

State Economic Data for Engaging in International Real Estate

2019

National Association of REALTORS® Research Group

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Delaware



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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.

Global Integration Indicators

Delaware

98,493 Foreign Born Population in 2017

10% *Percent of Population*

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

53,037 Non-immigrant Admissions in 2017

6% *Percent of Population*

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

\$12,212 Total Exports and Imports in 2017 (million U.S. dollars)

17% *Percent of State Gross Domestic Product*

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

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

3% *Percent of Nonfarm Employment*

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

Table 1. Population By Place of Birth in 2017

	Delaware	U.S.
Total Population, by Place of Birth	961,939	325,719,178
Native /1	863,446	281,193,323
Foreign-Born /2	98,493	44,525,855
Naturalized	45,984	21,948,732
Not a U.S. Citizen	52,509	22,577,123
Percent, Foreign-Born	10%	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

	Delaware	U.S.
Total Foreign-born Population, Excl. Born at Sea	98,493	44,525,458
Born in Europe	9,600	4,818,662
Born in Asia	33,993	13,907,844
Born in Africa	8,049	2,293,028
Born in Oceania	428	263,965
Born in Latin America	44,937	22,425,056
Born in Northern America	1,486	816,903

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

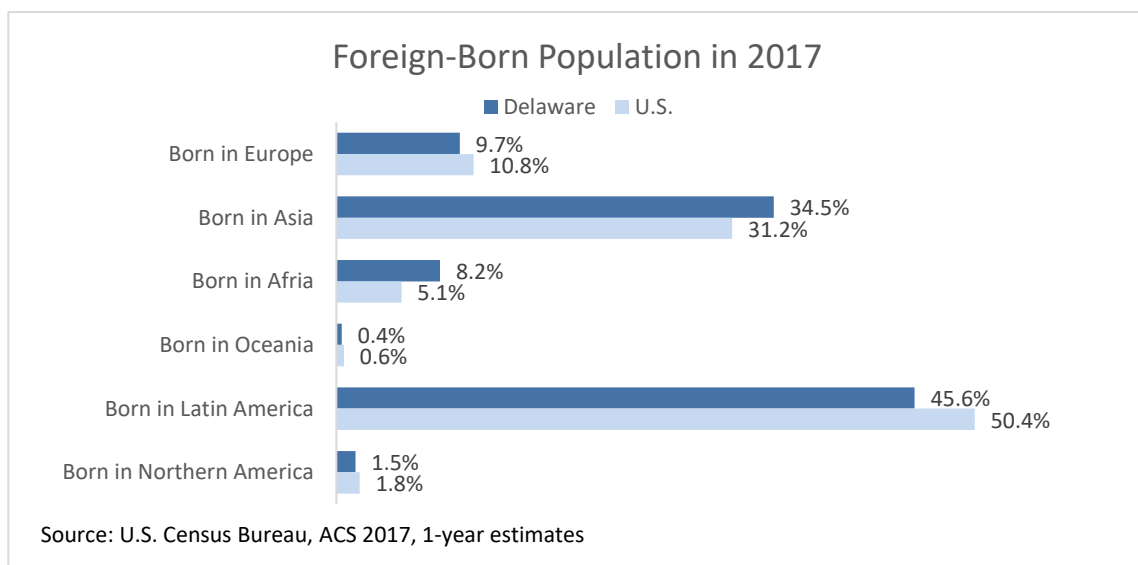


Table 3. Unemployment Rate in 2012-2017

	Delaware	U.S.
Total Population	6.4	6.6
Native	6.6	6.7
Foreign-Born	4.8	5.8
Naturalized	4.4	4.8
Not a U.S. Citizen	5.1	6.6

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

Table 4. Educational Attainment in 2012-2017

	Delaware	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	18.0	19.1
Native	17.9	19.6
Foreign-Born	19.2	17.0
Naturalized	21.0	20.6
Not a U.S. Citizen	17.5	13.3
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	12.9	11.8
Native	11.9	11.6
Foreign-Born	21.0	12.7
Naturalized	23.2	14.5
Not a U.S. Citizen	19.0	10.7

#N/A - Data not available

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

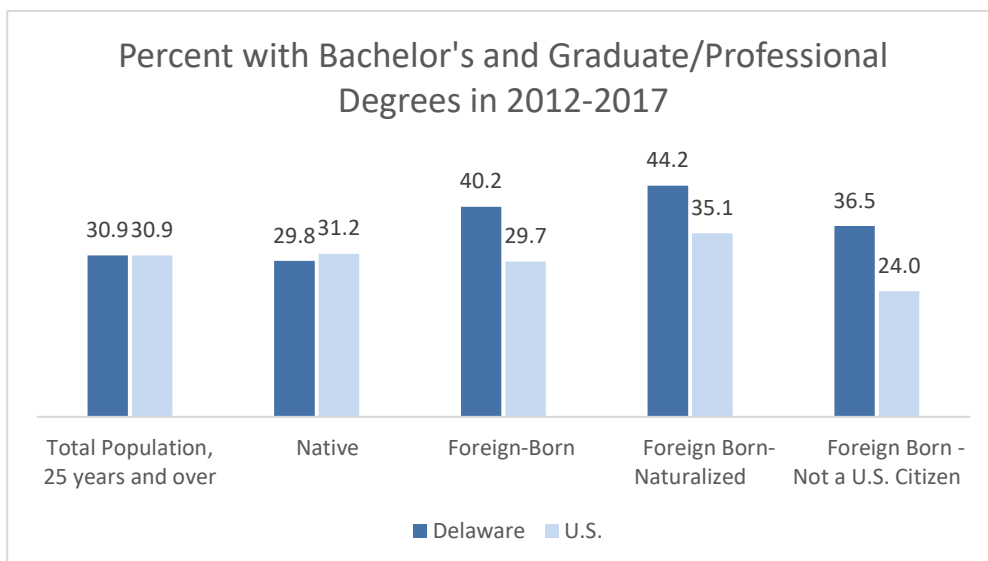


Table 5. Home Ownership and Median Household Income in 2012-2017

	Home Ownership Rate (in %)	Median HH Income (in \$)
Delaware		
Total	71.3	63,036
Native	73.0	62,910
Foreign Born	56.1	64,318
Naturalized	76.5	73,645
Not a U.S. Citizen	32.8	54,196
U.S.		
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

