

# State Economic Data for Engaging in International Real Estate

2019

National Association of REALTORS® Research Group

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## California



**National Association of REALTORS®  
Research Group**

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Foreign residential and commercial buyers are an important niche market for REALTORS®.

According to the *2018 National Association of REALTORS® Profile of International Activity in U.S. Residential Real Estate*, **foreign buyers purchased \$121 billion of residential property during April 2017—March 2018**, or eight percent of the \$1.6 trillion of total existing home sales during the same period.

The *2019 Commercial Real Estate International Business Trends* reported **\$4.8 billion in commercial transactions with foreign clients in 2018** among REALTORS® typically engaged in commercial transactions of less than \$1 million per transaction.

The continued expansion of trade and investment among countries and the accompanying mobility and migration of people opens greater opportunities for transacting with international clients. This Report provides state-level economic data that can be used to enhance the knowledge and expertise of those seeking to conduct and assist international real estate transactions with non-U.S. residents and recent immigrants to the United States.

More data and information on residential, commercial, and global resources can be found at:

<https://www.nar.realtor/research-and-statistics>

<https://www.nar.realtor/commercial-investment-real-estate>

<https://www.nar.realtor/international-real-estate>

For inquiries, email us at [Data@realtors.org](mailto:Data@realtors.org).

# Global Integration Indicators

## California

**10,653,414** Foreign Born Population in 2017

**27%** *Percent of Population*

**14%** *vs. Percent of Population, U.S.*

**14,088,508** Non-immigrant Admissions in 2017

**36%** *Percent of Population*

**24%** *vs. Percent of Population, U.S.*

**\$612,466** Total Exports and Imports in 2017 (million U.S. dollars)

**22%** *Percent of State Gross Domestic Product*

**20%** *vs. Percent of Gross Domestic Product, U.S.*

**769** Employment of Majority-Owned U.S. Affiliates in 2016 (thousands)

**5%** *Percent of Nonfarm Employment*

**5%** *vs. Percent of Nonfarm Employment, U.S.*

**Table 1. Population By Place of Birth in 2017**

	California	U.S.
Total Population, by Place of Birth	39,536,653	325,719,178
Native /1	28,883,239	281,193,323
Foreign-Born /2	10,653,414	44,525,855
Naturalized	5,500,685	21,948,732
Not a U.S. Citizen	5,152,729	22,577,123
Percent, Foreign-Born	27%	14%

/1 The U.S. Census Bureau uses the terms native and native born to refer to anyone born in the U.S., Puerto Rico, a U.S. Island Area, or abroad of a U.S. citizen parent or parents.

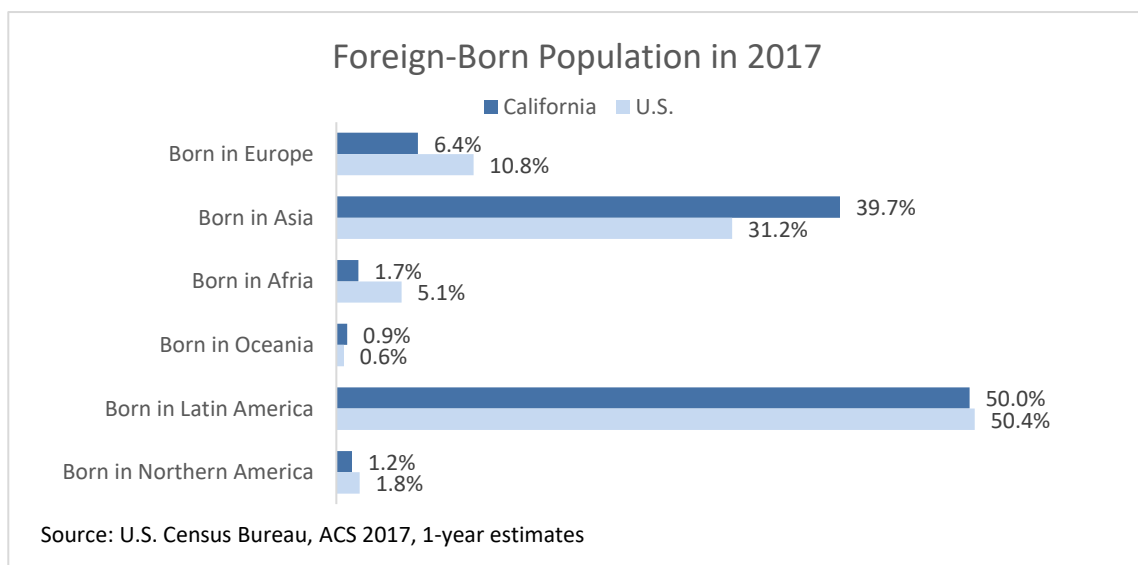
/2 The U.S. Census Bureau uses the term foreign born to refer to anyone who is not a U.S. citizen at birth, naturalized U.S. citizens, lawful permanent residents (immigrants) present in the U.S., temporary migrants such as foreign students), humanitarian migrants (such as refugees and asylees), and persons illegally present in the United States.

