



# CIPS

Certified International Property Specialist

## CIPS COURSE OUTLINE

# BUSINESS OF THE U.S. REAL ESTATE

## Overview

The **Business of the U.S. Real Estate** CIPS course is a one-day course and is one of the two core courses required for non-U.S. real estate professionals to earn the Certified International Property Specialist (CIPS) designation. This course introduces international real estate practitioners to U.S. real estate laws, regulations, and to the role of U.S. REALTORS® in a real estate transaction.

## Learning Objectives

- Describe the social, political, geographical, and cultural characteristics of the U.S., especially as they relate to the real estate market.
- Acquire knowledge of the business of U.S. real estate, including the Multiple Listing Service (MLS), licensing requirements, agency relationships, and the real estate transaction.
- Adapt business and social behavior to conform to the standards, customs, and cultural norms of U.S. real estate business.
- Information on the requirements, regulations, and laws associated with U.S. real estate.

## Exam

At the end of the course, participants will be given a 30 question open-book (unless closed book is required for continuing education credit) multiple-choice exam to test and reinforce achievement of the course's learning objectives. Students must answer a minimum of 24 out of 30 questions (80%) correct to pass the final exam.

## CIPS Designation Application

For more information on the CIPS Designation application, please go to [www.nar.realtor/global/cips](http://www.nar.realtor/global/cips).

