

THINK GLOBALLY THRIVE LOCALLY



2023 GLOBAL HANDBOOK



MISSION STATEMENT

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

2023 Global Advisors



CHARLES CLAY
Global Advisory, Chair
Austin Board of REALTORS®



RÉGINE NELSON
Global Advisory, Vice Chair
Austin Board of REALTORS®



JEFRE OUTLAW
Global Advisory, Past Chair
Austin Board of REALTORS®



DIVYAKSH KAPUR
Global Advisory
Austin Board of REALTORS®



JASON FINKELMAN
Immigration Attorney
Finkelman Law

**Meet the 2023
ABoR Global
Ambassadors**



THINK GLOBALLY, THRIVE LOCALLY

ABoR Global strives to broaden our multicultural relationships, support economic development efforts, and showcase our incredibly diverse and culturally rich Central Texas region.

We offer a continually expanding suite of global data, education, programming, resources, networking, and mentoring opportunities that strengthen our members' global and local businesses and help them maintain a competitive edge to enable our members and their clients to easily navigate the global real estate market and grow their businesses more efficiently.



Global Business Alliance

ABOR GLOBAL VOLUNTEERS

The heart of our program is our Global Business Alliance Network (ABoR GBA), a community of REALTOR® members, affiliated members, and friends of ABoR Global who are passionate about the global real estate market.

The Global Advisory group develops and oversees ABoR's award-winning Global Program initiatives in partnership with staff. The Global Advisory comprises a Chair, Vice-Chair, Past Chair, and two Global Ambassadors.

The ABoR Global Ambassadors are selected to liaise with local organizations representing their assigned country or entity. They are generally CIPS designees with a working knowledge of the culture and language of the country they represent. In addition, ABoR Global Ambassadors provide insight into emerging real estate strategies, trends, and resources within their respective focus. The application process is held during the annual Volunteer Call each fall.

UNLOCKING ABoR GBA'S KEY OFFERINGS

ABoR Global is among the country's leading global real estate councils, delivering award-winning programming, education, and tools that position REALTORS® to better serve international buyers, sellers, and investors.

DATA

Our data offerings 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.

EDUCATION

We are committed to the continuous growth of our REALTORS® by providing a diverse range of career path opportunities. Global education recommendations include the CIPS, GREEN, AHWD, RSPS, Commercial 101, and C2EX, to enhance their professional skills.

PROGRAMMING

Our programs are strategically designed to enhance agents' business portfolios, offering practical and foundational international expertise that opens doors to new opportunities in the real estate industry.

NETWORKING

We facilitate meaningful connections through both in-person and virtual networking events, fostering the exchange of experiences and insights among real estate agents, ultimately strengthening their global business endeavors.

MENTORING

We cultivate a culture of mentorship within the ABoR Global Business Alliance, empowering members to excel in business development and succeed in foreign markets, ultimately elevating the standard of services to buyers and sellers internationally.

GLOBAL “BIG ROCKS” GOALS

#1 GATHER GLOBAL DATA

Produce an annual international survey that will provide a foundation to provide impactful insights for the Central Texas region. The Central Texas International Homebuyers Report is released annually for our members, consumers, and real estate marketplace.



#2 EMPOWER EDUCATION ADVANCEMENT

Forge a global educational career path recommendation laying the foundation for excellence. This global pathway includes designations, certifications, and an endorsement, propelling our members toward unparalleled growth and mastery in building a global business.

- Certified International Property Specialist (CIPS)
- NAR GREEN (GREEN)
- At Home with Diversity (AHWD)
- Resort and Second Home (RSPS)
- Commercial 101
- C2EX–fuel the evolution of global real estate professionals



#3 CULTIVATE GLOBAL CONNECTIONS

Spearhead an array of dynamic domestic and global programming endeavors, fostering a nexus for networking, knowledge exchange, and collaborative synergy within the realm of industry professionals.

Host networking events in collaboration with the Global Business Alliance (ABoR GBA), ABoR Global Ambassadors, and ABoR Global Advisory to serve as dynamic platforms for fostering vital connections.

