

advantages of an open economy are the deepening of qualifications and cooperation in production, the optimal distribution of resources in connection with the level of productivity, the spread of international skill through the concept International Economic Relations, increasing competition among Russian producers, spurred on by competition in world trade.

Internationalization is the assistance of the state in the global economy, the consolidation and penetration of state economies in absolutely all stages of their reproduction.

Globalization is the latest stage of world formation, characterized by a sudden acceleration in the pace of internationalization of absolutely all areas of social existence (financial, socio-political, public, internal). Globalization is a procedure for increasing the interdependence of states, if the impact of one of them in the financial field instantly affects the interests of others. Globalization is a given general relationship of absolutely all subjects of the international economy in the circumstances of the disclosed concept of financial, socio-socio-political as well as civilized relationships in the base of current information technologies. Globalization is a procedure for global financial, socio-political and cultural integration and unification. This unbiased procedure, which bears a complex look, in this case, includes all areas of the community's existence without exception. As a result of globalization, society is becoming the most connected and also the most subordinate. It is done as well as an increase in the number of issues common to the category of countries, thus, as well as an increase in the number and types of integrating entities.

In conclusion, I want to say that integration gives business entities wide access to various kinds of resources: financial, material, labor to the latest technologies; economic convergence of countries; allows to solve the most acute social problems, such as improving the situation in the labor market, providing social guarantees to low-income segments of the population, further developing healthcare systems, labor protection and social security.

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## **DIGITALIZATION OF REAL ESTATE PURCHASE AND SALE**

### **Цифровизация купли-продажи недвижимости**

*The purpose of the report.* To identify the relevance of the introduction of online platforms with a full cycle of real estate purchase and sale abroad.

*Introduction.* One of the main indicators of the development of normal market relations in the country is the state of the real estate market, as this is an essential component of any national economy, For the implementation of any economic activity it

is necessary to have (or rent) premises. The importance of the real estate market as a sector of the economy is confirmed by the high level of income coming to the budget from the initial sale, leasing of state and municipal real estate, as well as from the tax on realty transactions.

*Methods.* The study used the analysis of articles on the topic: sales statistics, statistics of requests on the portal Prian.ru, reasons of demand on real estate, and examples of successful online deals in 2022.

*The results of the study* can be used to further improve the digitalization of real estate sales.

*Results and discussion.* According to the statistics of requests, the demand for the purchase of real estate increased 2.3 times.

#### Top of countries by the number of requests for 6 months of 2022

Number in the top	Countries	Dynamics
1	Turkey	+275%
2	Bulgaria	+64%
3	Montenegro	+124%
4	Georgia	+181%
5	Spain	+22%

Reasons for the surge in demand:

- Implementation of deferred demand. Consequences of the pandemic and closed borders. By the beginning of 2022, the situation had normalized in most countries, and the deferred demand began to be realized.

- The desire to have a spare house.
- The growth of immigrant sentiment.
- Striving to preserve savings. Huge inflation in most countries of the world has provoked interest in protective assets, which include real estate.

Transactions whose participants are located in different countries have always caused special difficulties, but modern technologies can significantly speed up and simplify this process.

At the beginning of 2022 has been the first fully remote transaction. The sale of real estate in Russia occurred between a seller from Canada and a buyer from Turkey.

Previously, in order to sign a sales contract, you had to leave someone with a general power of attorney or register it at consulates. With the help of the service, which described below, bureaucracy can be avoided now. The "Cian" platform has collected the necessary services for registering a transaction and has made it possible to work with them online, it includes a Registry, a center that issues electronic signatures, courier services, and etc.

Electronic registration of the transfer of ownership through the service "Cian" takes an average of 5 working days: ~2 days — delivery of electronic signatures by a representative of the certification center and signing of documents; ~3 days — registration of the transfer of ownership in the Rosreestr.

Stages of transaction through the "Cian» transaction platform are similar to ordinary, but without physical presence: all documents on e-mail; electronic signatures; Video communication with the bank; Sending documents to the Federal Register online; Final signing of all documents and online settlement.

**Conclusion.** Digitalization in the sphere of real estate sales is already paying off. Based on the current situation on the market, *one measure which may improve the situation with long-term processing of a large request's number would be to introduce such online services.*

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## **COWORKING — PROSPECTS FOR LIGHT SPACE IN RUSSIA**

### **Коворкинг — перспективы гибкого пространства в России**

The concept of "coworking" has a rather vague definition, most often it is understood as a temporary or permanent common space for the work of people with different employment. With every decade, the form of labor organization is changing. More and more organizations are transferring their employees to flexible working hours and remote work, hiring freelancers for projects, outsourcing operational tasks, and providing remote workplaces in coworking centers for employees living far from the office. Events like these are driving the rise of freelancers and the self-employed, generating demand for flexible workspaces. In addition, start-up entrepreneurs (often employees who combine business with their main job), start-ups, as well as small and medium-sized businesses that do not have personal offices and meeting rooms, are another important component of the target audience of coworking zones. Do not forget about other segments, for example, students, school students, members of various sections who need a working space to discuss the educational process or joint projects.

Each of the above-mentioned composition of the target audience is looking for a comfortable space that would help his fruitful work. But work can be different, depending on it, different formats of coworking spaces are implemented. First of all, these are classic