

International Activities Research Guide

NAR Archives Research Guide

The National Association of REALTORS® Archives produces Research Guides with the goal of helping members, scholars, and staff locate information held in the Archives. Each Guide covers one series of records, providing historical background and context on how the materials relate to NAR as a whole. In addition, the Guides contain content lists, brief notes about the materials, and box locations within the Archives. Researchers can use these Guides to gain a better understanding of the materials and quickly decide which records may be most relevant to their research.

International Activities

Series B16

<https://realtor.soutrnglobal.net/Portal/Members/en-US/RecordView/Index/5838>

In 1951, the International Real Estate Federation (FIABCI) was formed in Paris as an organization to “provide real estate professionals with contacts and business opportunities worldwide.” Several NAR leaders, most notably former NAR President Leonard P. Reaume, were founding members of FIABCI and the FIABCI-USA chapter. FIABCI was the leading organization for education and networking for international real estate professionals and NAR was an active member of FIABCI and FIABCI-USA to provide opportunities for International REALTOR® Members.

The Certified International Property Specialist (CIPS) designation was developed by FIABCI-USA in 1986. The Certified International Property Specialist (CIPS) designation is for REALTORS® to develop and grow their international business. The CIPS Network allows CIPS designees to network and do business with one another beyond their local markets. In 1990, NAR split from FIABCI and FIABCI-USA, assumed responsibility for the CIPS designation, and formed its own International Real Estate Section to administer the CIPS and other programs for international specialists.

Today, NAR’s Global Business & Alliances Committee and Global Division administer the CIPS designation and manage NAR’s relationships with affiliated international associations. In addition, the Global Division manages many international programs, including the Global Ambassadors program, Global Business Councils, and NAR’s International REALTOR® Membership program.

Collection:

B16:01 International Department

In November 1991, NAR's International Real Estate Section was created to administer CIPS and other programs for international specialists. 1998 renamed to CIPS Network. In 2002, the International REALTOR® Membership was defined to include practitioners outside of the US who were members of the bilateral cooperating agreement associations.

B16:01 Box 1

- International Real Estate Section marketing materials, 1992-1995 and 2011
 - Information pamphlets and flyers, logo ad slicks, a marketing kit
- NAR Global Brand Guidelines manual, 2010
 - Manual for brand and logo usage guidelines
- A Worldly View: REALTORS® International Outreach VHS, 1997
- REALTORS® International Local Council Resource Guide: Information on Developing an International Real Estate Business Program at Your Local or State Association of REALTORS®, 2004
 - A guide to creating an international local council, which is “a group of real estate professionals interested in developing international business in their local markets, a network of professionals involved in international real estate activities, and a union of international real estate specialists building profitability and professionalism.”
- International Update Success Stories: Local & State REALTOR® Associations Go Global, 1995
 - A newsletter about local and state association's successes in international outreach activities.
- International Policy Committee minutes, 1989
 - Midwinter and Midyear meeting minutes
- International Operations Committee, 1990-1997

B16:02 FIABCI

See D9: International Real Estate Federation, American Chapter (FIABCI)

B16:03 International Programs & Activities

B16:03 Box 1-5

- Membership Directories
 - International membership directories to “find an array of international real estate professionals with varying degrees of expertise in the disciplines of real estate.” “NAR recognizes the benefit of “global networking” and is proud to facilitate its growth through international initiatives such as the International Real Estate Section and bilateral relationships with Cooperating Associations in many other countries. It is our endeavor to support our members’ professional interests worldwide, while continuing to uphold the high level of professional standards that is synonymous with the NAR name.”
 - NAR International Real Estate Section Membership Directory, 1992-1995
 - Who’s Who in International Real Estate, 1996-2011
 - In 1999 the directory became only CIPS Network designation holders.

