

East Africa Regional Training Center Progress



Instructor George Badescu (right) with ISK Chairman Collins Kowuor (left) handing a course completion certificate to a student in Kenya

The Eastern Africa Regional Real Estate Training Center (EARRETC) which IRPF helped establish in early 2010 has recently made significant progress in training professionals in the region.

IRPF has delivered code of ethics and enforcement training, leadership training, valuation training and strategic planning sessions for the participating associations in Kenya, Rwanda, and Uganda

CRE Appraisal Training in East Africa

Under a grant from the Counselors of Real Estate (CRE) with support by IRPF, instructor Howie Gelbtuch conducted three-day appraisal training courses in Rwanda and Uganda. The Real Estate Association of Rwanda (REAR) and the Association of Real Estate Agents – Uganda (AREA), both members of the EARRETC, benefitted from the course in each location.

thus far. A business plan for the EARRETC has been developed and implementation is underway. AREA-Uganda has delivered training to members on the topics of brokerage and sales, mortgage training and valuation basics.

Consultant George Badescu's course on business valuation and valuation of machinery and equipment was delivered to 24 professionals in Kenya in February and was very well-received. The Director of the training center commented, "The feedback we got shows that [the audience members] were quite pleased and that it met their expectations."

IRPF BOD member and consultant Judith Lindenau travelled to East Africa in March to assist the associations in Kenya, Rwanda, and Uganda on busi-

ness and strategic planning, code of ethics and follow-up on leadership training for the key staff in each location.

After working with the associations in each country, leadership met in Uganda to discuss plans of the EARRETC. The consultant reported that the Eastern Africa projects are moving along rapidly, and the success of this program looks very good.

Next steps for the EARRETC will be to continue open dialogue among the three countries, and continue training programs. IRPF will be delivering a train-the-trainer program in June, and estate agency course in July, property management training in August and advanced valuation in the fall.



Participants of the appraisal training course in Rwanda

Gelbtuch commented, "The future is good and we hope that we will be continuing supporting Rwanda in this industry."

"I HAVE LEARNED THE BASICS OF VALUING A PROPERTY, AND INTERNATIONAL PRINCIPLES THAT ARE USED IN OTHER COUNTRIES. IT WILL HELP US IN APPLYING THESE PRINCIPLES IN RWANDA TO DEVELOP OUR INDUSTRY."

MICHAEL GAKWANDI,
APPRAISAL COURSE
PARTICIPANT

Inside this issue:

AZERBAIJAN & GEORGIA PROGRAMMING ENDS	2
AREA-UGANDA LAUNCHES MLS PLATFORM	2
CEREAN TRAIN-THE-TRAINER COURSE	2
NAR-INDIA CONTINUES TO GROW	3
REAUME FOUNDATION GRANT APPROVED	3
IRPF FUNDING UPDATE	3
IRPF'S WEBSITE HAS A NEW LOOK!	4

AZERBAIJAN and GEORGIA Programs Come to a Close

Since IRPF's programming in Azerbaijan and Georgia launched in 2007, the Foundation has brought numerous courses on association management, code of ethics, brokerage training, appraisal training, and successful business practices to the Azeri and Georgian real estate markets. As a final task in achieving program mandates in the region, IRPF consultant George Badescu conducted a hands-on practicum session on creating appraisal reports in Baku, Azerbaijan and Tbilisi, Georgia from late February to early March for participants who attended IRPF board member Walt Winius'

basic appraisal principles and procedures course in 2008. Students were very interactive and were successful in preparing appraisal reports as a result of the class.

Badescu praised the local organizers for working to ensure a professional and engaged audience, most of whom were also present during the initial appraisal training course from 2008. Adequate press coverage was also achieved in each location. The course in Georgia was partially underwritten by funds set aside from a previous BP program to help increase the knowledge of ap-

praisal standards in Georgia. The BP logo was used on course materials for this reason.

The consultant provided some final recommendations on the organization of the appraisal profession in Georgia, suggesting the Expertise Institute for the Valuation of Assets in Georgia (EIVAG) become a nation-wide professional association and the Association for the Protection of Landowner's Rights (APLR) remain an independent certification body. He also suggested future appraisal trainings that may benefit the industry in Azerbaijan.

