



2025 GLOBAL HANDBOOK



THINK GLOBALLY, THRIVE LOCALLY

In today's interconnected world, real estate knows no borders—and neither do we. ABoR Global is your gateway to a world of opportunity, empowering real estate professionals to thrive in an increasingly global marketplace. By fostering cross-cultural relationships, supporting economic development, and showcasing the vibrant diversity of Central Texas, we help our members and their clients seamlessly navigate international real estate transactions.

From cutting-edge global market data and premier education to exclusive networking, mentorship, and business-building resources, ABoR Global provides the tools you need to stay ahead in an evolving industry. Whether you're expanding your business internationally or serving globally minded clients right here at home, we ensure you have the competitive edge to succeed—because at ABoR Global, the world is at your doorstep.

No matter where you are in your global real estate journey, ABoR Global offers the platform to grow, lead, and thrive. The world is waiting—how will you get involved?

**Join the Global
Business Alliance**



2025 GLOBAL ADVISORS



**JILL
ROSE**

Global Advisory, Chair
Maison Global Realty



**SOCAR
CHATMON-THOMAS**

Global Advisory, Vice Chair
Elegant Estates Realty & Auctions



**DIVYAKSH "DAVE"
KAPUR**

Global Advisory, Past Chair
All City Real Estate Ltd Co



WILLIAM PHARIS

Global Advisory, Past Chair
Great Western Realty



ROLAND PÉNA

Senior Vice President, Global
Investment and Innovation
Opportunity Austin

2025 GLOBAL PRIORITIES

ABoR Global is committed to elevating the global real estate industry through data-driven insights, advanced education, strategic partnerships, and robust international collaboration. Our mission is to set the standard for global excellence while creating opportunities for our members to expand their reach and expertise in international real estate.

#1 TECHNOLOGY & DATA FOR THE GLOBAL PROFESSIONAL

Our data technology and tools empower real estate professionals in Central Texas with invaluable insights into international home-buying practices, ensuring they are well-equipped to thrive in the global market with an eye toward the future.

#2 EMPOWER EDUCATION ADVANCEMENT

The recommended educational career pathway equips members with the knowledge, skills, and credentials to succeed in international real estate. This educational track includes globally recognized designations, certifications, and endorsements to fuel professional growth:

- Certified International Property Specialist (CIPS)
- NAR GREEN (GREEN)
- At Home with Diversity (AHWD)
- Resort and Second Home Property Specialist (RSPS)
- Introduction to Commercial Sales & Commercial Sales Contracts 101
- C2EX – Commitment to Excellence

By forging a structured learning journey, ABoR Global ensures its members are empowered to build, expand, and master their global real estate business.



#3 CULTIVATE GLOBAL CONNECTIONS LOCALLY

Host networking events, professional exchanges, and market-driven programming to create a dynamic hub for global engagement. Through the ABoR Global Business Alliance (GBA), Global Ambassadors, and Global Advisory, we will provide high-impact platforms for members to forge strategic relationships and expand their international reach.

#4 FORGE ALLIANCES WITH LOCAL CHAMBERS & ORGANIZATIONS

Strengthen engagement with local and regional economic organizations to drive international investment and business opportunities. By partnering with local chambers of commerce, economic development agencies, and global business organizations, we will:

- Facilitate inbound and outbound relocation tours
- Support cross-border economic development strategies
- Promote foreign investment initiatives

#5 FORGE STRONG GLOBAL PROFESSIONAL PARTNERSHIPS

Expand and deepen international alliances through Memorandums of Understanding (MOUs) with leading North American and global real estate organizations:

- The Canadian Real Estate Association (CREA)
- Asociación Mexicana de Profesionales Inmobiliarios (AMPI)
- Institute of Professional Auctioneers & Valuers (IPAV) – Ireland

As a National Association of REALTORS® Ambassador Association, ABoR Global continues to lead cross-border collaborations that create value, strengthen industry ties, and enhance opportunities for our members.

#6 INTERNATIONAL CONFERENCES CALENDAR & ATTENDANCE

Create awareness of international real estate conferences held around the world. Facilitate attending and hosting key global real estate conferences annually strategically selected to:

- Expand our members' global footprint
- Strengthen relationships with international partners
- Promote international investment opportunities

#7 THE FUTURE OF ABOR GLOBAL: ELEVATING EXCELLENCE, EXPANDING EFFECT

The Austin Board of REALTORS® Global has consistently raised the bar, achieving the NAR Global Achievement Diamond Award in 2024 after holding Platinum status since 2019. But this is just the beginning.

