	7
A large asset class	9
Hedge funds like real estate	11
2 From Hedge Fund to Asset Manager and Broker-Dealer	15
Finance and real estate: ignore and adore	15
Bricks after the storm	18
From hedge funds to asset managers	21
From hedge funds to broker-dealer	24
Asset management and broker-dealer synergies	26
3 From Hedge Fund to Investment and Wealth Manager	31
From broker-dealer to investment manager	31
From investment manager to wealth manager	34
Recycling, redeveloping, regenerating	36
Macro- and micro-real estate wealth management	38
Financial services: winners in the making	41
The pay-off for a strategic repositioning	45
Transformation journey: the challenge ahead	48

4	Business, Leisure and the Emotional Dimension of Real Estate	51
	Not built in a vacuum	51
	Garden of Eden	53
	Bleisure to meet you	55
	Home, sweet home	57
	Mobile society in a digital economy	59
	Shared properties in shared economy	61
	Unused estate is no estate	63
5	Finance to Real Estate: Designing a Digital Ecosystem	67
	Real to digital estate	67
	If bricks could talk	69
	Digital lending: smart forward	72
	Restructured, refurbished and redeveloped	74
	Demand, supply and the attractiveness of location	76
	Digital lending dashboard: for which stakeholders?	81
	Match-making: a mortgage is for life	84
6	Finance to Real Estate: Developing a Digital Ecosystem	89
	Market-making in the property market	89
	We are all hedge fund managers	91
	Flip as investors like	93
	It's the index, stupid	96
	Building a digital ecosystem in real estate	98
	Defining a place–location strategy	102
	Designing a digital ecosystem	104
	Look at the wealth-being	107
7	Real to Digital Estate: Towards a Singularity Home?	109
	Open data for real estate	109
	The battle on our digital doorstep	112
	Vigilant homes and offices	113
	Dominate, educate, prevent	115
	Terabytes of home data	117
	Turf war	119
	Urban technology: fast forward	121
	Synapses in the finance to real estate digital ecosystem	124
8	Smart Cities: Shared, Circular and High-Impact	127
	Smart rich Asians	127

Sustainably rich: play smart for another day	128
Shared economy, urban lifestyle	130
You work, I gain	132
From shared to circular	134
Impact lending	135
9 Geopolitical Competition and the Role of Finance and Real Estate (and Technology)	139
Battle of the cities, in a geopolitical context	139
The smart digital, the ugly and the dead	141
Synapse city	143
Real estate: tangible, immovable...	145
Real estate... constant in value	147
Finance, real estate and wealth-being	149