AREA-Uganda Launches MLS platform

The Association of Real Estate Agents-Uganda continues to advance its services and has recently launched an MLS platform: www.mls.ug. CEO of AREA-Uganda, Vincent Agaba, commented on the significant step, saying:

This advancement positions Uganda to be a leading real estate market within the East African or Sub-Saharan African region as far as real es-

tate professionalism is concerned, and therefore, there are many opportunities ahead for the real estate industry to grow and expand.

This intervention is not only an economic contribution but also infrastructural development to open up African real estate markets while creating employment opportunities and ensuring home ownership for all. We have faced bottlenecks to execute tasks at this

level but I believe that the MLS technology should be able to work in this market if we put our own uniqueness into consideration.

The Foundation congratulates AREA-Uganda for being a leader in the Ugandan real estate industry and looks forward to seeing how the data aggregation system in Uganda develops in the future.

CEREAN Train-the-Trainer Course

Under a grant from the Leonard P. Reaume Memorial Foundation awarded to IRPF, instructor Tony Macaluso traveled to Bucharest, Romania at the end of May to conduct a Train-the-Trainer course for the Central European Real Estate Associations Network (CEREAN) member participants. The course involved five days of instructor training with an emphasis on classroom participation, one-on-one instruction and individual presentations.

Macaluso reported positively on the group trained, saying that "presentations were remarkably good for the majority of students," and that "overall this class of students performed as good or better than former Train-the-Trainer classes we had [previously] conducted."

As a result of the program, Instructor-Participants are qualified to teach future CEREAN International Real Estate courses, which

Macaluso previously taught in the region, in order to expand the professional concepts throughout Central/Eastern Europe without incurring the costs of hosting an overseas instructor.

IRPF believes a new cadre of local instructors will advance CEREAN's goals in the region and allow the organization to deliver additional value-added services to members and generate non-dues income..



AREA-Uganda and REAR (Rwanda) leadership at a Strategic Planning session in Uganda



CEREAN Train-the-Trainer course participants with instructor Tony Macaluso (second from left)

"BEFORE ATTENDING THE COURSE I WAS PRETTY SURE THAT I WOULD NOT BE A TRAINER—I CAME FROM CURIOSITY AND TO LEARN FOR MYSELF. NOW I AM CONVINCED THAT I CAN HELP THE PEOPLE IN MY COMPANY."

CEREAN TRAIN-THE-TRAINER COURSE PARTICIPANT

NAR-India Continues to Grow

The National Association of Realtors—India continues along its path of success and contributing to the improvement of the Indian real estate market. For three years, NAR-India has been working to introduce global best practices into the industry and to streamline and promote the profession of real estate brokerage in order to achieve transparency, accountability, fair dealing and ethical practices for overall good governance. The association has to-date spread operations to 16

cities, with many more ready to join. They have also recently hired a manager to help run head office operations, a growing need as the association continues to expand.

In a local news article, Dr. P.S.N. Rao, Chairman of NAR-India, praised the Association for its achievements and commented on the challenges the Indian real estate market faces, stating that the sector is perhaps the largest harbor for unaccounted money in India, and there's a great need for

the government to enact legal reform:

"The government, at the central, state and local levels, needs to bring in and strictly enforce laws which do not encourage black money generation, giving bribes for plan sanctions or doing undervaluation for tax evasion. A series of legal and fiscal steps need to be initiated."

Rao also commented that the biggest challenge currently facing the industry is property title and the need for litigation on title that expedites the process.

Reaume Foundation Grant Approved

IRPF has been awarded a grant from the Leonard P. Reaume Memorial Foundation to conduct training on appraisal standards in India. Through its work with real estate professionals in India, IRPF recognized the need to bring international valuation (appraisal) standards to the country.

Many irregularities in the appraisals of properties in India have been observed in the past and the banking and housing finance sector is very much concerned about the

increasing risk involved in dealing with valuation issues. Indeed, bankers and representatives from housing finance institutions (HFIs) are leading the effort to bring appraisal standards to India.

Therefore, IRPF proposed to assist in the development of a Valuers Certification Board as well as the development of a one-day course to brief relevant stakeholders on the valuation standardization process, and in the future, develop content for a more thorough educational pro-

gram on International Valuation Standards.

The Reaume Foundation approved the first phase of activity in the amount of \$32,000. The additional programming to develop valuation curricula will be considered for funding at the next Reaume Foundation meeting in November, 2011.

IRPF President & CEO Norm Flynn will be in India in July and will begin talks on the best method of implementing the program at that point.