Source: U.S. Census Bureau, ACS 2017, 1-year estimates, Table DP02

**Table 2. Foreign-Born Population in 2017**

	California	U.S.
Total Foreign-born Population, Excl. Born at Sea	10,653,414	44,525,458
Born in Europe	686,493	4,818,662
Born in Asia	4,234,036	13,907,844
Born in Africa	186,194	2,293,028
Born in Oceania	91,204	263,965
Born in Latin America	5,323,840	22,425,056
Born in Northern America	131,647	816,903

Source: U.S. Census Bureau, ACS 2017, 1-year estimates, Table DP02



**Table 3. Unemployment Rate in 2012-2017**

	California	U.S.
Total Population	7.7	6.6
Native	8.3	6.7
Foreign-Born	6.3	5.8
Naturalized	5.1	4.8
Not a U.S. Citizen	7.5	6.6

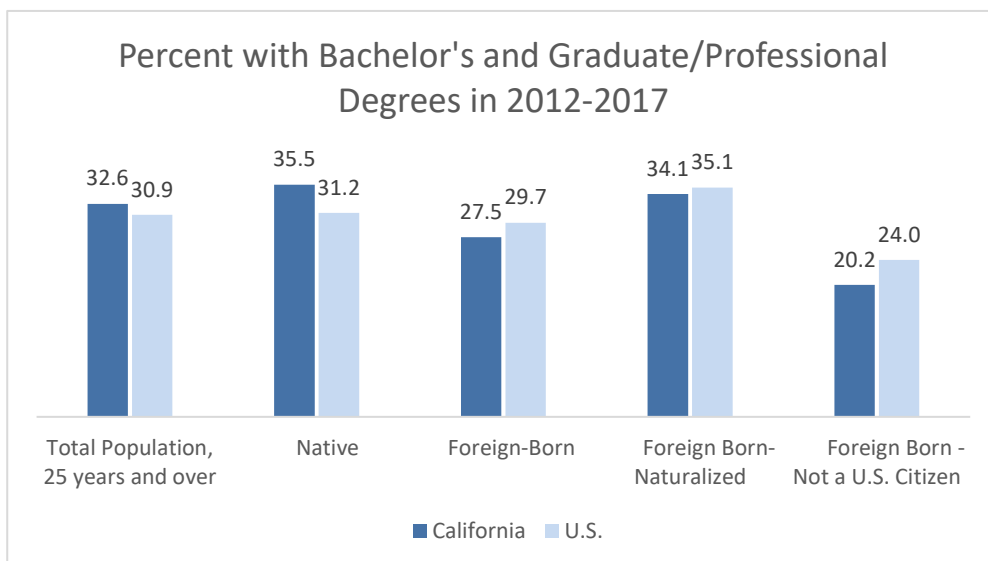
Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

