

Global Real Estate Forum

Friday – January 28, 2022

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This forum focused mainly on Buyers coming into the most diverse cities, such as, Los Angeles, New York City and Toronto. The United States has been a safe haven with property appreciation. Covid has created a down turn in business thus opening up other areas for retirement, 2<sup>nd</sup> and 3<sup>rd</sup> homes in South America, Mexico and Costa Rica for outbound Buyers.

The most popular states for international purchases are California, Arizona, Texas, Florida, and New York.

Suggestion was made to go on “Trade Missions” with people who have CIPS (Certified International Property Specialist) certificates/designations to network with other in area Realtors to gain knowledge. Work with Developers who have a past track record. Social media is another way to network with agents. Learn about them, their business, other trade groups and organizations they are affiliated with.

In many areas there are no boards, MLS system or licensing so research is critical. Tax consequences can be disastrous. Learn how title is taken. There are no title companies. Have a translator.

It is not easy to purchase in many areas outside the U.S., and cash is required. Funds need to be transferred three to four months prior to purchase.

For those who do it well global Real Estate is a thriving business.

If travel is not your desire - global real estate would not be for you.