#4 FORGE STRONG GLOBAL PARTNERSHIPS

Memorandums of Understanding (MOUs) Dedicated to bolstering our strategic partnerships and nurturing our global relationships with crucial North American organizations. These include The Canadian Real Estate Association (CREA) and the Asociación Mexicana de Profesionales Inmobiliarios (AMPI).

Ambassador Association Our enduring affiliation with Ireland holds a special place, as we maintain a bilateral agreement with the Institute of Professional Auctioneers (IPAV) headquartered in Dublin, Ireland. We proudly serve as just one of forty-four National Associations of REALTORS® Ambassador Associations.

#5 OUTBOUND & INBOUND FAMILIARIZATION (FAM TOURS)

Attend or host an annual international real estate conference determined by the needs of the association and its membership. Promote international real estate conferences where member attendance would be valuable in expanding our members' global footprint.



#6 FORGE ALLIANCES WITH LOCAL CHAMBERS & ORGANIZATIONS

Partner closely with local chambers and organizations, actively engaging in inbound and outbound relocation tours, propelling economic development, driving foreign direct investment endeavors, and championing various collaborative initiatives.

#7 ELEVATE PLATINUM COUNCILS' GLOBAL IMPACT

Uphold or surpass the esteemed Global Achievement Award status for Platinum Councils. Pave the year with a #RoadtoDiamond path, enriching member benefits and unveiling a transformative ABoR Global Advisory and ABoR Global Ambassador mentorship program. Activate Global Ambassadors, securing their participation through spokesperson media training. Amplifying resource creation and member support, furnishing downloadable materials that support members in global real estate pursuits.



VOLUNTEER CALL

Engage Globally: Opportunities at Local, State, National levels and explore various avenues for global involvement

National Association of REALTORS® (NAR) Committee Opportunities: NAR volunteer applications open annually in March, with submissions closing in May. Appointments for the following year are made in September. Prior to applying, ensure you have completed your NAR Expertise Profile. Consider committees such as:

- Global Business and Alliances Committee
- Global Business Councils Forum
- Global Alliances Advisory Board
- CIPS Advisory Board

Volunteer Call

Texas Realtors® Global Committee: Keep an eye out for the Texas REALTORS® Committee call each April. Learn more at TR Global Committee.
<https://www.texasrealestate.com/members/specialties/global/>

ABoR Global Ambassador Program: Applications are accepted annually from September 15 to October 15. The roster is announced at year-end, and the term spans one calendar year. Explore more about ABoR Global Ambassadors at www.abor.com/global.

ABoR Global Advisory Group: Typically, one position opens each year, with members chosen from former Global Ambassadors or specialists in international business outside of the ABoR membership.

ABoR Global Business Alliance: An open network with free membership available at any time as an ABoR member benefit.



Global Business Alliance

GLOBAL STRATEGIC PARTNERS

ABoR Global Business Alliance fosters robust member engagement through strategic partnerships with various organizations, including:

LOCAL INTERNATIONAL ORGANIZATIONS

Consulate General of Ireland

Consulate General of Mexico

ABoR Affiliate Members

AREAA (Asian Real Estate Association of America)

AYREP (Austin Young Real Estate Professionals)

AAREB (Black REALTISTS® of Central Texas)

LGBTQ+ Real Estate Alliance

NAHREP (National Association of Hispanic Real Estate Professionals)

Women's Council of REALTORS® (WCR)

COMMERCIAL GROUPS, INCLUDING:

Central Texas Commercial Association of REALTORS® (CTCAR)

Certified Commercial Investment Member (CCIM)

Society of Industrial and Office Realtors (SIOR)

COLLEGES AND UNIVERSITIES WITH INTERNATIONAL PROGRAMS

LOCAL CHAMBERS AND GLOBAL-FOCUSED GROUPS

Local chambers and global-focused groups like the Austin Regional Chamber's Global Technology and Innovation division, Alliance Française d'Austin, Austin Korean Real Estate Association, Austin LGBT Chamber of Commerce, Greater Austin Asian Chamber of Commerce, Greater Austin Black Chamber, Greater Austin Hispanic Chamber of Commerce, Italy-American Chamber of Commerce Texas, Swedish American Chamber of Commerce Texas, City of Austin Global Business Expansion division, Austin Sister Cities International, and Opportunity Austin.

