

2025 Global Guide



**GLOBAL
ADVISORY
GROUP**

MT METROTEX
ASSOCIATION OF REALTORS



The Global Opportunity

What is Global?

Global Real Estate involves facilitating transactions, investments, and developments across international borders. It spans inbound, outbound, and commercial opportunities, demanding expertise in diverse cultural, legal, and economic landscapes. By connecting markets and fostering international collaboration, it drives cross-border real estate activity.

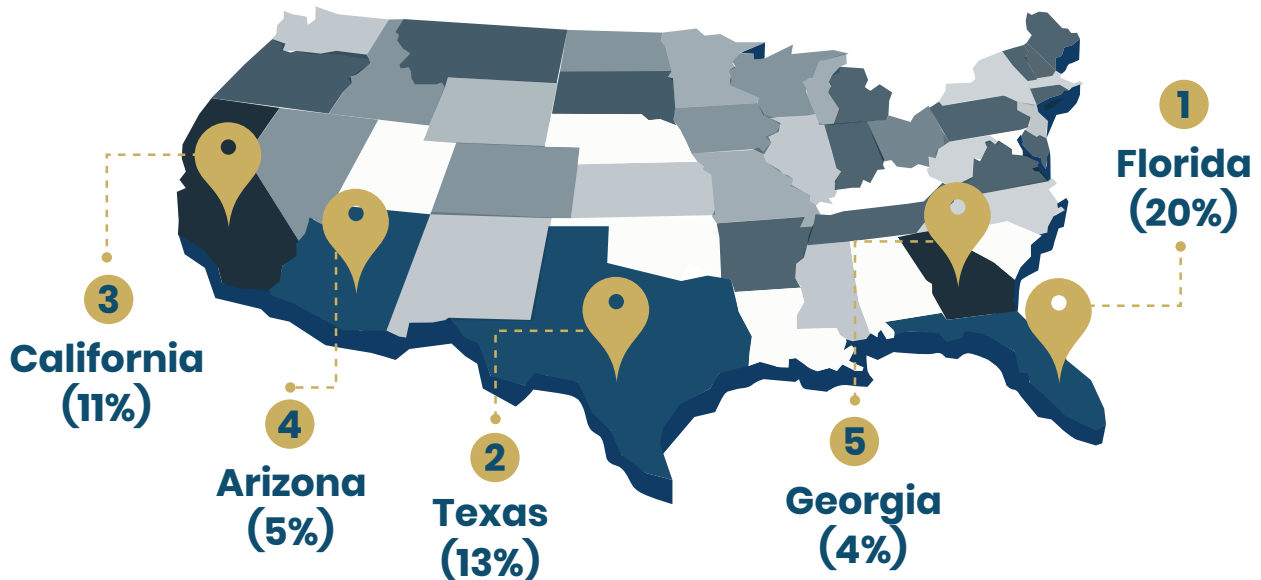
Purpose

Global real estate creates new opportunities, diversifies income, and expands your reach. Whether assisting clients relocating to the U.S. or investing abroad, it positions you as a trusted advisor in an evolving market. Commercial real estate further drives international growth, connecting businesses and investors with strategic opportunities worldwide. Engaging globally keeps you ahead in a dynamic industry.



Global Standing

Top Destinations for Foreign Buyers



Texas' Rankings Among Top 5 Foreign Buyers

- 1st in Mexico (42%)
- 2nd in India (13%)
- 3rd in Colombia (5%)
- 5th in Canada (4%)
- 5th in China (7%)

Region of Origin of Texas' Foreign Buyers

- Latin America/Caribbean (49%)
- Asia/Oceania (31%)
- Europe (9%)
- Africa (7%)
- North America (4%)



2024 Highlights

Canada

MetroTex hosted a mini trade mission with the Canadian Real Estate Association (CREA) and the Manitoba Real Estate Association (MREA), strengthening cross-border ties. During the visit, MetroTex signed an MOU with MREA to enhance communication, share market insights, and exchange real estate protocols.

AMPI

MetroTex and NAHREP Dallas welcomed ten AMPI (Asociación Mexicana de Profesionales Inmobiliarios) members for an immersive DFW experience. The visit showcased local properties, culture, and business opportunities, complete with Texas BBQ and an FC Dallas game.

Congreso

The AMPI Congreso, AMPI's premier annual conference, united top agents, industry leaders, and international partners. Over 30 Texas professionals attended, gaining insights and expanding global connections.



Playa del Carmen

Travis-Lee Moore led a trade mission to Mexico's Yucatán Peninsula, featuring property tours, networking, and cultural experiences in Playa del Carmen and Tulum. Highlights included visits to the Tulum International Airport, Tren Maya station, and a sunset catamaran cruise.

NAR Global Achievement Award

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 for the second year in a row to earn the Platinum Award!