**Table 4. Educational Attainment in 2012-2017**

	California	U.S.
<b>Percent With Bachelor's Degree</b>		
Total Population, 25 years and over	20.4	19.1
Native	22.4	19.6
Foreign-Born	16.9	17.0
Naturalized	21.4	20.6
Not a U.S. Citizen	11.9	13.3
<b>Percent With Graduate or Professional Degree</b>		
Total Population, 25 years and over	12.2	11.8
Native	13.1	11.6
Foreign-Born	10.6	12.7
Naturalized	12.7	14.5
Not a U.S. Citizen	8.3	10.7

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2012-2017, 5-year estimates, Table S0501

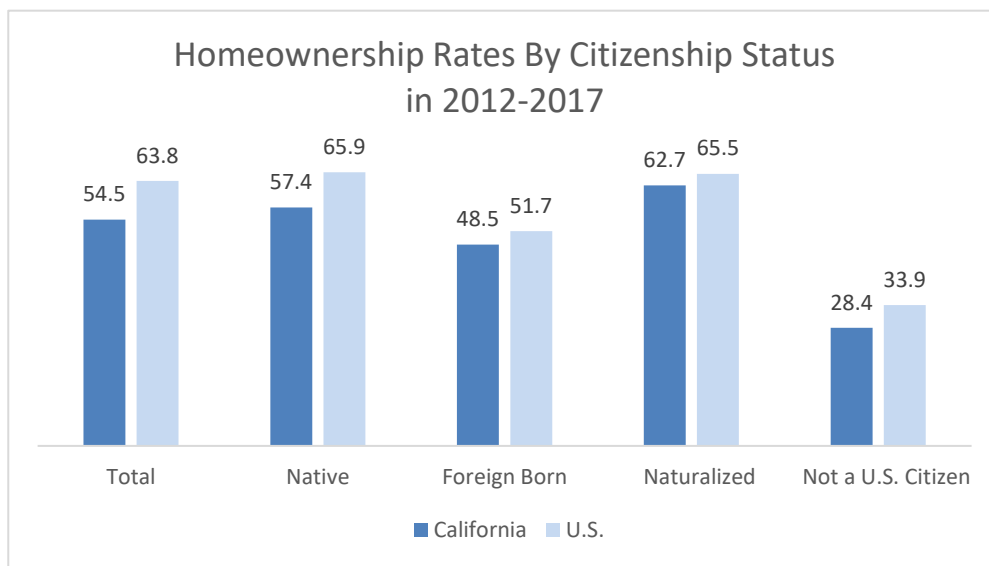


**Table 5. Home Ownership and Median Household Income in 2012-2017**

	Home Ownership Rate (in %)	Median HH Income (in \$)
<b>California</b>		
Total	54.5	67,169
Native	57.4	72,411
Foreign Born	48.5	57,872
Naturalized	62.7	69,869
Not a U.S. Citizen	28.4	45,025
<b>U.S.</b>		
Total	63.8	57,652
Native	65.9	58,432
Foreign Born	51.7	53,420
Naturalized	65.5	63,346
Not a U.S. Citizen	33.9	43,612

#N/A - Data not available

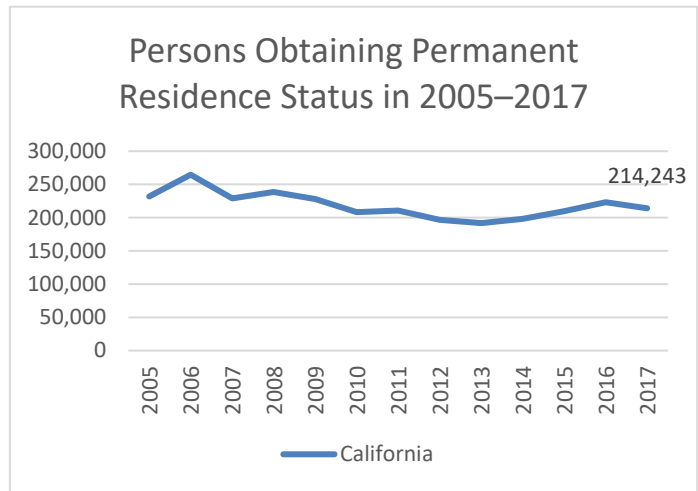
Source: U.S. Census Bureau, ACS 2012-2017, 5-year estimates, Table S0501





