

The Americas and International Real Estate

Summary of Changes

OVERALL/GENERAL

- ✓ Corrected typographical and grammatical errors throughout all materials
- ✓ Included I-Notes, slide references, test question references, and learning objective references as comments in instructor manual
- ✓ Updated copyright date included in footer in all materials

MASTER MANUAL

Introduction

- ✓ Updated copyright page
- ✓ Deleted instructor preparation checklist, helpful pointers, and classroom activity ideas
- ✓ Updated TOC to correlate with changes in manual
- ✓ Numbered learning objectives to make them easier to reference in instructor notes
- ✓ Updated “exam information” section to reflect current status
- ✓ Updated CIPS designation information/course requirements

Section 1: Market Dynamics

- ✓ Updated statistics on all charts throughout entire section
- ✓ Updated all data references included in the content throughout the entire section
- ✓ Updated content throughout entire section to reflect current trends, new research, etc.
- ✓ Added information on the potential USMCA trade agreement
- ✓ Added information and a chart regarding Internet penetration in the Americas
- ✓ Provided new information on internal strife affecting Jamaica and reports from the Global Peace Index
- ✓ Added information on the United Nations’ Climate Action Summit
- ✓ Checked and updated all website references

Section 2: Cultural Influences

- ✓ Added information on “personal space” under the Business Culture section
- ✓ Added information on diversity and inclusion
- ✓ Added information on meeting dynamics
- ✓ Added information on the use of jargon
- ✓ Updated content throughout entire section to reflect current trends, new research, etc.

Section 3: A Look at Mexico

- ✓ Updated statistics on all charts throughout entire section
- ✓ Updated all data references included in the content throughout the entire section
- ✓ Updated content throughout entire section to reflect current trends, new research, etc.
- ✓ Updated population references throughout section
- ✓ Included information on status of renegotiation of NAFTA/new USMCA
- ✓ Included information on Mexico's "Pacific Treasure" under the Resorts and Hotels section
- ✓ Updated current status of the use of escrow
- ✓ Included "communication" as a section in the Beyond the Basics section

Section 4: A Look at Canada

- ✓ Updated statistics on all charts throughout entire section
- ✓ Updated all data references included in the content throughout the entire section
- ✓ Updated content throughout entire section to reflect current trends, new research, etc.
- ✓ Updated population references throughout section
- ✓ Included information on ownership in the Yukon
- ✓ Included new section on the Start-Up Visa Program
- ✓ Changed boxed section "Vancouver—An Overheated Market?" to "Vancouver—A Shift in Foreign Investing"
- ✓ Updated mortgage financing information
- ✓ Added information about Canada's tech industry
- ✓ Added a list of Canada's Top Ten Tech Cities

Section 5: A Look at Brazil

- ✓ Updated statistics on all charts throughout entire section
- ✓ Updated all data references included in the content throughout the entire section
- ✓ Updated content throughout entire section to reflect current trends, new research, etc.
- ✓ Updated population references throughout section
- ✓ Changed section "2016—A Year of Highs and Lows" to "The Olympics Effect"
- ✓ Deleted "*Projeto Crescer* (Project Growth)" and replaced it with "President Bolsonaro's New Era of Politics"
- ✓ Deleted line graph "Brazil, Residential Property Prices, Percentage Changes" and replaced it with "Real Residential Property Prices in Other Emerging Market Economies"
- ✓ Deleted outdated pie chart "Emerging Luxury Second Homes locations"
- ✓ Updated all business and income taxes information
- ✓ Included a list of the top five Brazilian property websites
- ✓ Replaced screenshot of the redimob website page with an updated version
- ✓ Added commission information to the transaction process
- ✓ Updated visa information

Section 6: Country Profiles

- ✓ Updated statistics on all charts throughout entire section
- ✓ Updated all data references included in the content throughout the entire section
- ✓ Updated content throughout entire section to reflect current trends, new research, etc.
- ✓ Updated population references throughout section
- ✓ Included current housing and economic information for each of the countries
- ✓ Bahamas: updated VAT and stamp duty information
- ✓ Bahamas: updated current status of Baha Mar, Nassau project
- ✓ Bahamas: included “communication style” under Beyond the Basics section
- ✓ Colombia: updated information on Medellin: The Model City
- ✓ Colombia: included section on retirement visas
- ✓ Colombia: updated income and property tax information
- ✓ Costa Rica: updated visa and residency section
- ✓ Costa Rica: updated taxes and costs section
- ✓ Jamaica: updated taxes and costs section
- ✓ Panama: updated taxes and costs section
- ✓ Panama: updated real estate licensing and practices section

Resources

- ✓ Replaced the article “Cuba’s Next Revolution: Real Estate” with “Business Opportunities in Latin American Real Estate in 2019”
- ✓ Verified all website references