



Spring 2025 Course Overview

International RE Regions: Brazil

Session A, 1.5 credits, Call No. 11756, PLA 6342-2
Shawn Amsler, Monday 9 - 11 am, 209 Fayerweather

*For MSRED students only. This course is capped and requires an application.
Please refer to the program communication sent specifically to MSRED students.
Decisions will be announced in December/January.*

This course is designed for the student to consolidate his/her understanding and utilization of an analytical framework for evaluating cross-border real estate investment. As a result of this application, it is anticipated that the student emerges from the program with a comprehensive understanding of the dynamics of real estate developments and investments internationally in addition to an incisive process for assessing the unique contexts and conditions for real estate activities within selected countries.

The course proceeds with a deep investigation of the various advantages and challenges of targeting Brazil for making a cross-border real estate investment with the USA as the origin of the equity interest. Having added the experience of visiting the target location for the investment, the student is now able to supplement the prior classroom analysis with “on-the-ground” details regarding the conditions of local real estate markets, and therefore more accurately assess the potential for a cross-border financial transaction in the country visited.

During the course, students will investigate, specifically with the real estate of São Paulo and Rio de Janeiro in mind, the many facets of opportunities and challenges that arise for an investor from the USA: the macro-economy and demographics of Brazil, the country's financial markets, Brazilian Real/USA Dollar currency exchange risk, two-country taxation concerns, legal issues, São Paulo and Rio de Janeiro planning and development trends, regulations and statutory requirements, ease of doing business, and cross-cultural negotiations. We anticipate there will be a study trip to Brazil during Spring Break.