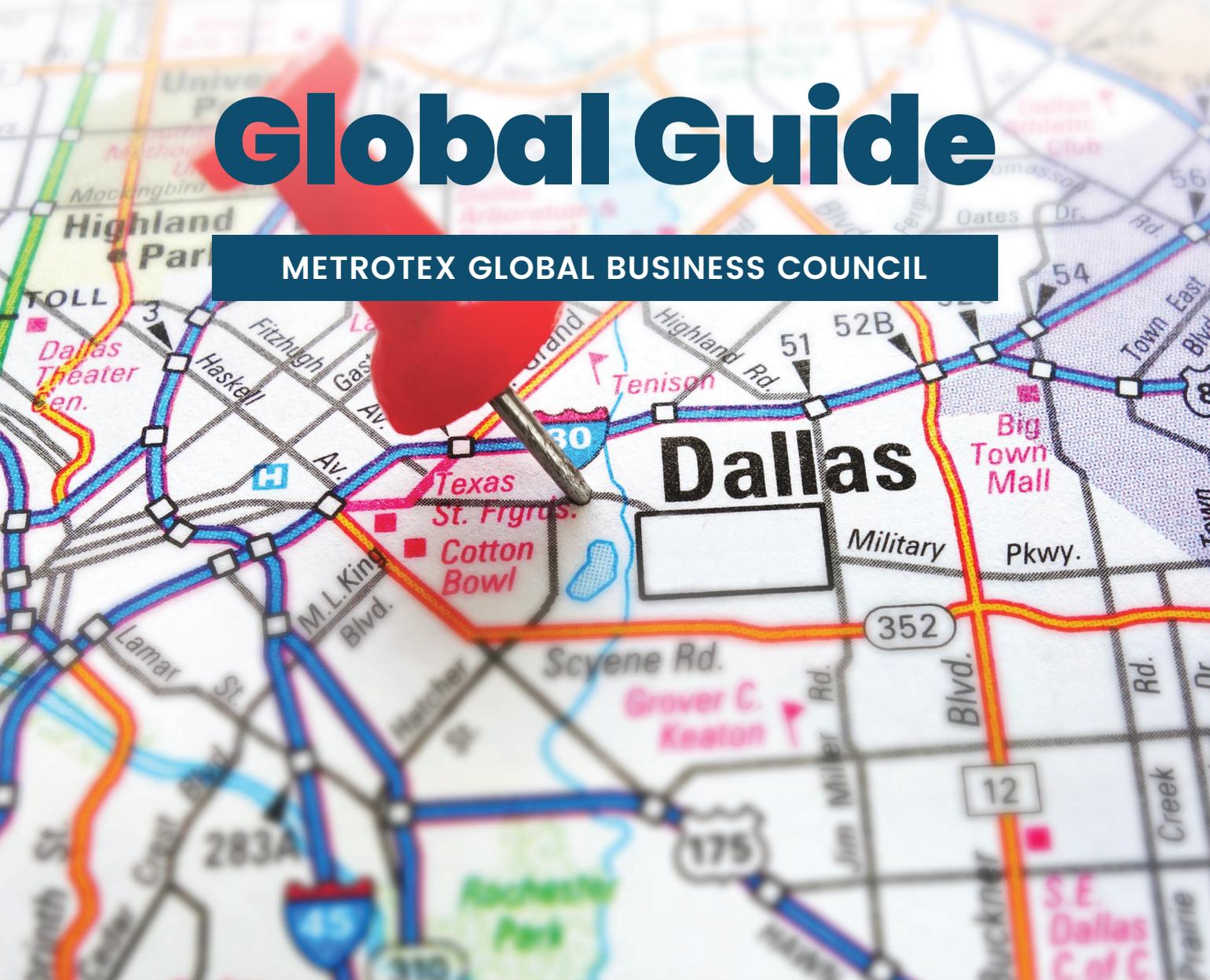


# Global Guide

METROTEX GLOBAL BUSINESS COUNCIL



GLOBAL  
BUSINESS  
COUNCIL

M.T. METROTEX  
ASSOCIATION OF COLLEGE

2024





# The Global Appeal

## WHY GLOBAL?

### **2023 HIGHLIGHTS**

#### ***\$4.3 Billion***

Dollar volume of homes purchased by foreign buyers

#### ***Top Five Foreign Buyers***

Mexico (41%)

China (8%)

India (7%)

Nigeria (5%)

Venezuela (5%)

#### ***You Are Global***

You may not realize it, but you already engage in global activity every day. Today's interconnected world means the scope of daily interactions extends far beyond local boundaries. MetroTex is here to help you leverage these opportunities in real estate. From luxury properties to thriving business environments across the globe.

