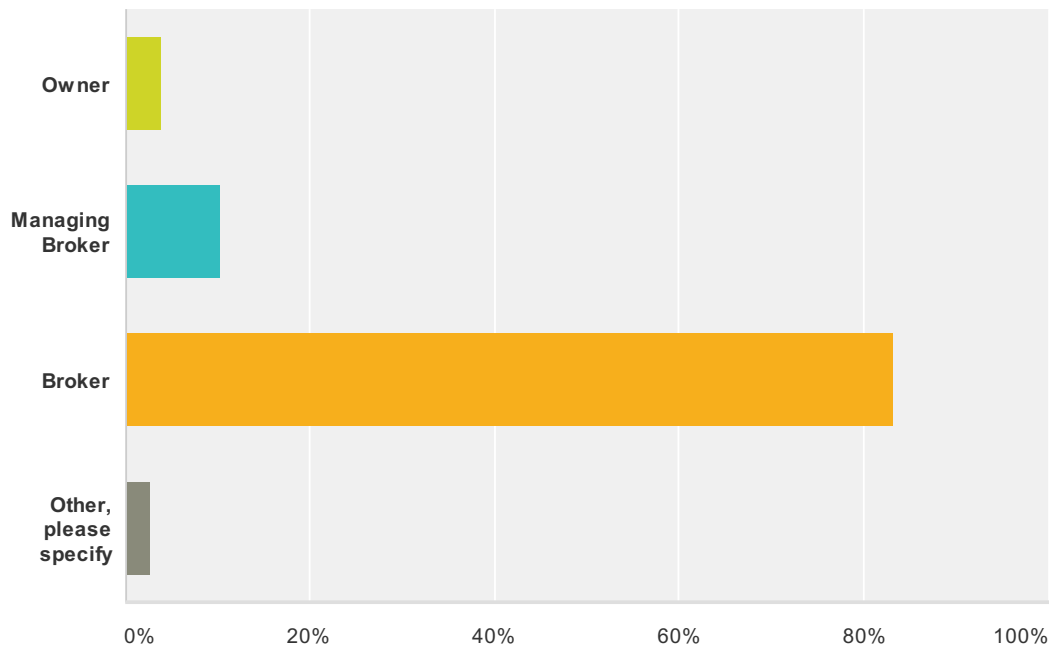


Q1 What is your status?

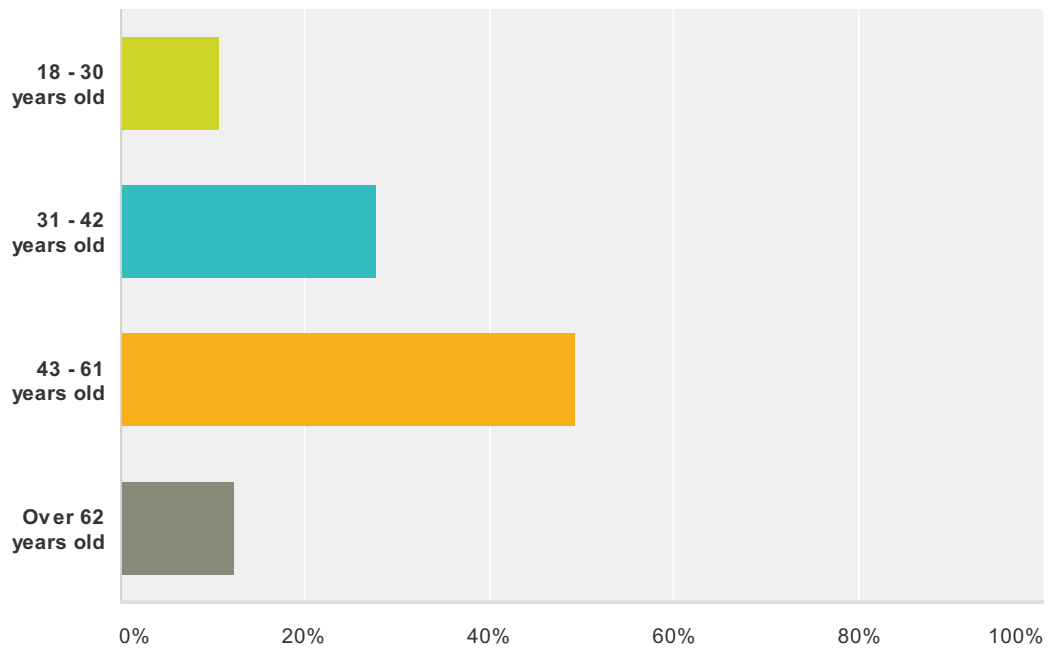
Answered: 260 Skipped: 1



Answer Choices	Responses
Owner	3.85% 10
Managing Broker	10.38% 27
Broker	83.08% 216
Other, please specify	2.69% 7
Total	260

Q2 What is your age?