We are not just participants in the global real estate landscape—we are leaders driving innovation, forging powerful cross-border partnerships, and setting the diamond standard for international collaboration.

The future of ABoR Global is one of growth, influence, and impact as we:

- Push boundaries
- Build stronger networks
- Create new opportunities for our members worldwide



EXPAND YOUR REACH WITH ABoR GLOBAL



At ABoR Global, opportunity isn't just something we talk about—it's something we create. Whether you're looking to build international connections, strengthen your expertise, or take on a leadership role in the global real estate space, we have a place for you.



The **Global Business Alliance Network (ABoR GBA)** is the heartbeat of our program—a dynamic community of REALTOR® members, affiliates, and industry allies who are passionate about global real estate. By joining, you gain access to exclusive networking, market insights, and collaboration opportunities that position you for success in an increasingly interconnected world.



For those ready to take their global engagement a step further, the ABoR **Global Ambassadors program** offers a leadership pathway. Ambassadors serve as key liaisons between ABoR and local international organizations, leveraging their CIPS expertise and cultural knowledge to facilitate meaningful connections and market intelligence.



Driving the strategic vision of ABoR Global is our Global Advisory group, a select team of leaders who shape and oversee our award-winning global initiatives. This elite group ensures that our programs, partnerships, and resources continue to provide unmatched value to our members.

ABOR GLOBAL AMBASSADORS

William Boyd

Compass RE Texas, LLC
Opportunity Austin

Gulay Bozdog

Keller Williams Realty
Turkey & Greece

Inelda Brown

International Realty Brokers
Panama & Dominican Republic

Stacy Brunson

Kuper Sotheby's International
Realty
Canada & Canadian Real Estate
Association

Kristie Bryant

Keller Williams Realty
Austin Sister Cities International

Azucena "Suzie" Castillo

Global Collective Real Estate
Great Austin Hispanic Chamber
of Commerce

Charles Clay

Clay Enterprises
Brazil

Enid Cleland

Luxe Portfolio
Houston Association of
REALTORS®

Kevin Cloud

@properties Christie's
International
National Association of Hispanic
Real Estate Professionals

Jackie Nyambura Everett

eXp Realty, LLC
Caribbean

Elyas Falah

SKTX Inc
Middle East

Joseph Gage

Bramlett Partners
Belgium

Cindy Garcia

Bolanos Realty
Columbia

Ian Grimes

Kuper Sotheby's
International Realty
Ireland & Institute of Professional
Auctioneers & Valuers

Sherry Harrison

Berkshire Hathaway TX Realty
Portugal

Susie Kang

Joa Realty
Korea

ABOR GLOBAL AMBASSADORS

Sudhakar Karumuri

SKTX Inc
India

Robert Kellogg

Compass RE Texas, LLC
Young Professional
Network

Nancy LaBarbiera

SoundCity Properties
European American
Chamber of Commerce
of Texas

Sam Lee

Compass RE Texas, LLC
University International
Programs

Charlotte Lipscomb

Compass RE Texas, LLC
United Kingdom

Sabine McCalla

Berkshire Hathaway TX
Realty
Switzerland & Austria

Elizabeth Michael

Bramlett Partners
MetroTex Global

Lara Pavanelli

Compass RE Texas, LLC
Italy

Alina Pitu

eXp Realty, LLC
Romania

Liliia Solomicheva

Pure Realty
Ukraine

Steve Takata

Pure Realty
Costa Rica

Matthias Thiele

eXp Realty. LLC
Germany

Memo Vargas

eXp Realty, LLC
Mexico & Asociación Mexicana
de Profesionales Inmobiliarios

Ana Villarreal

Pinnacle Realty Advisors
Spain

Amani Wang

eXp Realty
United Arab Emirates

Patricia Williams

NextHome Modern
Philippines

GLOBAL ADVISORY & GLOBAL AMBASSADOR RESPONSIBILITIES

REGULAR COMMUNICATION

Ambassadors maintain ongoing communication with ABoR Global Staff and the ABoR Global Advisory Group, discussing pertinent aspects of ABoR's relationship with their assigned country, which includes real estate market insights.

PARTICIPATION

Global Advisors and Global Ambassadors are encouraged to attend their assigned country's local annual meetings or conventions. Ambassadors convene at least quarterly, either in person or virtually. Their attendance at ABoR global initiatives, such as ABoR Global Congress, forums is encouraged.