#### ***Texas is Global***

Ranked #5 in the country for business and holding the coveted position of #1 U.S. exporter, Texas stands out as a highly attractive destination for investors and businesses seeking growth and prosperity.

#### ***The Global Business Council***

The Global Business Council provides a comprehensive suite of global education, connections, data, resources, networking, and opportunities. Get involved, and gain access to both a local real estate market and a wealth of international insights and collaborations.





# 2023 Highlights

## TRADE MISSION TO THE NETHERLANDS



In 2020, the National Association of REALTORS® selected MetroTex as the Ambassador Association to Nederlandse Coöperatieve Vereniging van Makelaars en Taxateurs in onroerende goederen NVM U.A. (NVM) – the Netherlands' real estate association. NVM is the largest association of real estate agents and appraisers in the Netherlands with almost 75% of Dutch properties sold by NVM agents.

In September 2023, NVM orchestrated a vibrant five-day Trade Mission in Amsterdam and Utrecht. Twenty-five MetroTex members immersed themselves in the Dutch real estate market through bus, boat, and home tours, and celebrated NVM's 125<sup>th</sup> anniversary with their Dutch counterparts.



This Trade Mission was a foundation for new connections and business ventures – locally and internationally – and created a dynamic platform for exchange and collaboration, strengthening ties within the global real estate community. MetroTex looks forward to showing NVM similar hospitality when they visit the U.S. for an upcoming Trade Mission!

# 2023 Highlights

## NAR GLOBAL ACHIEVEMENT PROGRAM: PLATINUM

NAR's Global Achievement Program recognizes local associations for their activity in global business. Out of more than 130 global business councils nationwide, **MetroTex ranked in the top 10 percent to achieve the Platinum Award!**

Receiving the Platinum Award for the first time represents MetroTex Global Business Council's next stage of growth after years of successful Gold Awards.

MetroTex continues to provide members with next-level tools, education, and networking to develop global expertise. MetroTex also explores innovative ways to connect the Council to the global community in the market area and beyond.



# Member Highlights

2023

In the dynamic landscape of global real estate, our members stand at the forefront of cross-border transactions and international collaborations. With a firm foothold in esteemed positions within NAR and MetroTex, they represent a diverse array of organizations spanning across Texas, the United States, and beyond. As trailblazers in their field, our members not only navigate complex international markets but also spearhead trade missions, facilitate deals, and forge invaluable connections that transcend geographical boundaries.

Central to their success is their involvement in the Global Advisory Group, a platform that has empowered members to expand their business horizons and seize international opportunities. Through strategic insights and collaborative efforts within this group, our members leverage their expertise to navigate diverse global markets effectively. From leading trade missions to negotiating pivotal deals, our members exemplify leadership and expertise in fostering global partnerships and driving innovation in the real estate sector.



2023 MetroTex  
Global REALTOR® of the Year

HANNE  
SAGALOWSKY

Countries Represented  
and Visited

Ecuador  
Peru  
Bolivia  
Trinidad  
Tobago  
Barbados  
Belize  
Mexico  
The Netherlands  
Panama  
Brazil  
Western Europe



# NAR Global Ambassador - Betty Arguello

PERU, BOLIVIA, ECUADOR

Betty Arguello is a dedicated and accomplished Global Ambassador for NAR, making significant contributions to the international real estate community. Betty is the Global Ambassador to Peru, Bolivia, and Ecuador. Through her role, Betty has provided informative webinars to real estate professionals in Ecuador, Bolivia, and Peru, enhancing their knowledge and skills.

Her representation of NAR at prestigious events such as the CILA Conference in Panama and the NAR Global Ambassador Training in Chicago, Illinois, showcases her commitment to fostering global collaboration and advancing the mission of NAR and MetroTex on an international scale. Betty's proactive engagement and leadership have strengthened presence in Peru and Latin America, facilitating meaningful connections and mutual growth within the global real estate landscape.





# NAR Global Ambassador – Ed Eakin

TRINIDAD, TOBAGO,  
BELIZE, BARBADOS



In 2023, Ed Eakin showcased his expertise and leadership in the international real estate arena. As an educator, he taught 100 CIPS designees across Houston, Dallas, and Austin, with 25 of them making their debut at the AMPI conference in Mazatlán. They engaged with hundreds of Mexican realtors, fostering collaborations that transcended borders. Ed's influence was palpable as attendees leveraged their newfound insights to market and sell real estate opportunities, catalyzing tangible outcomes from their conference experience.