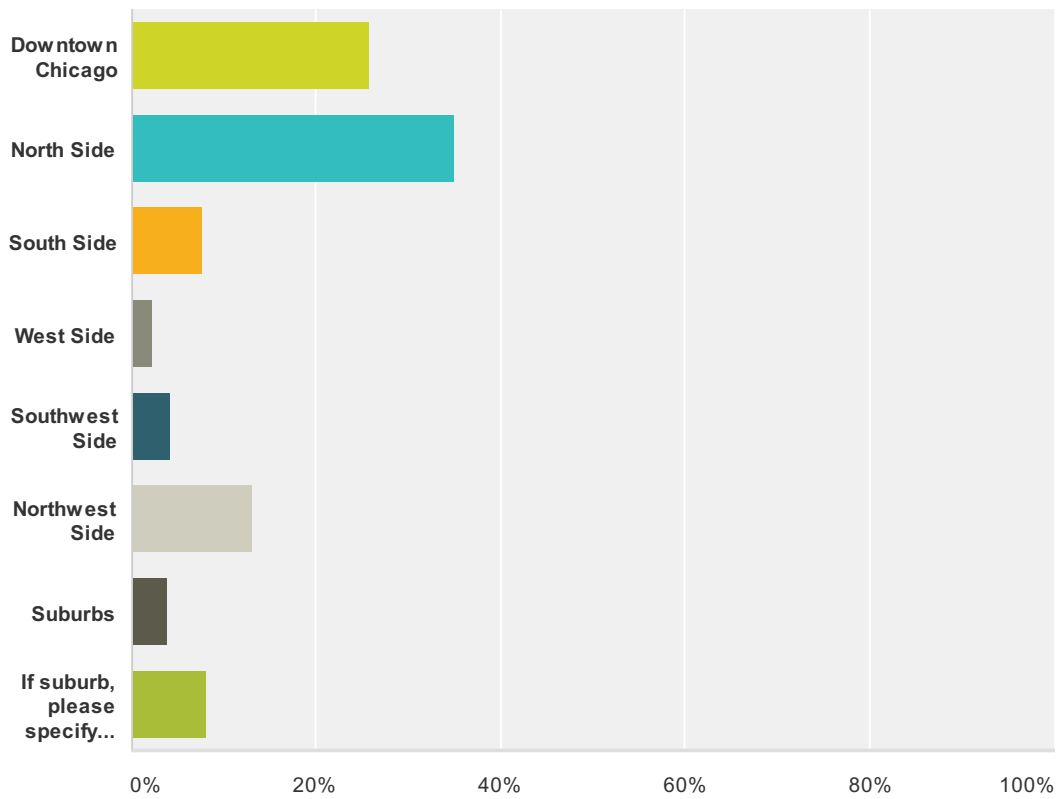
Answered: 260 Skipped: 1



Answer Choices	Responses
18 - 30 years old	10.77% 28
31 - 42 years old	27.69% 72
43 - 61 years old	49.23% 128
Over 62 years old	12.31% 32
Total	260

Q3 Where is your primary office location?

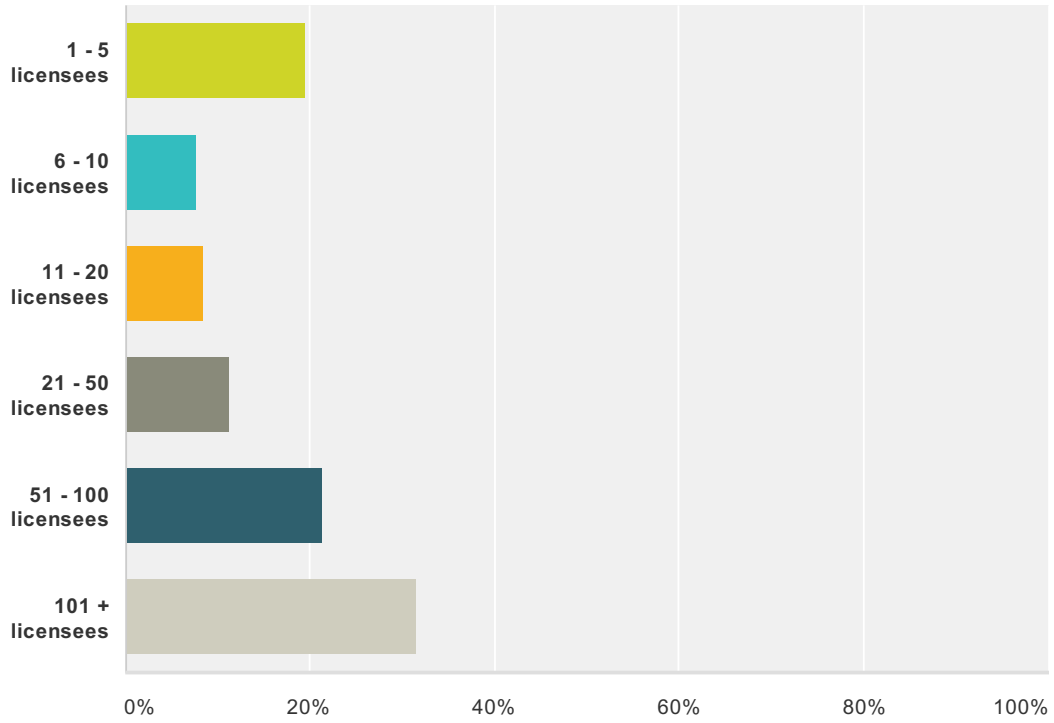
Answered: 260 Skipped: 1



Answer Choices	Responses
Downtown Chicago	25.77% 67
North Side	35% 91
South Side	7.69% 20
West Side	2.31% 6
Southwest Side	4.23% 11
Northwest Side	13.08% 34
Suburbs	3.85% 10
If suburb, please specify which:	8.08% 21
Total	260

Q4 Approximate number of licensees in your office:

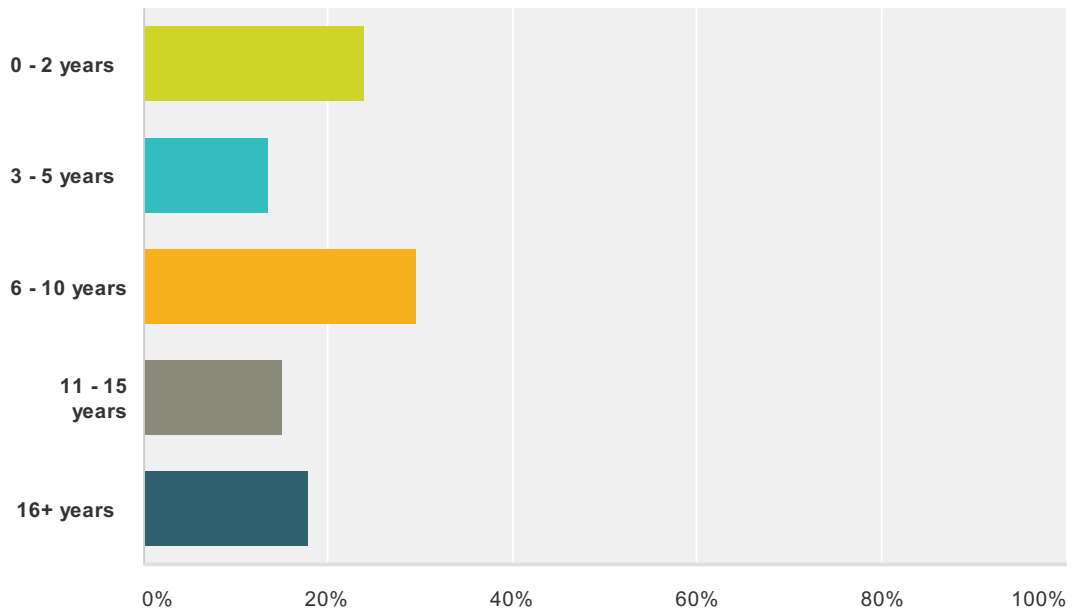
Answered: 257 Skipped: 4



Answer Choices	Responses
1 - 5 licensees	19.46% 50
6 - 10 licensees	7.78% 20
11 - 20 licensees	8.56% 22
21 - 50 licensees	11.28% 29
51 - 100 licensees	21.40% 55
101 + licensees	31.52% 81
Total	257

Q5 How long have you been a member of C.A.R.?

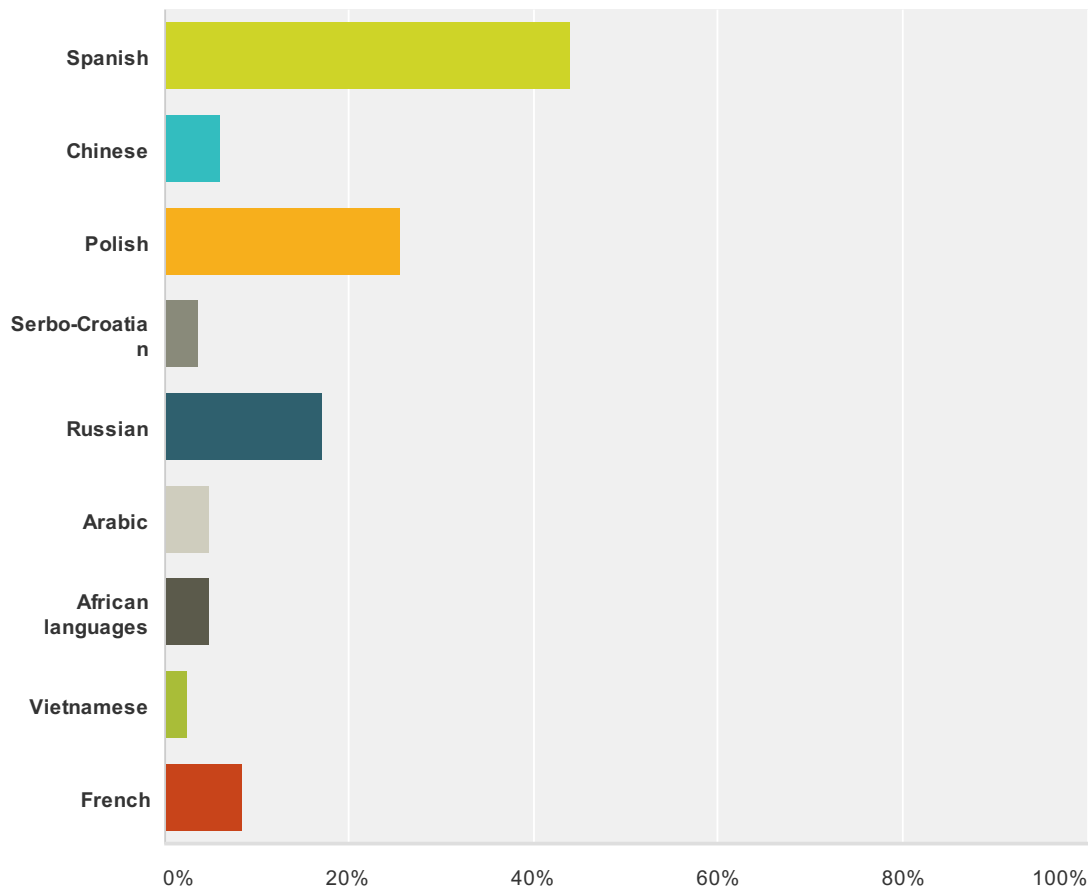
Answered: 258 Skipped: 3



Answer Choices	Responses
0 - 2 years	24.03% 62
3 - 5 years	13.57% 35
6 - 10 years	29.46% 76
11 - 15 years	15.12% 39
16+ years	17.83% 46
Total	258

Q6 Other than English, what languages do you speak fluently and use in business transactions? Please check all that apply.

