

REAL ESTATE NEWS

William Pitt, Julia B. Fee Sotheby's CEO Paul Breunich contributes to book for Chinese investors

STAMFORD — William Pitt and Julia B. Fee Sotheby's International Realty announced at the end of January that President and CEO Paul Breunich has contributed as a co-author to the upcoming definitive Chinese buyers guide for U.S. real estate.

The book is written all in Chinese and will be published in early 2017 by one of Beijing's top business publishers. Chinese real estate consumers are expected to purchase \$27 billion in U.S. real estate this year, according to the National Association of Realtors.

Entitled Chinese Institutions' Definitive Guide to USA Commercial Real Estate, the book includes chapters such as "Why Purchase U.S. Real Estate,"

The book highlights markets and submarkets in each of America's top gateway cities, with sections written by local real estate CEOs and brokers nationwide.

"Important International Tax Issues," "Single-Family Investment," "Closing the Deal" and more.

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Top U.S.-China legal experts also helped pen chapters on optimizing tax structures and negotiating joint venture partnerships. Breunich wrote the chapter on Connecticut.

The book writing effort was led by Ben Briggs, executive vice president of international business for Briggs Freeman Sotheby's International Realty, the global real estate network's Dallas, Texas-based affiliate.

Briggs has lived in China for more than 10 years.

Sotheby's International Realty's worldwide network includes approximately 18,000 sales associates located in approximately 825 offices throughout 61 countries and territories.