



CIPS

Certified International Property Specialist

CIPS COURSE OUTLINE

THE AMERICAS & INTERNATIONAL REAL ESTATE

Overview

The Americas & International Real Estate CIPS course is a one-day course that counts as one of three elective courses required to earn the Certified International Property Specialist (CIPS) designation. This course offers students practical information on working with regions of the Americas and provides historical and cultural influences, regional relationship, and investment opportunities from that region. It is designed to benefit both experienced real estate professionals as well as those just getting started.

Learning Objectives

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

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.