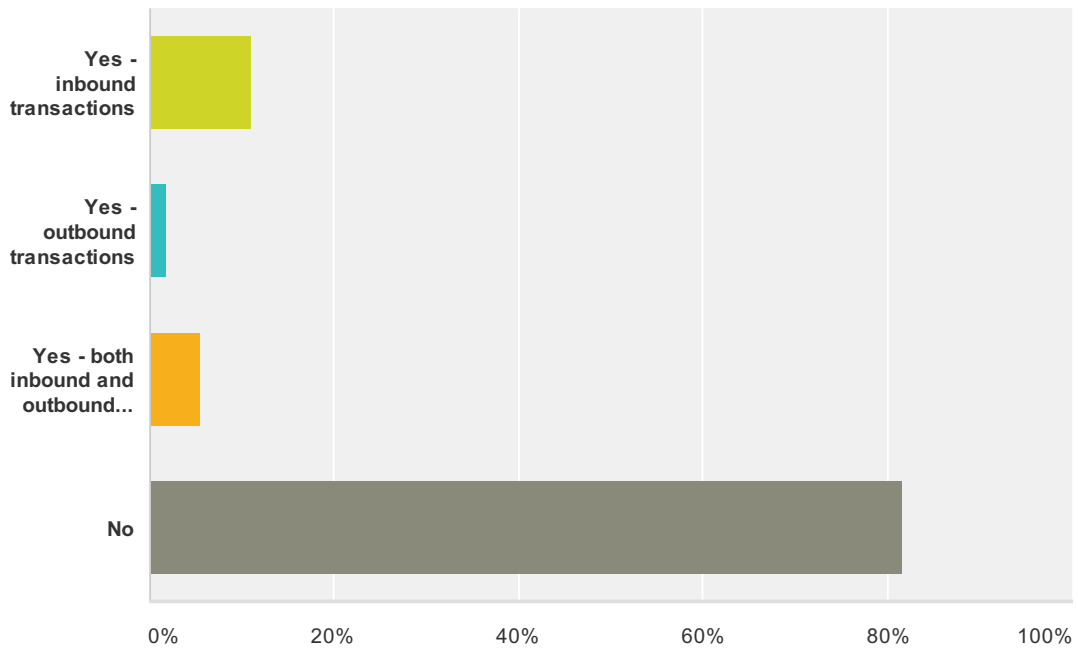
Answered: 82 Skipped: 179



Answer Choices	Responses	Count
Spanish	43.90%	36
Chinese	6.10%	5
Polish	25.61%	21
Serbo-Croatian	3.66%	3
Russian	17.07%	14
Arabic	4.88%	4
African languages	4.88%	4
Vietnamese	2.44%	2
French	8.54%	7
Total Respondents: 82		

Q7 Are you currently engaged in global real estate transactions?

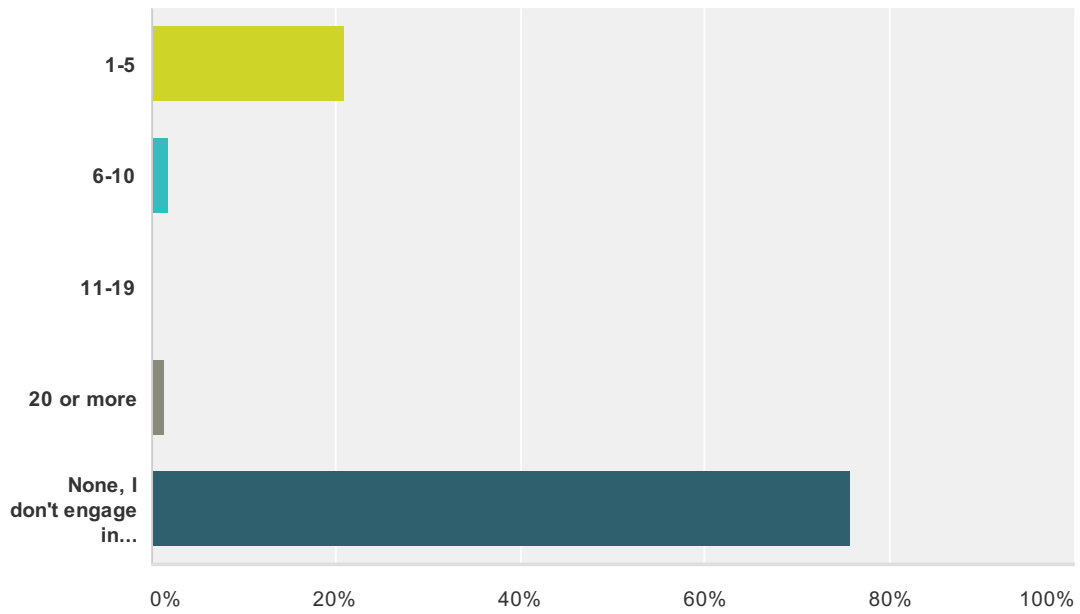
Answered: 259 Skipped: 2



Answer Choices	Responses
Yes - inbound transactions	11.20% 29
Yes - outbound transactions	1.93% 5
Yes - both inbound and outbound transactions	5.41% 14
No	81.47% 211
Total	259

Q8 What is the average number of global transactions you complete in a year?