As he transitioned into his role as a NAR Global Ambassador, Ed secured the position after seven years of effort, now representing Belize, Barbados, Trinidad and Tobago. Embracing his responsibilities, Ed focused on nurturing relationships with stakeholders in his designated countries, promoting collaboration and exchange. In November, he organized an enriching experience for international realtor members at NAR NXT in Anaheim, facilitating integration into the Global Pavilion and fostering opportunities for collaboration. Ed played a significant role in connecting international associations with their U.S. counterparts, laying the groundwork for ongoing partnerships and mutual growth.

# SIMCA Trade Mission - Travis-Lee Moore

## MAYA RIVIERA

The October 2023 trade mission to the Mayan Riviera, facilitated by Travis-Lee Moore, was an immersive exploration of international business opportunities, meticulously orchestrated to provide participants with a holistic understanding of the region's real estate market. Under the guidance of local SIMCA representatives Rafael Monroy and Fabiola Hutardo Valdez, attendees embarked on an insightful journey through the vibrant streets of Playa del Carmen and the tranquil settings of Tulum, where they witnessed firsthand the evolution of development projects shaping the Riviera Maya.

Beyond the professional engagements, the group embraced the ethos of sustainable tourism, actively supporting local businesses and artisans while savoring the diverse flavors of the region. A pinnacle of the excursion was the enchanting evening spent at Axiote, curated by SIMCA host Chris Gill, which not only showcased the culinary richness of the area but also fostered a sense of camaraderie among participants, laying the groundwork for future collaborations in the global real estate arena.





# 2024 Global Advisory Group

## GLOBAL BUSINESS COUNCIL AND ADVISORY GROUP

The Global Advisory Group unites elite Real Estate Professionals with a shared passion for, and involvement in, the dynamic realm of global real estate. With experts from all corners of the world, this distinguished group brings a wealth of international expertise and insights to the table.

## ADVISORY GROUP PURPOSE

The Advisory Group's aim is to provide a collaborative system of information, resources, networking, and skills training for all MetroTex members and ultimately increase members' readiness to work within the diverse legal, cultural, and business environments found in global real estate.



### RICHARD GREGORY

Chair  
C2EX, CIPS, e-PRO, MRP,  
PSA, RSPS, TAHS, TRLP  
Connect Realty



### TRAVIS-LEE MOORE

Vice-Chair  
CIPS, CHMS, HHS, GRI,  
TRLP, C2EX, AHWD, HHS  
Coldwell Banker Realty



