



THE INTERNATIONAL REAL ESTATE FEDERATION

F.I.A.B.C.I. – International Real Estate Federation

Sixty member countries represented, a story that rounds the mark of sixty in time, 3200 individual members, one hundred national trade associations as members and access to over 1.5 million potential contacts around the world. This is, in short, the business card of Fiabci, which is indeed the most widespread international Real Estate Association worldwide. A reality that has been present in Italy for decades, but which right now, coinciding with the new national chairmanship and the simultaneous world chairmanship entrusted to an Italian, will be subject to an acceleration rush to implement and facilitate networking solutions among real estate operators and show the flag of a market _ that of Real Estate _ that is still little heard by the institutions and the Government. A crucial moment also to spread those ethical principles that have made Fiabci the world reference point for this industry.

What is Fiabci.

Fiabci-International Real Estate Federation – (www.fiabci.org) is the most widespread international association in the world.

Fiabci includes entrepreneurs and professionals of the entire real estate market. Notably, it brings together:

- Building promoters
- Building companies/contractors
- Financial backers
- Real estate and business consultants
- Asset managers
- Realtors
- Property administrators
- Experts and appraisers
- Professionals with special attention to the real estate market (architects, engineers, surveyors, lawyers, notaries and others)

Origin and Structure

Fiabci is the acronym of *Fédération Internationale des Administrateurs de Bien et Conseils Immobiliers* and is the name originally assigned to the Federation of world real estate associations, still used and translated into English as the International Real Estate Federation. Founded in Paris in 1948, today it is universally identified as "Professionalism in Real Estate".

Present in 60 countries, Fiabci is a structure open to all real estate categories with over 3,200 individual members, 20 "ACADEMIC MEMBERS" plus more than 125 national trade associations called "PRINCIPAL MEMBERS", the most prestigious international universities of real estate as "ACADEMIC MEMBERS".

The Federation operates in four geographical areas:

- Africa
- Americas
- Asia-Pacific
- Europe-Western Asia

Fiabci was born with the aim to improve quality and competitiveness of members of the real estate industry, by exchanging knowledge, information and opportunities on a national and international level through a widespread network.



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The networking

This network has today been turned into a networking tool that:

- provides direct access to international contacts to open new professional horizons;
- Helps build up a satisfactory professional relation between the public and private sectors;
- facilitates the exchange of information on major markets, economic, legal, technological and corporative developments affecting the real estate sector;
- offers the possibility of cultural and educational exchanges among real estate professionals from different countries.

THE BENEFITS FOR THOSE WHO JOIN:

The added value of being a member of Fiabci is summarized in some great advantages:

- 1) Help in conducting international real estate transactions: **Fiabci Marketing Alliance** aims at "delivering international real estate markets and services to the world"
- 2) A top-level **international networking** in over **50 countries worldwide**, with the awareness that each member adheres to strict codes of conduct and ethics.
- 3) Access to a series of comparison and **training opportunities** on a local, national and international level.
- 4) possibility to meet directly in a wide number of events, meetings, conferences, trade missions and exhibitions that are held several times throughout the year.
- 5) A dedicated **Web portal** for members only
- 6) Horizontal comparison and training opportunities, i.e. in groups specializing in given types of real estates, issues and topics.
- 7) Representation of Fiabci in the **United Nations**
- 8) Privilege to use the FIABCI mark and logo
- 9) A special section dedicated to young professionals thanks to **FIABCI YOUNG**, the young side of FIABCI that includes members under the age of 35: they are entitled to a halved subscription fee while maintaining the same rights as the other members. Members come from all parts of the world and are divided into three macro areas: Mentorship, Education and Networking.
- 10) Access to **Prix d'Excellence**: an International Council gathering the real estate world's best professional operators awards projects that best reflect excellence in all Real Estate categories in the world.
- 11) **FIABCI UNIVERSITY**: since the 1980s, it has been pioneering with regard to the excellence of RE. Today there is a real University which gives the right impetus to training and the involvement of young people (see separate press release).

The Concept

Fiabci was born with a very precise concept, based on fundamental ethical principles, which is able to unite all members and bring them together under the umbrella of sharing basic values.

Fiabci is against all forms of discrimination due to race, creed, religion, sex or nationality and is also very careful on the ethical aspects of real estate development. It boasts a **collaboration with the UN**, actively participates in the major boards of New York and Geneva and through the Global Housing Foundation, a non-profit association, it seeks to create houses for the disadvantaged populations in the developing countries. The extreme topicality of Fiabci values is obvious: as early as in the 1950s, the founding members had among their priorities social and ethical principles that today are particularly important and catalyze the attention of the main supranational bodies.



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The **main objective** of Fiabci is to boost the capability and the ability of its members to do business within the real estate industry according to criteria of professionalism, ethics, success and profitability and improve the quality and competitiveness of its members through the sharing of knowledge, information, contacts and business opportunities on a local, national and international level.

For this purpose, FIABCI shares the following values:

- FIABCI is dedicated to improving work relationships among public, private and university sectors for the benefit of society
- FIABCI prohibits all forms of discrimination
- FIABCI claims that property rights are vital to the economic systems
- FIABCI claims that all human beings deserve a clean and adequate shelter that is physically safe and environmentally sound
- FIABCI is both proactive and reactive to trends and changes impacting on the real estate industry and the needs of its members
- FIABCI springs into action for a transparent and open communication