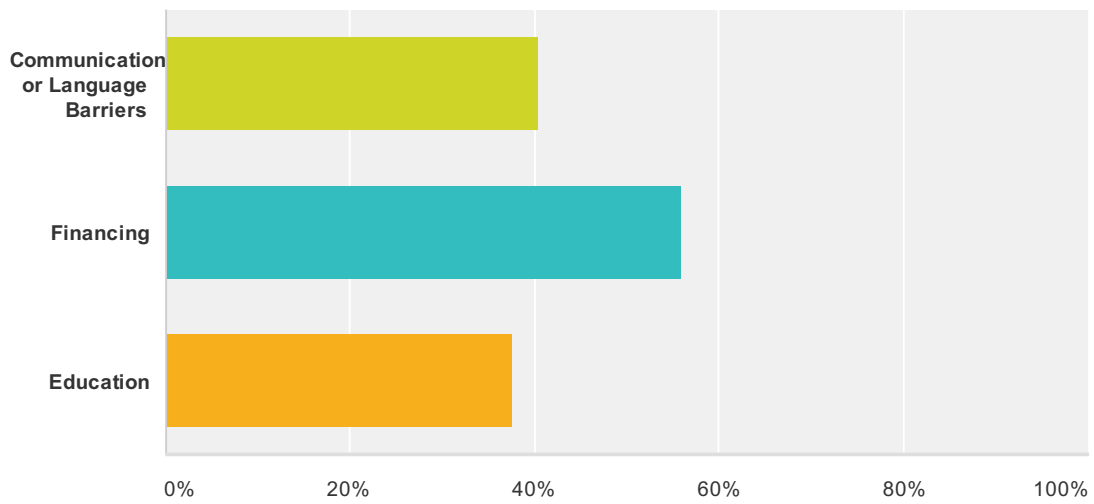
Answered: 254 Skipped: 7



Answer Choices	Responses
1-5	20.87% 53
6-10	1.97% 5
11-19	0% 0
20 or more	1.57% 4
None, I don't engage in international transactions	75.59% 192
Total	254

Q9 What are the greatest challenges you face when transacting global real estate business? Please check all that apply.

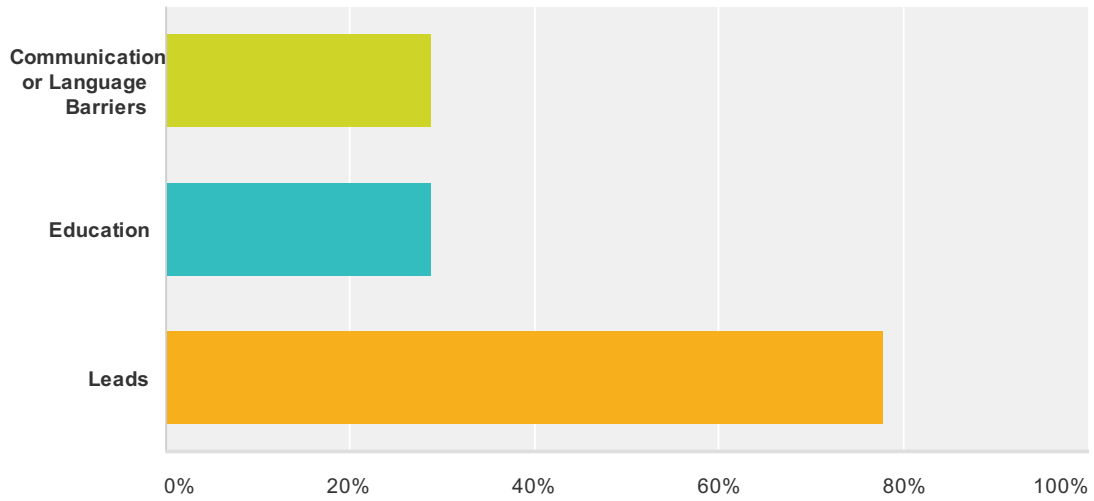
Answered: 104 Skipped: 157



Answer Choices	Responses	Count
Communication or Language Barriers	40.38%	42
Financing	55.77%	58
Education	37.50%	39
Total Respondents: 104		

Q10 What are the greatest challenges that prevent you from engaging in global transactions? Please check all that apply.

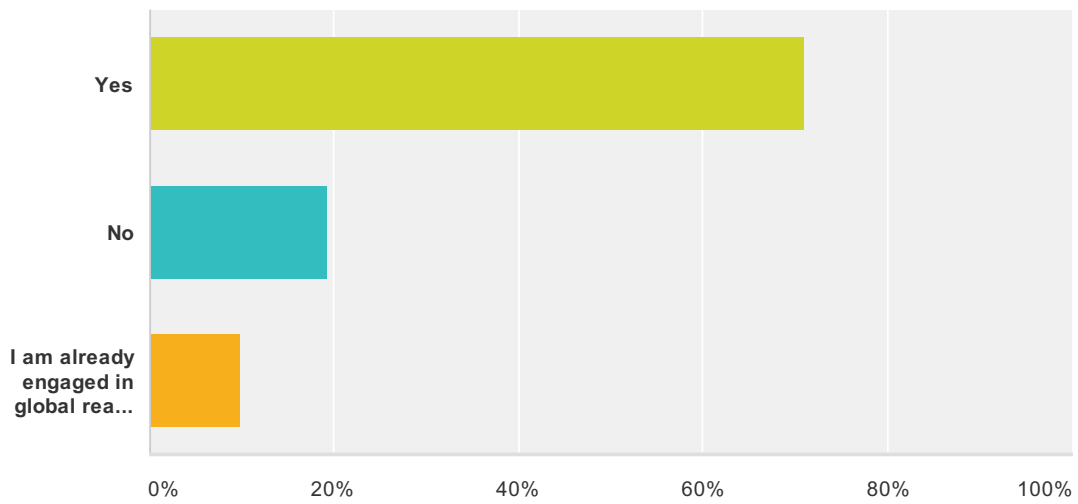
Answered: 174 Skipped: 87



Answer Choices	Responses
Communication or Language Barriers	28.74% 50
Education	28.74% 50
Leads	77.59% 135
Total Respondents: 174	

Q11 If you don't practice global real estate, would you be interested in an introductory course on how to do so?