### THEODIS BARNES

Texas Premier Realty



### CARLOS COLOMA

CCIM, CCA  
Let's Fly Realty



### JOEL BETANCOURTH

GRI, CIPS, RENE, SRS, ABS, SRES  
JB Real Estate Group



### TRANG DANG-LE

GRI, GREEN, CIPS, CLHMS  
ERA Empower Realty

# 2024 Global Advisory Group



**ED EAKIN**

CIPS, CLHMS, CRS, ABR,  
SRS, ALHS, RENE, RSPS,  
AHWD, C2EX, SRES, CRB  
Eakin Group



**T.J. EDMOND**

Engel & Völkers



**DÉBORA FUENTES**

Imelda Fuentes Real Estate



**NEOMIR GAMBOA**

Texas Connect Realty



**LUIS GONZALEZ**

Coldwell Banker Realty



**TRAUTE HEILAND  
MALHOTRA**

CIPS, CRS, GRI, e-PRO, HHS,  
SFR, TAHS, TRC, TRLP, C2EX  
THM Realty



**DANAE HEWITT**

RENE, SRS  
EXP Realty



**MICHELE ISOME**

Real Broker LLC



**ANGELA MAY**

ABR  
ADM Realty LLC



**DAVID MCKAMIE**

ABR, AWHD, CIPS,  
Crescent Real Estate Group

# 2024 Global Advisory Group



**RUTH ROMERO**

LocalPRO Realty



**CASSANDRA SHEAD**

MBA, CHLMS, SNE, SBR,  
SRE, CRP  
Cassandra Shead Realtors



**VICTOR RUSSELL**

MMR Realty Advisors



**CHARLONDRA THOMPSON**

CIPS, TRLP  
Prolific Enterprises International



**HANNE SAGALOWSKY**

GRI, CRS, ABR, CIPS, SRES,  
C2EX, e-PRO  
Coldwell Banker Global Luxury



**MIZAEAL VALLES**

PSA, SRS, SFR  
White Rock Realty



**MATHEW SAMUEL**

GRI, ABR, SRES, SRS,  
NHSAC, CREN, CBDA  
Beam Real Estate



**JEFF VARNELL**

GRI, TRLP, C2EX  
Coppell Realty



**IKRAM SHALABI**

FRI, ABR, TSAHC  
Ebby Halliday



**RITA LEBBIE**

Berkshire Hathaway Home Services  
PenFed Realty TX



# 2024 Business Plan

## GLOBAL ADVISORY GROUP

### OBJECTIVE 1

Achieve the NAR Global Achievement Award at the Platinum Council level.

### OBJECTIVE 2

Grow global members and collaborate on member engagement and community outreach events.

- Host three member engagement networking events with the objective of increasing member engagement, promoting CIPS, and providing any global MetroTex updates and events.
- Conduct four Global Business Forums, featuring expert speakers and engaging panel discussions, with the objective of providing valuable insights to members while enhancing global interest and engagement.
- Collaborate with Community Outreach Committee on their Real Estate Expo.

### OBJECTIVE 3

Host one inbound Trade Mission.

## PERFORMANCE MEASURES

- 1.1** Receive the Platinum Council award from NAR.
- 2.1** Host three member engagement networking events within the next year and track attendance.
- 2.2** Conduct four Global Business Forums within the next year and track attendance.
- 2.3** Collaborate with the Community Outreach Advisory Group on the Real Estate Expo within the next year and track attendance.
- 3.1** Host one inbound Trade Mission and track attendance.

# 2024 Schedule

**12**

**MARCH**

Global Forum  
MetroTex HQ

**13**

**MARCH**

Networking Event #1  
Addison - Hawkers

**21**

**MAY**

Global Forum  
MetroTex HQ

**12**

**JUNE**

Networking Event #2  
Oak Cliff - TBD

**26**

**AUGUST**

TR Annual Conference  
Gaylord Resort, Grapevine

**17**

**SEPTEMBER**

Global Forum  
MetroTex HQ

**30**

**OCTOBER**

Networking Event #3  
Las Colinas - TBD

**05**

**NOVEMBER**

NAR Conference  
Boston

**19**

**NOVEMBER**

Global and Commercial Expo  
MetroTex HQ

**AMPI Congresso - TBD**

For more information on events email  
[aliviaw@dfwre.com](mailto:aliviaw@dfwre.com)





# International Partners

## ACOBIR

MetroTex signed an international Memorandum of Understanding (MOU) with the Asociación Panameña de Corredores y Promotores de Bienes Raíces (ACOBIR) in 2022.

## AMPI

Asociación Mexicana de Profesionales Inmobiliarios (AMPI) is the principal representative body for real estate practitioners, dedicated to promoting ethical and professional standards within the real estate industry in Mexico.

## CCCBR

MetroTex signed an international Memorandum of Understanding (MOU) with the Cámara Costarricense de Corredores de Bienes Raíces in 2019.

## CREA

The Canadian Real Estate Association (CREA) is one of Canada's largest single-industry associations. In collaboration, MetroTex and CREA consistently strive to enhance global networking opportunities, provide education, and elevate achievements within the international real estate sphere.

## NVM

As part of the global program through NAR, MetroTex was selected as the Ambassador Association to the Netherlands (NVM).



# Local Partners

## IRVING ECONOMIC DEVELOPMENT PARTNERSHIP

### ABoR

Austin Board of REALTORS®

### HAR

Houston Association of REALTORS®

### AREAA

Asian Real Estate Association of America

### NAREB

National Association of Real Estate Brokers

### NAHREP

National Association of Hispanic Real Estate Professionals

### TEXAS REALTORS®

Texas REALTORS®, State Association

## METROTEX AFFILIATE MEMBERS





# CIPS

## DESIGNATION

The Certified International Property Specialist (CIPS) designation is a prestigious credential awarded by NAR to real estate professionals who undergo specialized training in global real estate transactions. Essential for navigating the complexities of the international real estate market, CIPS provides practitioners with a comprehensive understanding of cross-cultural relationships, regional market conditions, currency and exchange rate issues, and the legal and tax implications inherent in global transactions. In a landscape where 74% of international leads stem from personal and business contacts, having a CIPS designation is crucial for real estate professionals aiming to best serve their clients. It equips them with the expertise needed to adeptly facilitate international buying, selling, and investing, ensuring they can navigate the intricacies of the global real estate market and provide unparalleled service to their clients on a global scale.