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, including 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.



Global Business Alliance

FORGING GLOBAL PARTNERSHIPS



MOU PARTNER

The Canada Real Estate Association (CREA) and the Austin Board of Realtors (ABoR) forged a robust Memorandum of Understanding in June 2020, which continues to be a cornerstone as both entities forge cross-border partnerships. In addition to keeping abreast of evolving market dynamics, they engage in collaborative endeavors, and foster connections through networking events.



In 2020, the Austin Board of REALTORS® was chosen as an Ambassador Association to Ireland, a part of its global program with the Institute of Professional Auctioneers & Valuers. This selection is significant, considering there are just five NAR Global Coordinators overseeing 24 NAR Global Ambassadors among 105 Partner Associations spanning 85 countries, collectively representing about seven million real estate professionals. The Austin Board of REALTORS® Global Business Alliance is one of over 130 such councils across 28 states.



MOU PARTNER

To strengthen our collaboration with AMPI and mark Hispanic Heritage Month, ABoR signed an MOU on September 30, 2022. Similar to our agreements with CREA and IPAV, this partnership with AMPI will foster cross-border cooperation, facilitate information exchange, enhance professionalism, and expand educational opportunities for our members. This aligns with our ongoing mission to promote mutual understanding between real estate professionals in México and Texas and facilitate cross-border referrals.

WHY GLOBAL?

As the state capital of Texas, Austin has some distinct advantages. Central Texas has become quite the hotspot within the State of Texas, catching the attention of international investors and homebuyers drawn to its resilient and diverse economy, excellent quality of life, and entrepreneurial and vibrant creative scene. It's a magnet for technology hubs and innovative minds from around the world.

Resources



ABoR members can access economic reports, training resources, and more in our Document Library.

2023 HIGHLIGHTS

\$53.3 BILLION DOLLAR volume of foreign buyer residential purchases during April 2022–March 2023 (2.3% of \$2.3 trillion of the dollar volume of existing-home sales)

TOP FOREIGN BUYERS

- China (13% of foreign buyers, \$13.6 B)
- Mexico (11% of foreign buyers, \$4.2 B)
- Canada (10% of foreign buyers, \$6.6 B)
- India (7% of foreign buyers, \$3.4 B)
- Colombia (3% of foreign buyers, \$0.9 B)

TOP DESTINATIONS

- Florida (23%)
- California (12%)
- Texas (12%)
- North Carolina (4%)
- Arizona (4%)

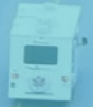
Profile of International Transactions in U.S. Residential Real Estate 2023







Live in Calgary, Alberta!
July 18-19, 2023





LOGO

ABoR Global's primary logo color is aquamarine, symbolizing protection during travel and clear heartfelt communication. It honors global members, and clients, signifying growth, change, and empathy.

MARK

The concentric circles of the GBA Mark represent the three ABoR Global Volunteer Groups: Global Advisory Group, Global Ambassadors, and the Global Business Alliance.

COLOR STORY

Deep blue, reminiscent of the sky and sea, represents communication, compassion, trust, honesty, depth, harmony, and peace. It holds cultural significance in various beliefs and is believed to ward off evil spirits. Orange, a blend of red and yellow, embodies energy, happiness, cheerfulness, positivism, rejuvenation, enthusiasm, creativity, determination, and encouragement.



GLOBAL Business Alliance **NETWORK HOUR**

EVERY THIRD THURSDAY OF EACH MONTH



CHRISTINE WREN

Global Liaison, Special Programs Lead
Austin Board of REALTORS®

AUSTINboard
of**REALTORS®**

GLOBAL