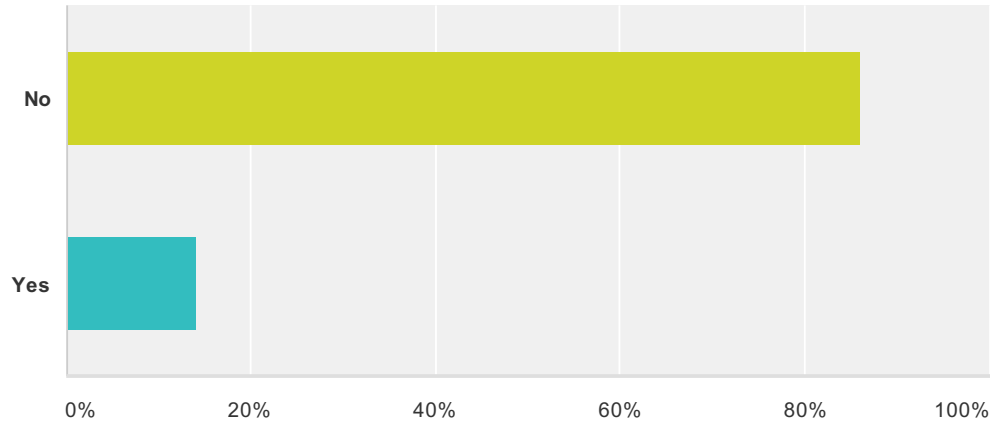
Answered: 253 Skipped: 8



Answer Choices	Responses
Yes	70.75% 179
No	19.37% 49
I am already engaged in global real estate	9.88% 25
Total	253

Q12 Do you hold a CIPS or other global real estate-related designation?

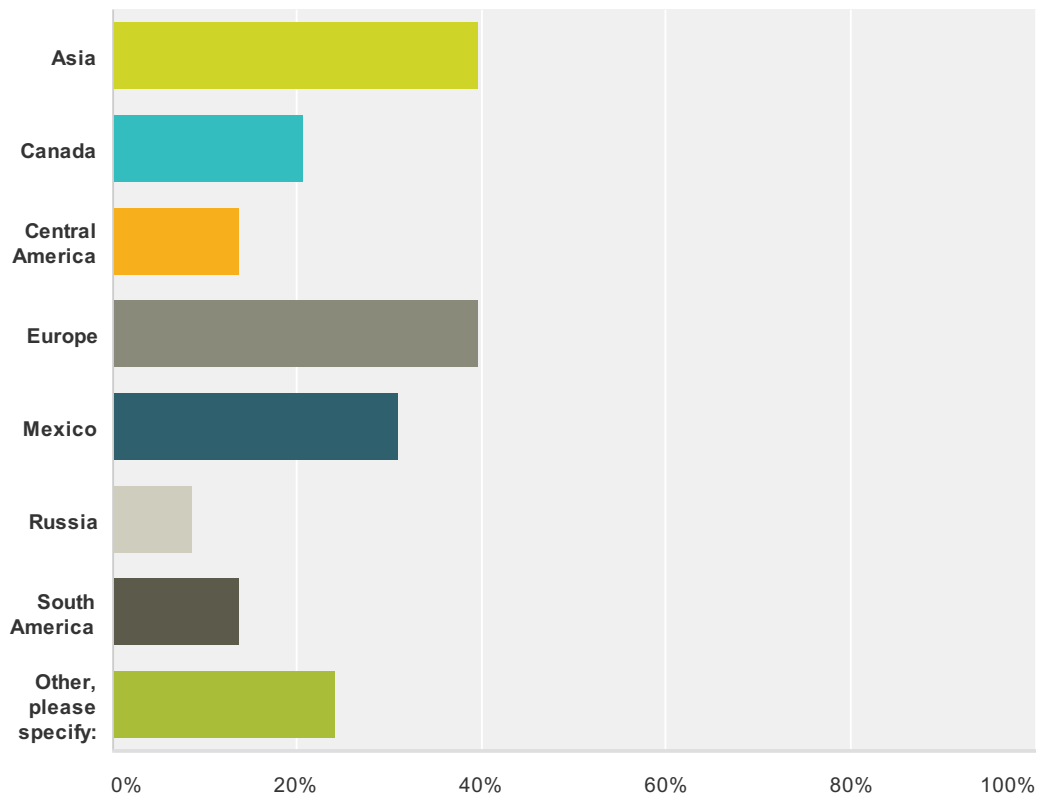
Answered: 78 Skipped: 183



Answer Choices	Responses	
No	85.90%	67
Yes	14.10%	11
Total		78

Q13 Of the global business you do, what is the origin of clients you work with? Please check all that apply.