**Table 6. Persons Obtaining Permanent Residence Status**

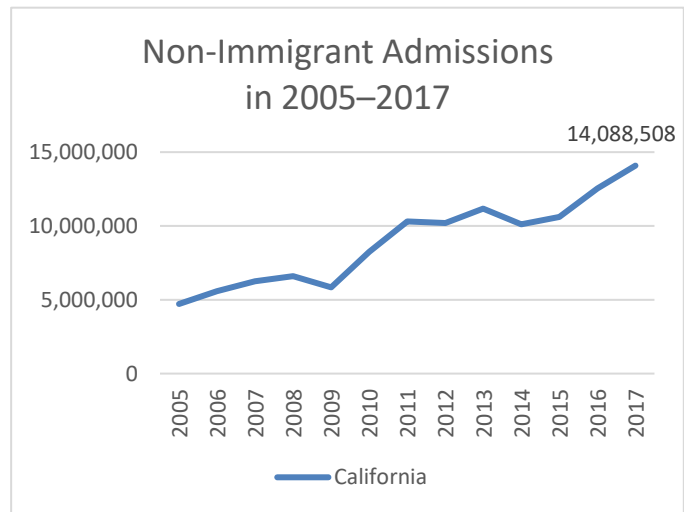
	California	U.S.
2005	232,014	1,122,257
2006	264,667	1,266,129
2007	228,941	1,052,415
2008	238,444	1,107,126
2009	227,876	1,130,818
2010	208,446	1,042,625
2011	210,591	1,062,040
2012	196,622	1,031,631
2013	191,806	990,553
2014	198,379	1,016,518
2015	209,568	1,051,031
2016	223,141	1,183,505
2017	214,243	1,127,167



Source of data: Department of Homeland Security Yearbook of Immigration Statistics, Table 4.

**Table 7. Non-immigrant Admissions**

	California	U.S.
2005	4,716,841	32,003,435
2006	5,573,588	33,667,328
2007	6,253,111	37,149,651
2008	6,590,690	39,381,928
2009	5,834,364	36,231,554
2010	8,251,404	46,471,516
2011	10,306,971	46,471,516
2012	10,208,709	53,887,286
2013	11,182,804	61,052,260
2014	10,102,622	74,930,606
2015	10,609,329	76,638,236
2016	12,537,021	76,786,751
2017	14,088,508	77,643,267



Source of data: Department of Homeland Security Yearbook of Immigration Statistics, Table 30.

**Table 8. Non-immigrant admissions (I-94 only)**

	2013	2014	2015	2016	2017
Business Traveler, Visa waiver /1	3,025,507	3,048,692	3,187,496	3,413,268	3,584,736
Business Traveler, Other /2	7,440,548	6,254,130	6,553,238	8,038,007	9,498,259
Students and exchange visitors/3	302,741	347,904	383,503	421,406	397,934
Temporary workers and families/4	340,024	375,517	418,772	578,746	543,468
Diplomats/other representatives/5	23,847	27,519	28,140	33,525	27,781
All other classes	40,705	45,879	35,271	46,536	29,773
Unknown	9,432	2,981	45,879	5,533	6,557
<b>California</b>	<b>11,182,804</b>	<b>10,102,622</b>	<b>10,652,299</b>	<b>12,537,021</b>	<b>14,088,508</b>
<b>U.S.</b>	<b>61,052,260</b>	<b>74,930,606</b>	<b>76,638,236</b>	<b>76,786,751</b>	<b>77,643,267</b>

<sup>1</sup> Includes GB, GMB, GT, GMT, WB, and WT admissions.

