



Broaden Your Global Real Estate Horizon

The international/global Real Estate market is appropriately one of the most vibrant areas of the real estate business, in my opinion.

I call it the Baby Boomer phenomenon; the consumers are at the age where they accumulated a reasonable amount of wealth and nearing retirement. This consumer group is in the market to purchase a second or third home that's in a different country.

Keep an eye out for emerging countries like Nigeria, Vietnam and the Philippines. You will see stronger purchase power from these countries. Also, we have witnessed a rise in purchase power in China and India.

At our Global Business & Alliances Council, we talk about social, cultural and cross-cultural connections. We discuss different business practices, give you guidance and resources on how to grow your international business and presence. If you are not already involved in global real estate practices, it is time for you to do so. As the world moves faster each day, the international transactions are growing at a rapid rate.

Take advantage of what NAR has created for us; an opportunity to have all the tools and resources to get started. Education is the key to success in the international real estate market.

We invite you to join us to broaden your scope when it comes to international networking and relationship building. Let's focus on the journey of building a global presence in Arizona. Once we get going, it can become part of your life and most importantly, your business practice. It takes a while to build, but we keep each other motivated. I promise you the results will take care of themselves. Join our Global-Tribe in Arizona and see how we can work together to do great things.

About the Author



Trained in cross-cultural communications, fluent in German and English, Debra specializes in residential and investment properties in the U.S., Panama, Mexico and selected cities in Europe. Debra's access to professionals around the world has led her to establish long-lasting intercontinental connections. To better serve a global client base, Debra has attended At Home with Diversity (AHWD) training and traveled to Madrid, Spain, where she successfully obtained her Transnational Referral Certification (TRC). Her TRC designation allows Debra to make and receive compensated referrals worldwide. She also holds the prestige Certified International Property Specialist (CIPS) designation. As Arizona emerges as a premier location for second home ownership among overseas buying markets, Debra is in step with the trend. Debra is also the Past and Current 2018 Chairman of SEVRAR's Global Business & Alliances Council.

Global Business & Alliances Council

The Global Business & Alliances Council Committee aims to provide members with information and resources to assist them in working with buyers and sellers from different cultures and countries. The Council meets to educate members on economic and cultural issues involved in international real estate transactions, provide information regarding international real estate issues, offer international networking opportunities, and promote education programs on cultural diversity.