COLLABORATION AND INTRODUCTIONS

Global Ambassadors provide economic insights about their assigned country or entity during ABoR Global Ambassador meetings. Global Ambassadors should be prepared to share relevant information about their country's real estate industry with interested ABoR members. Their contact details will be accessible on ABoR.com/Global.

HOSTING & ATTENDING DELEGATIONS

Ambassadors are expected to attend/host international delegations sponsored by ABoR, participating in special global meetings and events and guiding ABoR staff and members during relevant activities.

FINANCIAL RESPONSIBILITY

Unless pre-approved in writing, Ambassadors are responsible for their travel expenses.

**Join the Global
Business Alliance**



ENGAGE GLOBALLY: OPPORTUNITIES AT LOCAL, STATE, AND NATIONAL LEVELS

Discover diverse ways to get involved in global real estate, from local associations to national initiatives. Learn how to expand your network, enhance your expertise, and contribute to international business opportunities through community programs, state-wide collaborations, and national organizations.

Local – Austin Board of REALTORS® (ABoR)

ABoR Global Advisory Group – Limited annual openings for former Global Ambassadors or international business specialists.

ABoR Global Business Alliance – Open network free members for ABoR members, available anytime.

ABoR Global Ambassador Program – Applications as part of Volunteer Call in September, with a one-year term announced at year-end. More details at UnlockMLS.com/Global

State – Texas REALTORS®

Texas REALTORS® Global Committee – Volunteer applications open in April. Learn more at Texasrealestate.com/members/specialties/global/

National – National Association of REALTORS® (NAR)

NAR Committee Opportunities – Applications open in March and close in May, with appointments announced generally before NARNXT each year.

Global Business and Alliances Committee

Global Business Councils Forum

Global Alliances Advisory Board

CIPS Advisory Board

Pro-tip: Before applying, ensure your NAR Expertise Profile is up to date.

FORGING GLOBAL PARTNERSHIPS



Canada & Austin – A Strategic Global Partnership

Since June 2020, ABoR and CREA have built a strong and dynamic Memorandum of Understanding (MOU), serving as a foundation for meaningful cross-border collaboration. This partnership goes beyond networking—it's about empowering real estate professionals in both countries through education, market insights, and global business opportunities.

Together, we have successfully:

- Expanded access to the Certified International Property Specialist (CIPS) designation, welcoming members from both the U.S. and Canada at joint **CIPS Institute**.
- Co-hosted **The Great Canadian Road Trip** virtual series, providing valuable real estate insights across borders.
- Launched the first-ever in-person **Great Canadian Road Trip-LIVE in Calgary (2023)**, strengthening international relationships.
- Brought the **North American Global Congress to Austin, Texas**, further deepening collaboration and global engagement.



FORGING GLOBAL PARTNERSHIPS



ABoR's Role as an Ambassador Association to Ireland

In 2020, the Austin Board of REALTORS® (ABoR) was named a National Association of REALTORS® (NAR) **Ambassador Association to Ireland**—one of only 44 such designations worldwide. This honor reflects ABoR's ongoing commitment to global engagement and its strategic partnership with the Institute of Professional Auctioneers & Valuers (IPAV), formalized in 2015.

As a global bridge between Texas and Ireland, ABoR supports cross-border collaboration through initiatives such as annual participation in the **IPAV Conference and Dinner**, the **"Choose Your Brew with Ireland"** dialogue series, quarterly meetings with NAR Global Leaders, and contributions to the Global Alliances Advisory Board.

These efforts foster international best practices, professional exchange, and expanded market access for real estate professionals in both countries.



FORGING GLOBAL PARTNERSHIPS



ABoR's Engagement with AMPI and Its Growing Importance

The Austin Board of REALTORS® (ABoR) is strengthening its international ties through a renewed partnership with the **Asociación Mexicana de Profesionales Inmobiliarios (AMPI)** and NAR en Español. Initially signed in 2022, the Memorandum of Understanding (MOU) was renewed in May 2024 to promote professional training, shared resources, and cross-border referral business between the U.S. and Mexico.

A key milestone will be ABoR's participation in the **AMPI National Real Estate Congreso, which will be held October 22–24, 2025, in Chihuahua, Mexico**—an event that offers high-level networking, business development, and market insights.

As U.S.–Mexico real estate activity grows, this collaboration ensures ABoR members stay competitive through exclusive training, referral networks, and a deeper understanding of international transactions. ABoR remains committed to advancing global business development and professional excellence.



ABOR GLOBAL MEMBER BENEFITS

2024 Central Texas International Homebuyers Report

Dive into the 2024 Central Texas International Homebuyers Report to discover international homebuying trends, the top five countries of origin, demographic information, and more.