<sup>2</sup> Includes B1, B2 and a limited number of Border Crossing Card (BCC) admissions.

<sup>3</sup> Includes principals, spouses, and children (F, J, M admissions).

<sup>4</sup> Includes principals, spouses, and children (CW1, E, H, I, L, O, P, Q, R, TD and TN admissions).

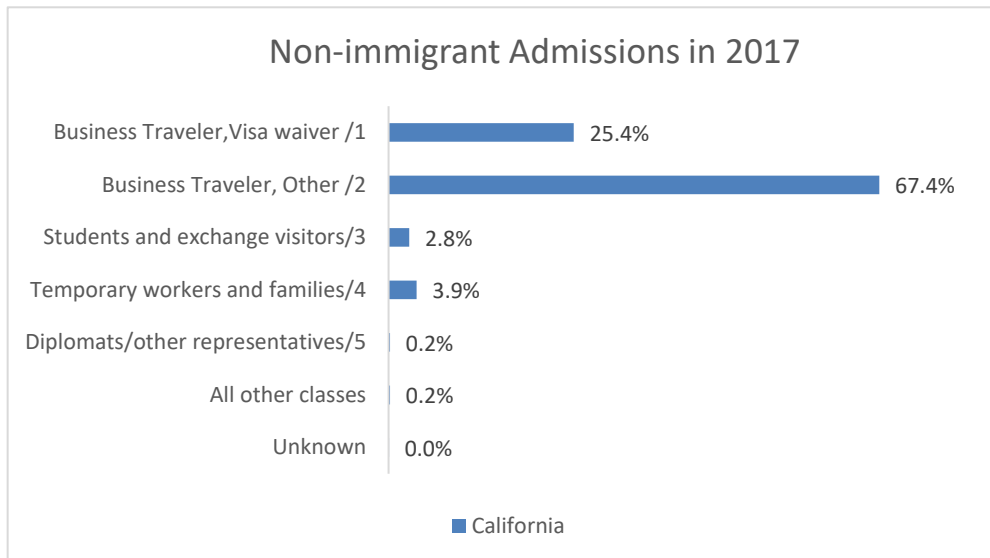
<sup>5</sup> Includes principals, spouses, and children (A, G, N admissions).

Notes:

Admissions represent counts of events, i.e., arrivals, not unique individuals.

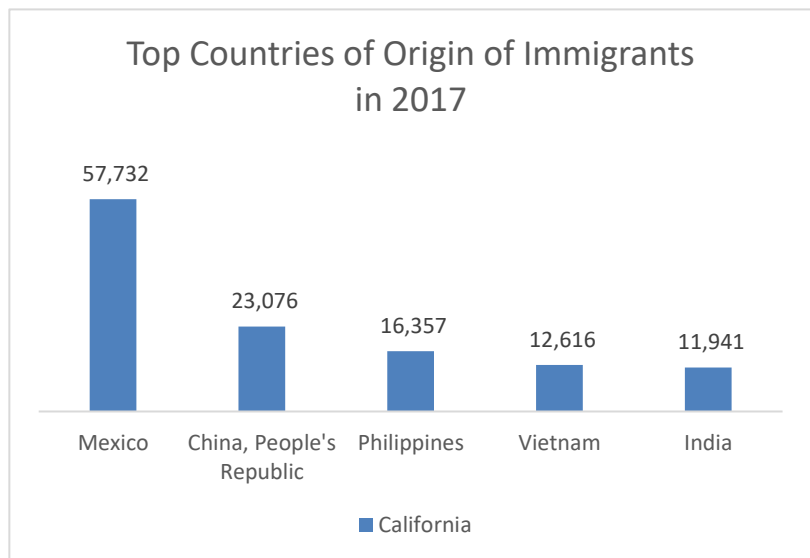
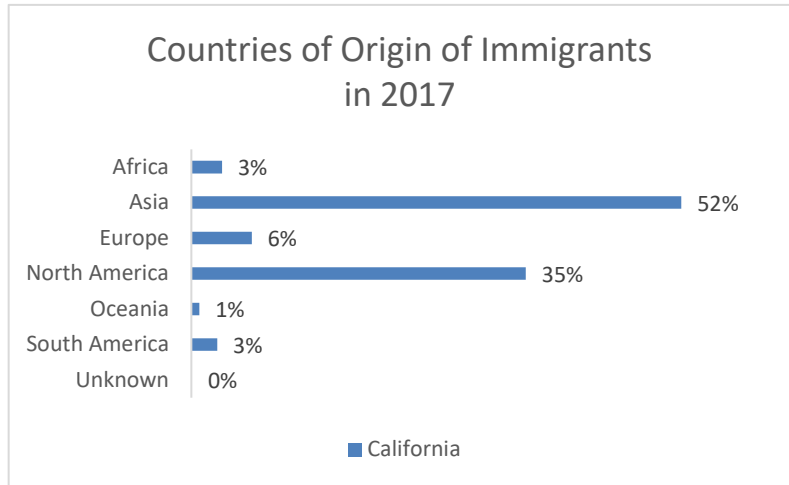
The majority of short-term admissions from Canada and Mexico are excluded.

