



CIPS THE AMERICAS AND INTERNATIONAL REAL ESTATE (V2022)

COURSE DESCRIPTION AND TOPIC OUTLINE

Course Description

The goals of this *The Americas and International Real Estate* course are to provide:

- Methods for researching, analyzing, and applying global market information.
- Skills for facilitating real estate transactions in the Americas markets, empowering the real estate professional in the global marketplace.
- Recommendations for building key contacts in real estate organizations, commerce, and government.

Learning Objectives

Module 1: Market Dynamics

- Identify ease of doing business factors in a country.
- Identify the economic, technological, and global factors that impact real estate investment.
- Understand how to use the Country Assessment Model tool.

Module 2: Cultural Influences

- Adapt business and social behavior to conform to the customs and cultural norms that facilitate global real estate transactions.
- Identify the various communication styles found in the Americas.
- Discuss ways to develop a global business.

Module 3: A Look at Mexico

- Identify how the social, economic, political, and geographic characteristics of Mexico impact real estate.
- Alert buyers and sellers to Mexican laws, regulations, and real estate practices that impact real estate transactions.
- Develop a network of key contacts in Mexican real estate, business, and government in order to reach clients and customers and complete property transactions.

Module 4: A Look at Canada

- Identify how the social, economic, political, and geographic characteristics of Canada impact real estate.
- Alert buyers and sellers to Canadian laws, regulations, and real estate practices that impact real estate transactions.
- Develop a network of key contacts in Canadian real estate, business, and government in order to reach clients and customers and complete property transactions.

Module 5: A Look at Brazil

- Identify how the social, economic, political, and geographic characteristics of Brazil impact real estate.
- Alert buyers and sellers to Brazilian laws, regulations, and real estate practices that impact real estate transactions.
- Develop a network of key contacts in Brazilian real estate, business, and government in order to reach clients and customers and complete property transactions.

Module 6: Country Profiles

- Identify how the social, economic, political, and geographic characteristics of profiled countries impact real estate.
- Alert buyers and sellers to laws, regulations, and real estate practices that impact real estate transactions of the profiled countries.
- Develop a network of key contacts in the profiled countries' real estate, business, and government in order to reach clients and customers and complete property transactions.

Topic Outline

Introduction

- A.** Course Overview and Module Learning Objectives
- B.** Activities and Class Procedures
- C.** Countries Examined in this Course
- D.** Exam
- E.** International REALTOR® Membership
- F.** Test Your Americas IQ

Module 1: Market Dynamics

- A.** About Market Dynamics
- B.** Impacts on Real Estate Investment
- C.** Country Assessment Model
- D.** Exercise: Using the Country Assessment Model
- E.** Challenge: Economic Growth
- F.** Challenge: Trade Agreements and Partners
- G.** Challenge: Ease of Doing Business, Transparency, Accountability
- H.** Challenge: Civil Unrest
- I.** Challenge: Urbanization
- J.** Challenge: Environmental Issues and Sustainability

- K.** Challenge: Demographics
- L.** Challenge: Private Property Rights and Financing
- M.** Challenge: Technology, Connectivity, Innovation
- N.** Challenge: Global Health
- O.** Internet Field Trip: Information Sources

Module 2: Cultural Influences

- A.** About Cultural Influences
- B.** High Context or Low Context?
- C.** Business Culture
- D.** Spoken Language
- E.** Family Ties
- F.** Culture and Business Go Hand-in-Hand
- G.** Test Your Americas Cultural IQ
- H.** Tips for Becoming a Global Business

Module 3: A Look at Mexico

- A.** Geography of Mexico
- B.** Government and Legal Systems
- C.** Foreign Ownership of Real Estate
- D.** Two Types of Property to Avoid
- E.** Market Overview: Commercial Real Estate
- F.** Market Overview: The Second-Home Market
- G.** Market Overview: Rental Property
- H.** Business and Income Taxes
- I.** Capital Gains Tax on Real Estate
- J.** Property Taxes
- K.** Licensing and Brokerage Practices
- L.** Transaction Process

- M. Financing
- N. Doing Business in Mexico: Know the Culture
- O. Key Contacts

Module 4: A Look at Canada

- A. Geography of Canada
- B. Government and Legal Systems
- C. The Provinces of Canada
- D. Why Is Canada Bilingual?
- E. Foreign Ownership of Real Estate
- F. Visiting Canada
- G. Market Overview: Residential
- H. Mortgage Financing
- I. Exercise: Current Housing Prices
- J. Second Homes and Luxury Getaways
- K. Market Overview: Commercial
- L. Business and Income Taxes
- M. Licensing and Brokerage Practices
- N. The Transaction Process
- O. Doing Business in Canada: Know the Culture
- P. Key Contacts

Module 5: A Look at Brazil

- A. Geography of Brazil
- B. Government and Legal Systems
- C. The Brazil-China Connection
- D. President Bolsonaro's Declining Ratings
- E. Economy: The Future
- F. Foreign Ownership of Real Estate
- G. Market Overview: Commercial

- H. Market Overview: Residential
- I. Market Overview: Rental
- J. Business and Income Taxes
- K. Licensing and Brokerage Practices
- L. The Transaction Process
- M. Financing
- N. Doing Business in Brazil: Know the Culture
- O. Key Contacts

Module 6: Country Profiles

- A. About This Module
- B. A Look at The Bahamas
- C. A Look at Colombia
- D. A Look at Costa Rica
- E. A Look at Jamaica
- F. A Look at Panama
- G. Discussion Questions

Resources

- A. Websites