## METROTEX CIPS CLASSES

**24**  
**JULY**

8:30-5:00  
MetroTex HQ  
CIPS: Local Markets

**21**  
**AUGUST**

8:30-5:00  
MetroTex HQ  
CIPS:  
Transaction  
Tools

**25**  
**SEPTEMBER**

8:30-5:00  
MetroTex HQ  
CIPS: Americas  
and International  
Real Estate

**23**  
**OCTOBER**

8:30-5:00  
MetroTex HQ  
CIPS: Europe  
and International  
Real Estate

**20**  
**NOVEMBER**

8:30-5:00  
MetroTex HQ  
CIPS: Asia/Pacific  
and International  
Real Estate

# Resources

## METROTEX

Find information on local Global Events, the Global Advisory Group, International Reports, Global Education and more at [www.mymetrotex.com/global](http://www.mymetrotex.com/global).

## NAR

Find information on CIPS, Doing Business Globally, Global Ambassadors, Global Reports and more at [www.nar.realtor/global](http://www.nar.realtor/global).

## TEXAS REALTORS

Find information on Trade Missions, Global Resources, AMPI, Global Events, Global Education and more at [www.texasrealestate.com/members/specialties/global](http://www.texasrealestate.com/members/specialties/global).

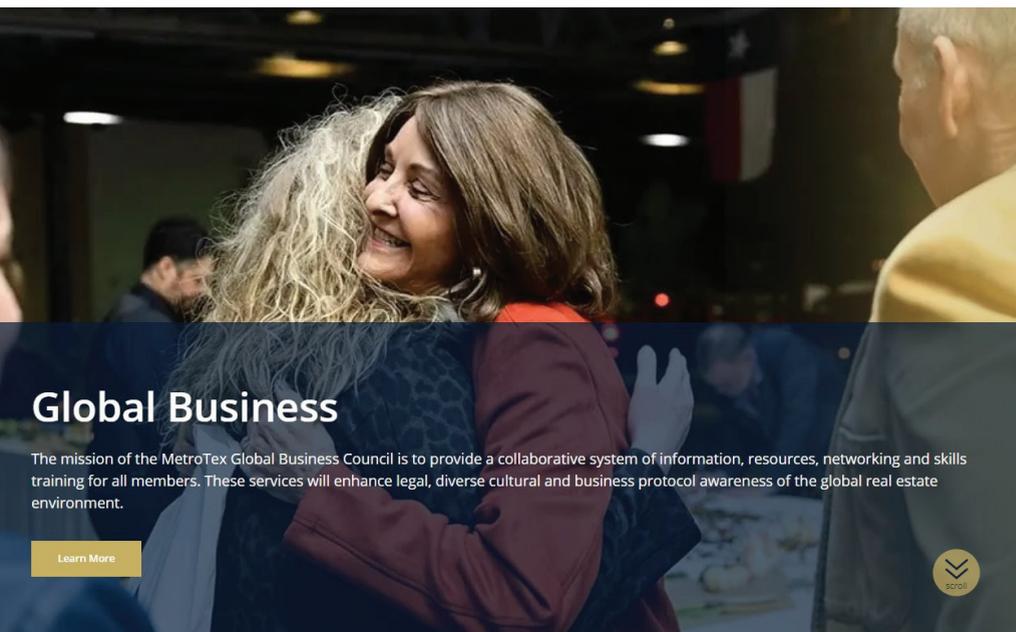


Access reports, newsletters, global practices, training resources, and more.



### NAR Region X Local Market Assessments: Louisiana and Texas

This assessment of local markets examines global market real estate opportunities in Louisiana and Texas.



## Global Business

The mission of the MetroTex Global Business Council is to provide a collaborative system of information, resources, networking and skills training for all members. These services will enhance legal, diverse cultural and business protocol awareness of the global real estate environment.

[Learn More](#)

### Quick Links

[Global Perspectives in Real Estate Newsletter](#)

[International Research Reports](#)

[Real Estate Practices Around the World](#)

[Realtor.com International](#)



Featured Global News

MetroTex Earns Platinum Global Achievement Award





## GET INVOLVED

[www.mymetrotex.com/global](http://www.mymetrotex.com/global)



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