B16:03 Box 6-7

- International Agreements
 - Agreements with NAR’s bilateral partners and cooperating associations
 - Belgium Memorandum of Understanding and cooperative agreement, 1999-2011
 - Ireland (IPAV) bilateral agreement, 1993-2014
 - Greece (Hellenic Association of REALTORS®) background and agreement, 1999-2012
 - France bilateral agreement, 1999
 - Chile NAR President’s Liaison Commitment Agreement, 2013
 - Netherlands Association of Real Estate Agents (NVM), 1986
 - Mexico (AMPI)
 - Correspondence in relation to the reciprocal director of AMPI), 1989
 - Italy (FIAIP) bilateral agreement, 1997
 - Argentina (CAPH) bilateral agreement, 1992 and 2001
 - Germany (Ring Deutscher Makler) memorandum of understanding, 2000
 - Russia (Russian Guild of REALTORS®) bilateral agreement, 1996
 - Korea bilateral agreement, 1994
 - Singapore (SISV) bilateral agreement, 1993
 - Romania memorandum of understanding and correspondence, 1998-1999
 - Philippines (PAREB) agreements and correspondence, 1988-1990
 - Canadian Real Estate Association (CREA), 1968-1988
 - Correspondence about membership requirements and the organizational structure, 1966-1968
 - Trademark license agreement, 1988

B16:03 Box 7

- International Organization Codes of Ethics, 1985-1992
- International Affiliate Program materials, 1992
 - Correspondence, example bilateral agreements, and meeting minutes regarding the establishment of NAR's International Affiliate Program. The purpose was to strengthen the bilateral agreements and international partnerships NAR had already established, as well prioritizing new international real estate associations to partner with. It also includes correspondence and NAR constitutional amendments regarding Individual

International Affiliate Membership and the requirements for individuals to become International Members of NAR.

- Bilateral Cooperation Agreement Addendum No. 1 (One REALTOR® Place), 1997
 - A copy of the 1997 addendum to the international bilateral cooperation agreement. This addendum address the bilateral partners' use of One REALTOR® Place.
- Articles of Incorporation for the Commercial-Investment Real Estate Institute + International Consortium, 1986 and 1991

B16:04 International Publications

B16:04 Box 1-2

- International Real Estate Update newsletter, 1992-1999
 - “published four times a year by NAR’s International Real Estate Section.”
- Global Perspectives in Real Estate magazine, 1999-2024
 - “published by the CIPS Network of the National Association of REALTORS®”
- Local Market Assessment Case Studies, 2010 and 2013
 - From intro: The key to finding global business, even in unexpected areas, begins with adopting a global mindset. The reports highlight information about the market in the states in each region. You don't have to live in these states to benefit from this information. You can apply the business strategies discussed here in many other markets and learn how to identify and cultivate global opportunities in any local market.”
 - Washington, Georgia, Ohio (2013)
 - Alabama, Colorado Kentucky (2010)
- Real Estate books from Vietnam, 2023
 - Two books in Vietnamese from the Vietnam National Real Estate Association.

B16:05 International Designations & Education

The CIPS designation was developed by FIABCI-USA in 1986. In 1990 NAR and FIABCI split, and NAR assumed responsibility for the CIPS designation. In 1993, the curriculum was redeveloped and again in 2010.

The Certified International Property Specialist (CIPS) designation is for REALTORS® to develop and grow their international business. It equips REALTORS® with the tools, knowledge, research, and network to succeed. The CIPS Network allows CIPS designees to network and do business with one another beyond their local markets.

B16:05 Box 1

- Certified International Property Specialist (CIPS) designation
 - CIPS Information brochures and pamphlets, 1992-2000 and 2008
 - CIPS Course calendars, 1993-1995
 - CIPS Marketing ad slicks and product catalog, 1993
 - CIPS and International Section membership application, 1994
 - Expand Your Market training kit, 1992 and 2001
 - “The Expand Your Market course is designed for experienced and new real estate professionals who have not worked with the international real estate market and to introduce them to opportunities in their local market.”

B16:05 Box 1-2

- Doing Business in the United States for Real Estate Professionals student manual, 2008 and 2011
 - Student manual for the Doing Business in the US required CIPS course.

B16:05 Box 2

- CIPS Course: Europe and International Real Estate, 1996
- Course Manual for a REALTOR® Course from the Puerto Rico Association of REALTORS®, 2002