



TEXAS REAL ESTATE COMMISSION

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TEXAS REAL ESTATE INDUSTRY REPRESENTED AT
MEXICAN REAL ESTATE CONVENTION

More than twenty real estate professionals from Texas were among those attending the 29th national real estate congress of the **Asociacion Mexicana de Profesionales Inmobiliarios** (AMPI) held in Leon, Guanajuato, Mexico on September 6-10, 2000. The congress brought together over 400 real estate professionals from throughout Mexico to discuss various issues including cross-border transactions, the impact of the North American Free Trade Agreement (NAFTA), changes in Mexican real estate, and the possibility of licensing by the Mexican government.

Chairman **Charles Michael Brodie** of Richardson and Commissioner **Lawrence Jokl** of Brownsville represented the Texas Real Estate Commission at the AMPI meetings. Among the Texans addressing the congress were **Dr. Wayne Thorburn** of Austin, Administrator of the Texas Real Estate Commission; **Dr. Malcolm Richards** of College Station, Director of the Real Estate Center at Texas A & M University; **Ms. Louise Hull** of Victoria, Chairman of the Board of the Texas Association of Realtors; **Mr. Gooley Orr** of Kerens, President of the Realtors' Land Institute; **Mr. Adrian Arriaga** of McAllen, Chairman of the Texas State Task Force on Small Business; and Mr. **Jacob Casanova** of San Antonio, National Association of Realtors Liaison to AMPI.

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Thorburn's address focused on the changes in relationships brought about since the enactment of NAFTA in 1993 and modifications in Mexican law, both of which impacted foreign ownership of real estate as well as the benefits and procedures of real estate licensing in Texas. As a new administration comes to power in Mexico City, interest in the possibility of real estate licensing by the Federal government has increased. AMPI has gone on record in support of government licensing for real estate professionals.

Thorburn also pointed out that real estate professionals in Mexico can receive a referral fee for providing clients and customers to Texas brokers. Under the provisions of NAFTA, Mexican nationals also may apply for a Texas real estate license if they meet the same educational, experience and examination requirements as Texas residents.