Access all
benefits &
resources!

Top 15 Things Every Foreign Client Should Consider

Have clients thinking about buying property in the U.S.? Use this resource to help them navigate the process.

On-Demand Micro-Education Series: Global Mastermind Series

Dee Dee Ohara-Blizard and Kellee Buhler of Global Girls Collaboration to discuss mastering cultural competence, building your dream team, and leveraging tech for success.

On-Demand Micro-Education Series: Navigating U.S. Immigration Pathways

Immigration Attorney Jason Finkelman offers expert tips for international students, expats, and entrepreneurs navigating life and business in a new country.



Global Business Alliance Network Hours

Don't miss our GBA Network Hours every third Thursday. Connect, collaborate, and elevate your real estate expertise with fellow global agents.



Join us in person
at the next GBA
Network Hour!

WHY GLOBAL?

The Key to Expanding a REALTOR®'s Business

In today's interconnected world, global real estate opportunities are essential for REALTORS® looking to expand their business. International buyers and investors bring significant economic value, creating demand for residential and commercial properties. A global perspective helps REALTORS® access new client pools, establish cross-border partnerships, and stay competitive in a dynamic market. By understanding international trends, foreign investment flows, and cultural nuances, real estate professionals can position themselves as trusted advisors in an increasingly globalized industry.

Foreign Investment in Central Texas, Texas, and the U.S.

Central Texas (Austin-Round Rock-Georgetown MSA)

- **Total Foreign Investment:** \$618 million (3% of total sales volume)
- **Top Buyer Origins:** Mexico (20%), India (17%), Canada (7%), China (5%), Brazil (5%)
- **Median Purchase Price:** \$577,778
- **Primary Residence vs. Investment:** 59% primary residences, 30% rental properties



**Download NAR's
2024 International
Transactions in U.S.
Residential Real
Estate Report**

Texas

- **Total Foreign Buyer Purchases:** 6,900 homes (\$3.5 billion)
- **Top Buyer Origins:** Mexico (37%), India (9%), China (6%), Canada (4%), UK (3%)
- **All-Cash Transactions:** 43%
- **Top Destinations:** Houston, Dallas-Fort Worth, Austin

United States

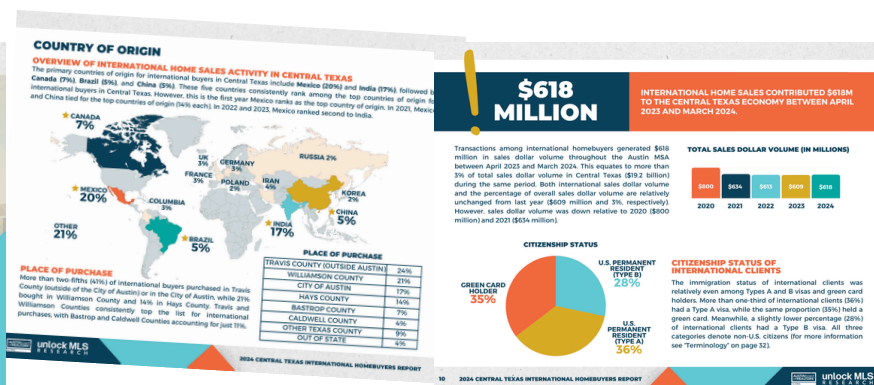
- **Total Foreign Investment:** \$53.3 billion
- **Top Buyer Origins:** China (\$13.6B), Mexico (\$4.2B), Canada (\$6.6B), India (\$3.4B), Colombia (\$0.9B)
- **Top States for Foreign Buyers:** Florida (23%), California (12%), Texas (12%), North Carolina (4%), Arizona (4%)



Central Texas International Homebuyers Report

- **Total Foreign Investment:** \$618 million
- **Top Buyer Origins:** The primary countries of origin for international buyers in Central Texas include Mexico (20%) and India (17%), followed by Canada (7%), Brazil (5%), and China (5%).

Download NAR's
2024 Central Texas
International Report



Global real estate is not just an opportunity—it's a necessity for REALTORS® who want to grow their business, increase revenue, and serve a diverse clientele in a competitive market.











#ABORGBA NETWORK HOUR

EVERY THIRD THURSDAY
OF EACH MONTH



MISSION STATEMENT

To promote global education, partnerships, and networking opportunities to help members increase awareness, knowledge, and success in the global real estate arena.



Questions or inquiries? Please contact:

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