Source: U.S. Department of Homeland Security, Yearbook of Immigration Statistics, Table 30.



**Table 9. Immigration by Origination Region and Country in 2017**

REGION	
Total	214,243
Africa	6,938
Asia	110,502
Europe	13,617
North America	75,427
Oceania	1,802
South America	5,817
Unknown	140
COUNTRY	
Total	214,243
Mexico	57,732
China, People's Republic	23,076
Philippines	16,357
Vietnam	12,616
India	11,941
Afghanistan	7,850
El Salvador	7,374
Iran	6,597
Korea, South	6,203
Guatemala	4,179
Armenia	2,703
Taiwan	2,318
Pakistan	2,192
Canada	2,154
United Kingdom	2,123
Iraq	1,994
Russia	1,947
Brazil	1,616
Ukraine	1,586
Egypt	1,473
Peru	1,473
Syria	1,465
Honduras	1,414
Japan	1,398
France	1,200
Cambodia	1,121

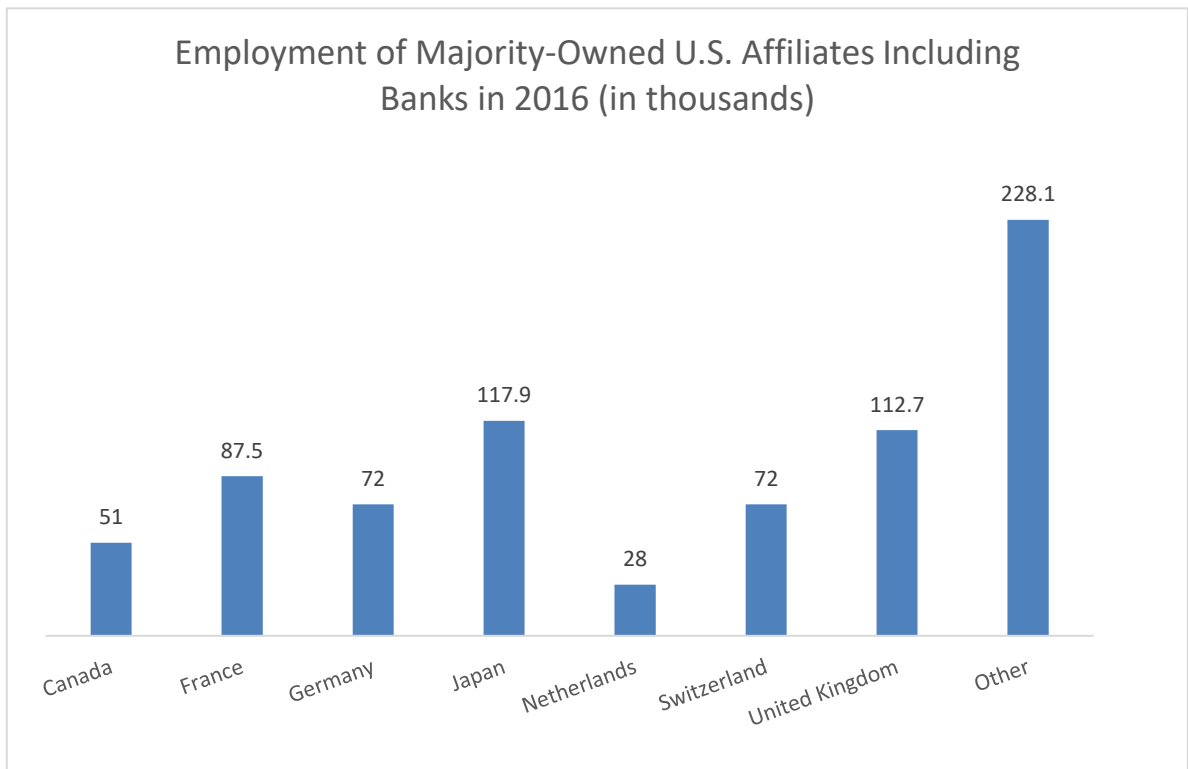


D-Data withheld to limit disclosure

Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2017, Supplemental Table 1.

**Table 10. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies**



Source: US Bureau of Economic Analysis

**Table 11. Top 25 Export Destinations of the State Based on 2015 Dollar Value (in Millions)**

Country	2018 Dollar Volume	Percent Share
World	178,405	10.7
Top 25	159,465	89.4
Mexico	30,739	17.2
Canada	17,750	9.9
China	16,345	9.2
Japan	13,100	7.3
Korea, South	9,942	5.6
Hong Kong	9,906	5.6
Taiwan	6,824	3.8
Germany	6,594	3.7
Netherlands	6,434	3.6
India	6,117	3.4
United Kingdom	5,241	2.9
Singapore	4,435	2.5
Australia	3,527	2.0
France	3,327	1.9
Belgium	2,815	1.6