IRPF Funding Update

In continuous efforts to secure additional funding, IRPF submitted an unsolicited proposal to USAID in May. The proposal is currently under review at the Agency's Africa Bureau.

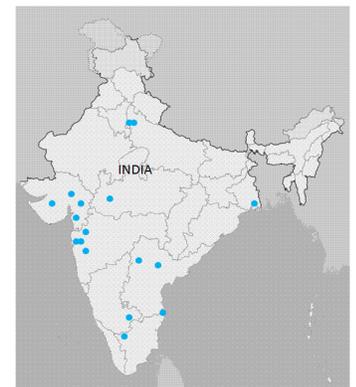
Plans for future programming focus largely on West and East Africa. As determined in an assessment in Nigeria and a mini-assessment in Ghana, a strong need exists for assistance in developing the real estate industry in West Africa.

IRPF has proposed a Western Africa Regional Real Estate Training Center that would serve the needs of the region, much as the EARRETC does in East Africa. A continuation of programming in East Africa is also essential to see the regional Center and the participating associations mature to a level of self-sustainability and to be able to continue offering training much needed in the region.

IRPF President & CEO Norman Flynn commented on the strong need for programming in Africa and added, "Additional efforts need to be expended in India, and other parts of the emerging South East Asia region and the outlying regions of the former Soviet Union. Continued funding is essential to sustain this important work."

"THE KEY CARRY-HOME MESSAGE FROM THE US EXPERIENCE IS THAT ORGANISED REAL ESTATE IS A WIN-WIN FOR BOTH INDUSTRY AND CONSUMER. WE NEED TO LEARN LESSONS FROM GLOBAL BEST PRACTICES AND GET THE REFORM AGENDA ROLLING."

**DR. P.S.N. RAO,
CHAIRMAN, NAR-INDIA**



Map indicating NAR-India's current local member associations throughout the country

"THE WORK OF IRPF HAS BEEN AN INVALUABLE CONTRIBUTION TO THE RECIPIENT 27 COUNTRIES OVER THESE PAST 19 YEARS. THERE ARE CONSIDERABLE NEEDS STILL TO BE MET IN EASTERN AND WESTERN SUB-SAHARAN AFRICA, AS WELL AS THE REMAINDER OF THIS HUGE CONTINENT."

**NORM FLYNN,
IRPF PRESIDENT & CEO**

Building the Dream of Private Property Ownership



INTERNATIONAL REAL PROPERTY FOUNDATION

IRPF
430 N. Michigan Ave
Floor 6
Chicago, IL 60611

Phone: 312-329-8692
Fax: 312-329-8227
E-mail: sluchini@irpf.org

The International Real Property Foundation is dedicated to the development of private real property markets around the world. We believe that the opportunity to own private property and to be secure in that ownership is fundamental to economic opportunity and civil societies. IRPF is an independent, non-profit, public purpose 501c(3) Foundation which works with developing and restructuring countries seeking to strengthen their real property markets and make them more efficient and transparent. We believe our work is important because functioning real estate markets are vital to so many dimensions of social, economic and democratic development and are a key, vital contributor to the alleviation of long term poverty.



Like IRPF on Facebook!

“IRPF HAS BEEN ONE OF THE MOST COST EFFECTIVE PROGRAMS I HAVE SEEN WITH USAID. BY ACTING AS A CATALYST FOR DEVELOPMENT, IRPF HAS BUILT OWNERSHIP AND CAPACITY WITHIN THE INSTITUTIONS AND MARKETS IT HAS SUPPORTED WHILE FIELDING TOP FLIGHT PROFESSIONALS IN A VERY RESPONSIBLE FASHION IN SUPPORT OF A CRITICAL COMPONENT OF PARTNER COUNTRIES’ ECONOMIC INFRASTRUCTURE.”

**CHRIS BARLTROP, FORMER
IRPF CTO AT USAID**

Support the Work of IRPF By Making a Donation

Your financial support of our global mission will allow IRPF to continue sharing the expertise of industry leaders through a wide range of critical programs. We hope that you will join IRPF in its efforts towards this important work and consider making a financial contribution.

IRPF’s Website has a New Look. Visit us at www.irpf.org

With the assistance of the Center for REALTOR® technology, IRPF has unveiled a newly designed website. The new website is more interactive and user-friendly than the older site and allows easy access to content. Visitors will find access to information on IRPF trips, trainings, assessments, and programming as well as news stories, educational materials, and information on the Board of Directors at www.irpf.org.

