



CIPS: ASIA/PACIFIC & INTERNATIONAL REAL ESTATE (V2022)

COURSE DESCRIPTION AND OUTLINE

Course Description

The goals of this Asia/Pacific and International Real Estate course are to:

- Identify important laws, cultural norms, and geographic factors of various Asian markets that will help you facilitate successful real estate transactions.
- Assess opportunities in Asian real estate markets by understanding the history of specific regions, investment patterns, and trends in real estate activity.
- Learn ways to develop a professional network that will help you to start or enhance an international real estate business with Asian clients and properties.

Learning Objectives

Module 1: An Overview of Asia/Pacific Today

- Summarize the geographic, demographic, and regional market trends that can inform how, when, and where to conduct business.
- Describe the cultural influences of the Asia/Pacific region and how knowledge of these influences can help REALTORS® better conduct business.
- Identify ways to build an Asia/Pacific business network.

Module 2: The Real Estate Market In China

- Summarize the geographic, demographic, and regional market trends of China and their importance in making real estate investments.
- Explain how the real estate market functions in China and how conditions impact real estate opportunities, both in China and abroad.
- Describe the business culture in China as well as strategies for effectively navigating cultural expectations and norms.

Module 3: The Real Estate Market in Japan

- Summarize the geographic, demographic, and regional market trends of Japan and their importance in making real estate investments.
- Explain how the real estate market functions in Japan and how conditions impact real estate opportunities.
- Describe the business culture in Japan as well as strategies for effectively navigating cultural expectations and norms.

Module 4: The Real Estate Market in India

- Summarize the geographic, demographic, and regional market trends of India and their importance in making real estate investments.
- Explain how the real estate market functions in India and how conditions impact real estate opportunities.
- Describe the business culture in India as well as strategies for effectively navigating cultural expectations and norms.

Module 5: The Real Estate Market in the United Arab Emirates

- Summarize the geographic, demographic, and regional market trends of the United Arab Emirates and their importance in making real estate investments.
- Explain how the real estate market functions in the United Arab Emirates and how conditions impact real estate opportunities.
- Describe the business culture in the United Arab Emirates as well as strategies for effectively navigating cultural expectations and norms.

Module 6: Country Profiles

- Summarize the geographic, demographic, and regional market trends of the profiled countries and how they influence real estate decisions.
- Summarize the housing market and real estate practices and policies of each profiled country.
- Describe the general business practices and cultural customs and norms of each profiled country.

Topic Outline

Introduction

- A. Welcome
- B. What You Will Learn
- C. Exam
- D. Activities and Class Procedures
- E. Countries Examined in Course
- F. International REALTOR® Membership
- G. Earning the CIPS Designation
- H. Pre-Quiz: True or False

Module 1: An Overview of Asia/Pacific Today

- A. The Geography of the Asia/Pacific Region
- B. Regional Market Trends
- C. Realtor.com® International: A Worldwide Marketplace
- D. Cultural Influences
- E. Building Your Asia/Pacific Real Estate Business Network
- F. Exercise: 5-Minute Strategy Session
- G. Key Point Review

Module 2: The Real Estate Market in China

- A. Geography and Population
- B. The Economy
- C. The Real Estate Business in China
- D. Chinese Buyers Abroad
- E. Exercise: Get the Latest
- F. Business Culture in China
- G. Exercise: Identifying Breaches of Etiquette
- H. Key Point Review

Module 3: The Real Estate Market in Japan

- A.** Geography and Population
- B.** The Economy
- C.** The Real Estate Business in Japan
- D.** Exercise: Get the Latest
- E.** Business Culture in Japan
- F.** Exercise: Identifying Breaches of Etiquette
- G.** Key Point Review

Module 4: The Real Estate Market in India

- A.** Geography and Population
- B.** The Economy
- C.** The Real Estate Business in India
- D.** Exercise: Get the Latest
- E.** Business Culture in India
- F.** Exercise: Identifying Breaches of Etiquette
- G.** Key Point Review

Module 5: The Real Estate Market in The United Arab Emirates

- A.** Geography and Population
- B.** The Economy
- C.** The Real Estate Business in the UAE
- D.** Exercise: Get the Latest
- E.** Business Culture in the UAE
- F.** Exercise: Identifying Breaches of Etiquette
- G.** Key Point Review

Module 6: Country Profiles

- A. Australia
- B. Hong Kong
- C. Indonesia
- D. Malaysia
- E. New Zealand
- F. Philippines
- G. Singapore
- H. South Korea
- I. Thailand
- J. Vietnam
- K. Discussion Questions