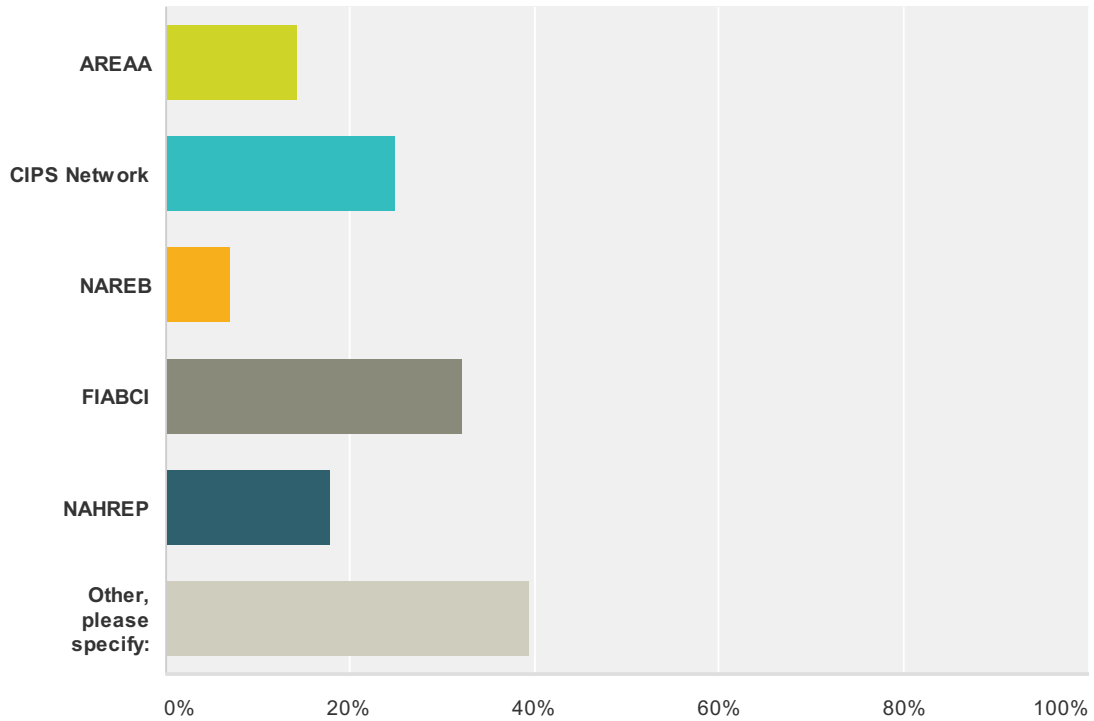
Answered: 58 Skipped: 203



Answer Choices	Responses
Asia	39.66% 23
Canada	20.69% 12
Central America	13.79% 8
Europe	39.66% 23
Mexico	31.03% 18
Russia	8.62% 5
South America	13.79% 8
Other, please specify:	24.14% 14
Total Respondents: 58	

Q14 Besides C.A.R., which associations do you belong to in order to advance your global real estate practice? Please check all that apply.

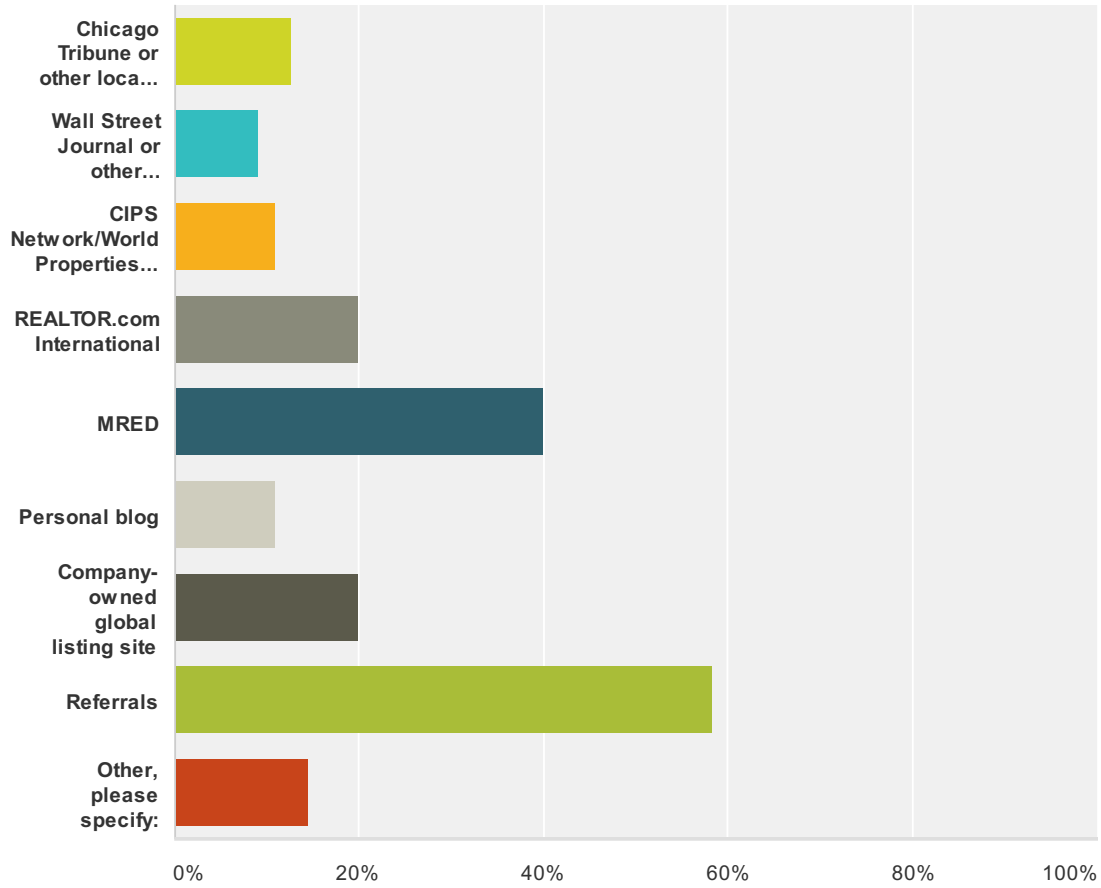
Answered: 28 Skipped: 233



Answer Choices	Responses	
AREAA	14.29%	4
CIPS Network	25%	7
NAREB	7.14%	2
FIABCI	32.14%	9
NAHREP	17.86%	5
Other, please specify:	39.29%	11
Total Respondents: 28		

Q15 What resources do you use to assist your global real estate practice by listing or finding properties? Please check all that apply.

