



# CIPS

Certified International Property Specialist

## CIPS COURSE OUTLINE

# GLOBAL REAL ESTATE: TRANSACTION TOOLS

### Overview

The **Global Real Estate: Transaction Tools** CIPS course is a one-day course and is one of the two core courses required for U.S. real estate professionals to earn the Certified International Property Specialist (CIPS) designation. This course introduces real estate professionals to the tools needed to present investment information to international clients.

### Learning Objectives

- Research foreign and hometown markets and compile dossiers of market information.
- Convert measurements between the metric system and U.S. system of measurements.
- Alert clients and customers to currency, fund transfer, and financing issues, and guide them to seek expert advice.
- Alert foreign clients and customers to tax considerations of real estate transactions.
- Begin to perform basic financial analysis using standard formulas.
- Compile, organize, and present financial data so that clients can make informed decisions.
- Identify properties that meet the personal and investment objectives of clients and customers.

### 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).

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Global Real Estate: Transaction Tools (2016)

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**Suggested Schedule**

Introduction .....	8:30 am – 8:35 am
Chapter 1: Researching a Market at Home or Abroad .....	8:35 am – 9:25 am
Chapter 2: The Metric World .....	9:25 am – 10:05 am
Break .....	10:05 am – 10:20 am
Chapter 3: Money Concepts .....	10:20 am – 11:25 am
Chapter 4: Tax Matters.....	11:25 am – 12:00 pm
Lunch Break .....	12:00 pm – 12:45 pm
Chapter 4: Tax Matters, cont'd. ....	12:45 pm – 1:20 pm
Chapter 5: U.S. Visas .....	1:20 pm – 1:50 pm
Chapter 6: Value Concepts .....	1:50 pm – 2:15 pm
Break .....	2:15 pm – 2:30 pm
Chapter 6: Value Concepts, cont'd.....	2:30 pm – 3:20 pm
Chapter 7: Compiling Transaction Data for Decision Making.....	3:20 pm – 4:00 pm
Exam .....	4:00 pm – 4:45 pm

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<b>Introduction</b>		
Course Learning Goal	5	Minutes
Course Overview		
Exam, Activities, and Class Procedures		
Earning the CIPS Designation		
<b>TOTAL</b>	<b>5</b>	<b>Minutes</b>

<b>Chapter 1. Researching a Market at Home or Abroad</b>		
The Country Assessment Model	15	Minutes
Interpreting Country Assessment Model Data		
Applying the Assessment Model in Your Home Market	10	Minutes
Skill Practice—Assessing Your Local Market	20	Minutes
Key Point Review	5	Minutes
<b>TOTAL</b>	<b>50</b>	<b>Minutes</b>

<b>Chapter 2. The Metric World</b>		
Do You Speak Metric	2	Minutes
Area	8	Minutes
Dimensions	5	Minutes
Land	10	Minutes
Skill Practice	10	Minutes
Key Point Review	5	Minutes
<b>TOTAL</b>	<b>40</b>	<b>Minutes</b>

<b>Chapter 3. Money Concepts</b>		
Money on the Move, Small Changes = Big Impact	5	Minutes
Currency Fluctuation: Offer to Closing and Beyond	5	Minutes
Why Currency Values Fluctuate	5	Minutes
Managing Exchange Rate Risk	5	Minutes
Exchange Rate Web Sites		
Using Exchange Rates To Convert Values	10	Minutes
Skill Practice	10	Minutes
Combining Foreign Currency and Area Measures	10	Minutes
Methods for Moving Money Between Countries	5	Minutes
Repatriation		
Mortgage Finance for Foreign Buyers	5	Minutes
Key Point Review	5	Minutes
<b>TOTAL</b>	<b>65</b>	<b>Minutes</b>

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<b>Chapter 4. Tax Matters</b>		
Know the Basics, Taxpayer Status	5	Minutes
Tax Treaties	5	Minutes
Substantial Presence	5	Minutes
Taxpayer Identification Number		
Income Tax for Foreign Real Estate Owners	5	Minutes
Taxable Income from Real Estate	5	Minutes
Foreign Investment in Real Property Tax Act (FIRPTA)	10	Minutes
Capital Gains Tax	5	Minutes
Estate Tax	5	Minutes
Forms of Ownership	5	Minutes
State and Local Regulations	5	Minutes
Federal Reporting Requirements	5	Minutes
State Reporting Requirements	5	Minutes
Federal Tax Publications and Forms at <a href="http://www.irs.gov">www.irs.gov</a>		
Key Point Review	5	Minutes
<b>TOTAL</b>	<b>70</b>	<b>Minutes</b>

<b>Chapter 5. U.S. Visas</b>		
How Long Can I Stay?, Visa Waiver Program	5	Minutes
Arrival in the U.S.	5	Minutes
Visas for Personal and Business	10	Minutes
Working in the United States	5	Minutes
5 Tips for Choosing an Attorney to Assist with Visa Issues		
Key Point Review	5	Minutes
<b>TOTAL</b>	<b>30</b>	<b>Minutes</b>

<b>Chapter 6. Value Concepts</b>		
Investment Analysis	5	Minutes
Is It a Home or an Investment? Realtor Property Resource®	5	Minutes
Investment Elements	5	Minutes
Time/Value of Money	5	Minutes
Value Approaches	5	Minutes
Sales Approaches	5	Minutes
Cost Approaches	5	Minutes
Income Approaches	35	Minutes
Key Point Review	5	Minutes
<b>TOTAL</b>	<b>75</b>	<b>Minutes</b>



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<b>Chapter 7: Compiling Transaction Data for Decision Making</b>		
Six-Step Preparation Process	5	Minutes
Step #1: Develop a Client Profile	5	Minutes
Step #2: Convert Area and Currency	5	Minutes
Step #3: Investment Objectives	5	Minutes
Step #4: Determine Purchase Motivations	5	Minutes
Step #5: Assemble a Team	5	Minutes
Step #6: What Can Your Market Offer?	5	Minutes
Wrap Up	5	Minutes
<b>TOTAL</b>	<b>40</b>	<b>Minutes</b>

  

<b>Exam</b>	<b>45</b>	<b>Minutes</b>
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