Member Highlights

Ed Eakin

2024 CIPS Excellence Award, NAR Global Ambassador to Trinidad and Tobago, Belize, Barbados

Ed's leadership in international real estate is evident in his training of 200+ CIPS designees in Texas and his strong global connections. As the leader of the Eakin Group at Compass, he has helped many of his students debut at the AMPI conference in Mazatlán, where they engaged with Mexican REALTORS® and expanded international opportunities. Appointed as a NAR Global Ambassador for Belize, Barbados, and Trinidad & Tobago, he continues to strengthen international partnerships and industry collaboration. Ed also plays a key role in integrating international REALTORS® at NAR NXT, connecting global associations with U.S. counterparts to support ongoing growth and exchange.

Ruth Romero

2024 MetroTex Vanguard Award Winner

Ruth, of Great Western Realty, is a passionate advocate for diversity, global real estate, and community service. Through MetroTex's Diversity and Global Advisory Groups, she has inspired others and even traveled to Mexico on a mission trip to support survivors of sex trafficking, demonstrating her deep commitment to making a difference.



Member Highlights

Betty Arguello

NAR Global Ambassador to Peru, Bolivia, Ecuador

Betty continues to make a lasting impact as NAR's Global Ambassador for Peru, Bolivia, and Ecuador. Through webinars, international events, and industry collaboration, she helps real estate professionals expand their global knowledge and connections. In 2024, her leadership and international engagement further strengthened ties between MetroTex and Latin America. Betty's dedication to professional growth and global partnerships continues to enhance NAR's presence in the region, creating new opportunities for real estate professionals worldwide.

Brenda Taylor

NAR Global Ambassador to Mexico, Guatemala, Honduras

Brenda is a global real estate expert with 20+ years of experience, specializing in international markets and transactions. As NAR's Global Ambassador for Mexico, Guatemala, and Honduras, she fosters international cooperation and connects buyers, sellers, and investors. She leads the top-producing Global Group at RE/MAX Dallas Suburbs and holds CIPS and RSPS designations. In 2025, Brenda will serve as Vice Chair of NAR's Global Business Councils Forum, continuing her leadership in global real estate and helping professionals expand their reach in an interconnected market.





Certified International Property Specialist

CIPS DESIGNATION

Unlock global real estate opportunities through the CIPS designation, catering to diverse audiences such as international investors, U.S. residents exploring new markets, and local clients eyeing overseas property investments. The CIPS designation equips you with essential knowledge, research capabilities, a valuable network, and tools for business expansion. Access the exclusive CIPS Network, a community of 4,000+ real estate professionals across 50 countries, reserved for CIPS-designated members of the National Association of REALTORS®, establishing you as a trusted guide for global market navigation.

COURSE CURRICULUM

The CIPS course curriculum offers you hands-on experience, with five full days of study focusing on critical aspects of international transactions.

07/23

Local Markets

08/07

Transaction Tools

09/03

The Americas

10/07

Europe

11/04

Asia/Pacific

CIPS Testimonials

“Leveraging a global network has been a game-changer for my career, not just in real estate but across other investments and cultural opportunities.” — **Almeida “AT” Atila**

“In an ever-evolving market, having a CIPS designation truly sets me apart, showcasing my commitment to excellence and expertise in international real estate.” — **Joel Betancourth**

“My CIPS designation has not only opened doors to international opportunities but has also brought consistent referrals for properties across the great state of Texas.” — **Ed Eakin**

“Earning the CIPS designation has helped me connect with other designees around the world, expand my network, and grow my business!” — **T.J. Edmond**

“Being plugged into the international CIPS community has been such a great place to network with other like-minded folks who are doing business beyond the borders of Texas and the US.” — **Travis-Lee Moore**

“This global connection has opened countless doors, allowing me to take my clients to stunning destinations with opportunities to purchase properties.” — **Marion Napoleon**

“My CIPS credentials serve as a testament to my expertise and professionalism, building trust and confidence with both domestic and international clients.” — **Brenda Taylor**



Start Today! Download the guide to earning your CIPS designation.