Answered: 55 Skipped: 206



Answer Choices	Responses
Chicago Tribune or other local media	12.73% 7
Wall Street Journal or other national media	9.09% 5
CIPS Network/WorldProperties.com	10.91% 6
REALTOR.com International	20% 11
MRED	40% 22
Personal blog	10.91% 6
Company-owned global listing site	20% 11
Referrals	58.18% 32
Other, please specify:	14.55% 8
Total Respondents: 55	

Q16 Please name specific topics you would like to see addressed by global real estate programs (via online media, education, networking or on C.A.R.'s website)

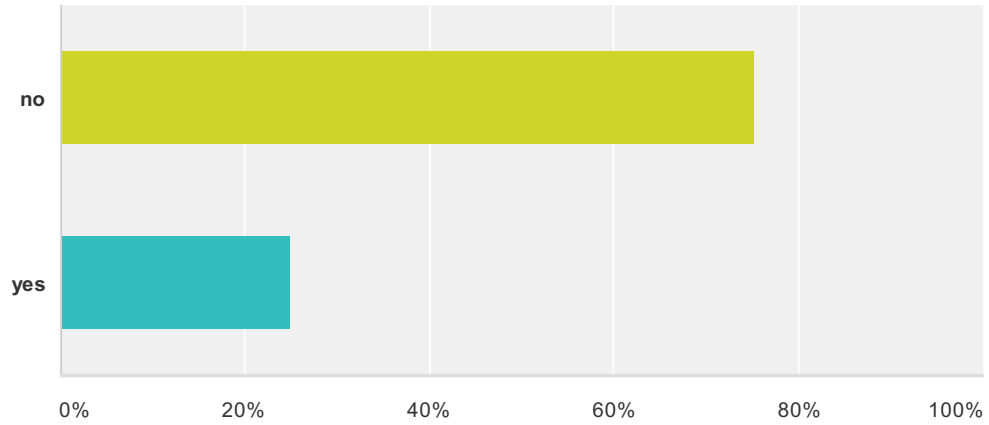
Answered: 28 Skipped: 233

Q17 If you are willing, please share the names and companies of any service partners you work with on global transactions and think would be a good resource for other Chicago REALTORS (attorneys, lenders, appraisers, etc.).

Answered: 13 Skipped: 248

Q18 Were you aware that C.A.R. currently has a Global Facebook page? (Please take a moment to like it) Search for Global Real Estate & Emerging Markets Forum

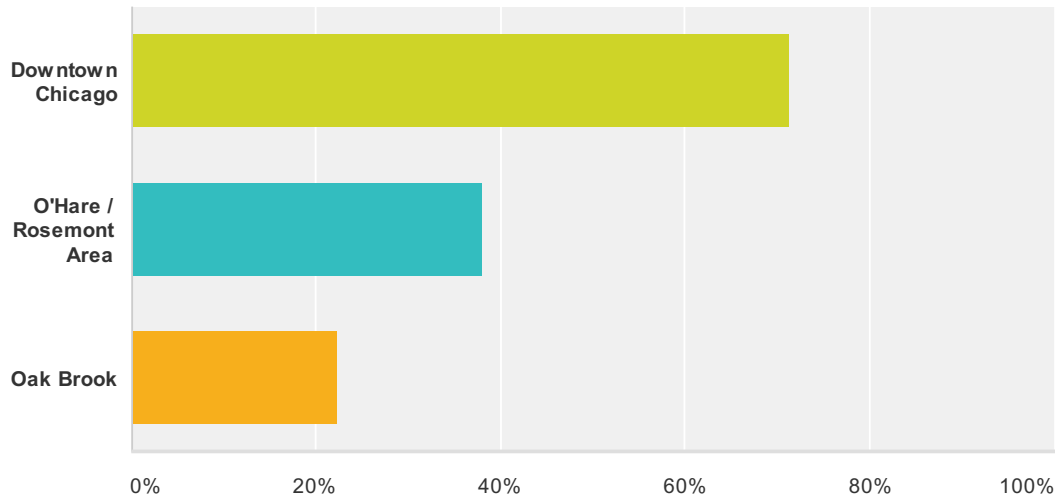
Answered: 104 Skipped: 157



Answer Choices	Responses	
no	75%	78
yes	25%	26
Total		104

Q19 Would you be willing to attend an event in the following locations: Please check all that apply.

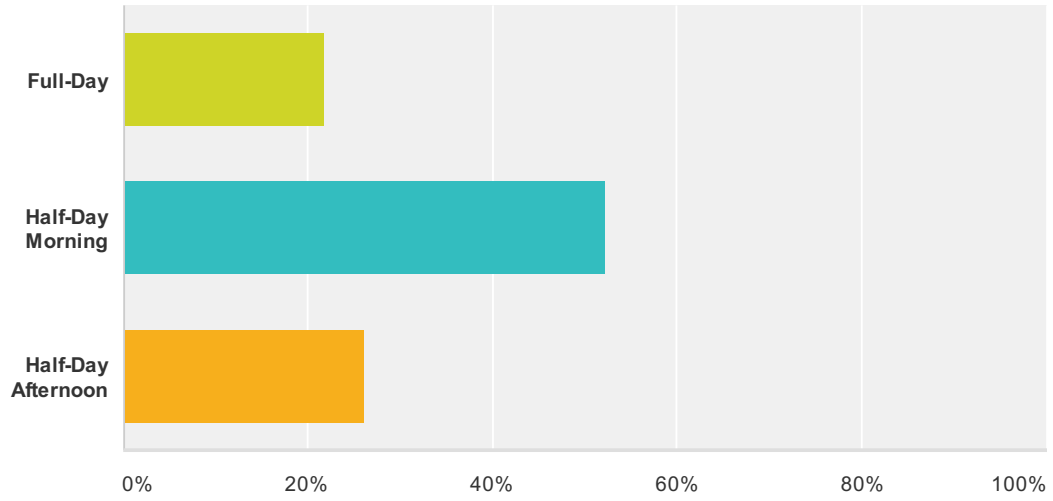
Answered: 184 Skipped: 77



Answer Choices	Responses
Downtown Chicago	71.20% 131
O'Hare / Rosemont Area	38.04% 70
Oak Brook	22.28% 41
Total Respondents: 184	

Q20 Would you prefer a full-day or a half-day event?

Answered: 184 Skipped: 77



Answer Choices	Responses
Full-Day	21.74% 40
Half-Day Morning	52.17% 96
Half-Day Afternoon	26.09% 48
Total	184