

Mexico's Real Estate Market & Cross-Border Opportunities

AMPI National President Karim
Oviedo

A Dynamic, Resilient Market

- Mexico's real estate market shows strength, adaptability, and global appeal
- Growth across residential, industrial, and touristic sectors
- Reflects economic transformation and investor confidence



Urban Innovation in Major Cities

Mexico City, Guadalajara, Monterrey: leading with mixed-use, vertical developments.

Focus on connectivity, sustainability, and flexibility.

Reflects younger generations' lifestyle and urban transformation



Centers of Opportunity

Querétaro, Mérida, Puebla, León emerging as new growth hubs.

Offer affordability, safety, and quality infrastructure.

Attracting families, digital professionals, and developers



Southern Growth: Riviera Maya & Yucatán Peninsula

Driven by tourism, migration, and infrastructure projects.

Maya Train will enhance regional connectivity.

Increasing demand for hospitality and vacation properties



Nearshoring: A Real Estate Revolution

Over 400 multinational companies relocating to Mexico.

Northern states seeing record industrial absorption: Baja California, Sonora, Chihuahua, Coahuila, Nuevo Leon and Tamaulipas.

Boosting housing, retail, logistics, and office space demand



Stable, Competitive, and Attractive

Low construction costs, improving regulations.

Mortgage access and investor confidence increasing.

Strong outlook for 2025 and beyond





What is AMPI?

AMPI is the Mexican Association of Real Estate Professionals.

We were founded in 1956 and today we have over 7,000 members across more than 104 local chapters grouped into 20 regions throughout the country

AMPI is affiliated with major global organizations such as CILA, NAR, FIABCI, and ACOBIR.

Membership

We bring together advisors, mortgage brokers, appraisers, notaries, proptechs, and real estate service providers.

Training

We provide education and training for the real estate sector.

Business

We offer an ecosystem designed to foster more business opportunities among associates and affiliates.



Bridging Markets: Mexico & Miami Association of REALTORS®

Decades of shared investors, culture, and values.

Mexican buyers seek Miami for stability, prestige, lifestyle.

Prefer new or pre-construction condos, rental investments



Why Miami Appeals to Mexican Investors

Strategic Location

- “Gateway to the Americas” — central hub for Latin America
- Direct flights and strong business connectivity with Mexico
- Major ports and logistics infrastructure attract trade and shipping investors

Real Estate Stability

- Investments in U.S. dollars protect capital from peso depreciation
- Strong property appreciation and rental yields in Brickell, Edgewater, and Miami Beach
- Viewed as a safe haven during periods of inflation or political uncertainty



Why Miami Appeals to Mexican Investors

Lifestyle and Quality of Life

- Warm climate, beaches, and cultural familiarity similar to Mexico's coastal cities
- Luxury developments and branded residences (Armani, Porsche Design, Waldorf Astoria)
- High-quality education options — many families send children to schools in South Florida

International Business Hub

- Bilingual environment where English and Spanish are widely spoken
- Networking with Latin American and global investors
- Presence of international banks, consulates, and professional services facilitating cross-border transactions





U.S. Investors Looking South

Growing U.S. interest in industrial, residential, and coastal projects.

Mexico offers strong legal framework for foreign investment.

Expanding cross-border cooperation





Expanding Collaboration

Educational exchanges and joint certifications.

Networking events and trade missions.

Shared data & investment opportunities



Real estate is not just about property. It's about people, relationships, and the communities we build.

Mexico is open, resilient, and ready for what comes next.



 www.ampi.org