Malaysia	2,179	1.2
Switzerland	2,078	1.2
Israel	1,740	1.0
Italy	1,643	0.9
Vietnam	1,608	0.9
Thailand	1,527	0.9
United Arab Emirates	1,479	0.8
Spain	1,409	0.8
Brazil	1,381	0.8
Philippines	1,326	0.7

Source: U.S. Census Bureau, State Trade Data by Country

The world export share is the state's share to total US exports to the world.

The top 25 share is the fraction of the state's exports that go to the top 25 countries.

Each country's share is the fraction of the state's exports that go to that country.

**Table 12. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)**

Country	2018 Dollar Volume	Percent Share
World	441,166	17.3
Top 25	408,586	92.6
China	161,187	36.5
Mexico	44,054	10.0
Japan	33,633	7.6
Canada	27,098	6.1
Korea, South	16,640	3.8
Malaysia	14,801	3.4
Taiwan	14,487	3.3
Vietnam	13,581	3.1
Germany	12,412	2.8
Thailand	10,301	2.3
Saudi Arabia	9,071	2.1
United Kingdom	5,493	1.2
Indonesia	4,872	1.1
Philippines	4,714	1.1
Singapore	4,483	1.0
Italy	4,379	1.0
India	4,022	0.9
Ecuador	3,993	0.9
France	3,605	0.8
Brazil	3,480	0.8
Colombia	3,405	0.8
Switzerland	2,681	0.6
Ireland	2,286	0.5
Australia	2,000	0.5
Netherlands	1,907	0.4

Source: U.S. Census Bureau, State Trade Data by Country

The world import share is the state's share to total US imports from the world.

The top 25 share is the fraction of the state's imports from the top 25 countries.

Each country's share is the fraction of the state's imports from that country.