2025 Global Advisory Group



TRAVIS-LEE MOORE
(CHAIR)

Compass
CIPS, GRI, C2EX, CHMS, TRLP,
AHWD, HHS, LHMS, RSPS, ABR



MARION NAPOLEON
(VICE CHAIR)

Unlimited Realty Solutions
ABR, AHWD, C2EX, CIPS, CPRES, CRB,
ePRO, GREEN, GRI, PSA, REI, RENE, REO,
RSPS, SFR, SRS, SRES, TAHS, TRLP



ALMEIDA "AT" ATILA

Coldwell Banker



JOEL BETANCOURTH

JB Real Estate Group, LLC
CIPS, RENE, ABR, SRS, SRES,
AHWD, GRI, TRLP



BRENDA COLOMA

Let's Fly CREW | Commercial
Real Estate Worldwide
CCIM



ED EAKIN

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



TJ EDMOND

Engel & Völkers Dallas Park Cities
Engel & Völkers Atlanta
CIPS, ABR



HANNE SAGALOWSKY

Dave Perry-Miller
GRI, CRS, ABR, CIPS, SRES,
C2EX, ePRO



BRENDA TAYLOR

RE/MAX
CIPS, AHWD, RSPS, ePRO,
RENE, TRLP, C2EX, ABR



2025 Business Plan

Business Goals

- Goal 1:** Define the parameters of global real estate and promote greater member involvement and awareness of trade missions.
- Goal 2:** Boost awareness of the CIPS designation to the members and grow the number of certified designees to 20.
- Goal 3:** Achieve the NAR Global Achievement Award at the Platinum level for the third consecutive year.

Action Plan

Goal 1:

- Research and define “global real estate”, then promote the definition on marketing materials such as the Global Guide.
- Promote trade missions by developing a marketing plan to advertise upcoming trade missions via newsletters, social media, and events.

Goal 2:

- Feature CIPS information prominently on the website, in newsletters, and during member events.
- Incentivize the designation by offering recognition for newly certified designees.

Goal 3:

- Increase member participation in global programs by creating a dedicated campaign that highlights the importance of international business.
- Maintain detailed records of all global initiatives, member engagement, and outcomes.

Note: *Advisory Group members can help secure sponsors but cannot make commitments on behalf of the Association. Prospective sponsors should be directed to contact the staff liaison.*



2025 Global Events Schedule



02/06 – 02/08	TR Winter Meeting in Austin
02/14	Global AG Meeting
03/13	Global Symposium #1
04/03	Global Networking
04/04	Global AG Meeting
05/06	Texas Connects: Global Real Estate and Reposado
06/01 – 06/05	NAR Legislative in DC
06/06	Global AG Meeting
06/26	Resort & Second-Home Property Specialist (RSPS)
07/23	CIPS Local Markets
08/01	Global AG Meeting
08/07	CIPS Transaction Tools
08/21 – 08/23	TR Shaping Texas in Houston
09/03	CIPS The Americas
10/03	Global AG Meeting
10/07	CIPS Europe
10/22 – 10/24	AMPI Congreso in Chihuahua
10/27 – 10/30	Maya Riviera Trade Mission
11/04	CIPS Asia/Pacific
11/10 – 11/13	Inbound Trade Mission
11/14 – 11/16	NAR NXT in Houston
12/05	Global AG Meeting



Local Partners

ABoR

Austin Board of REALTORS®

AREAA DFW

Asian Real Estate Association of America Dallas-Fort Worth Chapter

HAR

Houston Association of REALTORS®

IEDP

Irving Economic Development Partnership

NAHREP Dallas

National Association of Hispanic Real Estate Professionals Dallas

NAREB Dallas

National Association of Real Estate Brokers Dallas

Texas REALTORS®

MetroTex Affiliate Members



IRVING ECONOMIC
DEVELOPMENT
PARTNERSHIP



Global Partners

ACOBIR

The Asociación Panameña de Corredores y Promotores de Bienes Raíces (ACOBIR) is Panama's leading real estate association, promoting industry growth and professional standards. A 2022 Memorandum of Understanding (MOU) with MetroTex enhances international collaboration and opportunities.

AMPI

Asociación Mexicana de Profesionales Inmobiliarios (AMPI) is Mexico's leading real estate association, dedicated to upholding ethical and professional standards. Through a Memorandum of Understanding (MOU) with MetroTex, this partnership enhances cross-border collaboration and professional exchange.

CREA & MREA

MetroTex has a Memorandum of Understanding (MOU) with the Manitoba Real Estate Association (MREA) and plans to sign one with the Canadian Real Estate Association (CREA), Canada's largest real estate organization. These partnerships expand global networking, education, and cross-border opportunities.

NVM

As part of NAR's global program, MetroTex was honored to be selected as the Ambassador Association to the Netherlands (NVM), a prestigious designation that fosters international collaboration and strengthens professional ties between the two organizations.



Resources

MetroTex Association of REALTORS®

Find information on local Global Events, the Global Advisory Group, International Reports, Global Education and more at www.mymetrotex.com/global.

Texas REALTORS®

Find information on Trade Missions, Global Resources, AMPI, Global Events, Global Education and more at www.texasrealestate.com/members/specialties/global.

National Association of REALTORS®

Find information on CIPS, Doing Business Globally, Global Ambassadors, Global Reports and more at www.nar.realtor/global.



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

Questions? Contact Us!

professionaldevelopment@dfwre.com or 214-540-2711