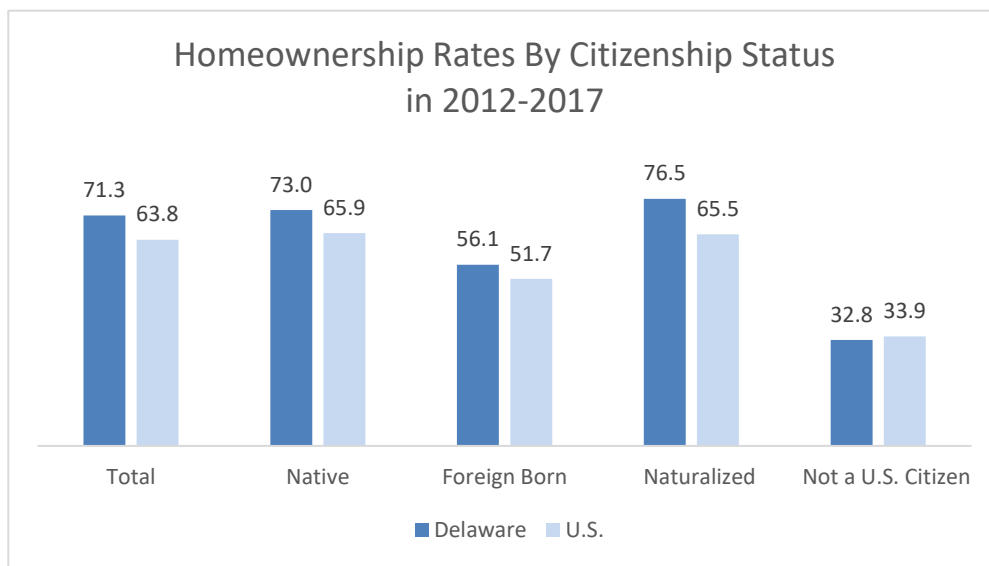
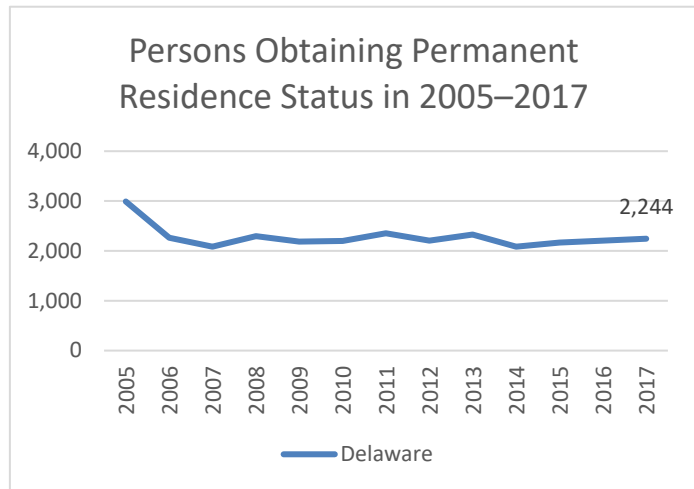


Table 6. Persons Obtaining Permanent Residence Status

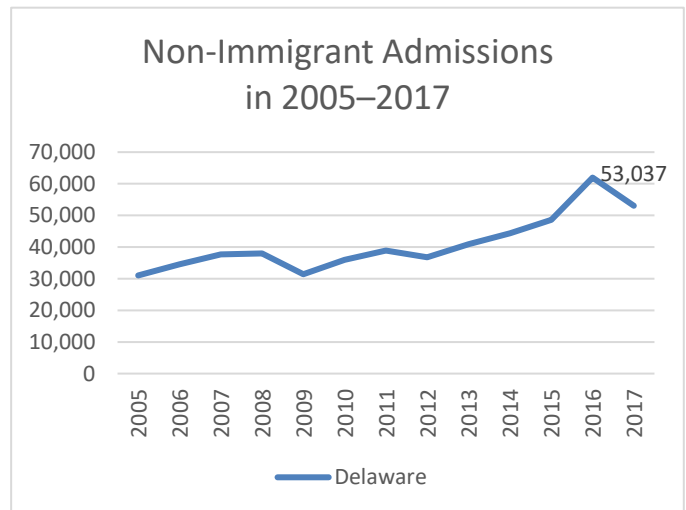
	Delaware	U.S.
2005	2,991	1,122,257
2006	2,263	1,266,129
2007	2,085	1,052,415
2008	2,295	1,107,126
2009	2,184	1,130,818
2010	2,198	1,042,625
2011	2,355	1,062,040
2012	2,208	1,031,631
2013	2,325	990,553
2014	2,085	1,016,518
2015	2,168	1,051,031
2016	2,204	1,183,505
2017	2,244	1,127,167



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

Table 7. Non-immigrant Admissions

	Delaware	U.S.
2005	31,030	32,003,435
2006	34,511	33,667,328
2007	37,633	37,149,651
2008	37,992	39,381,928
2009	31,418	36,231,554
2010	35,936	46,471,516
2011	38,864	46,471,516
2012	36,778	53,887,286
2013	40,880	61,052,260
2014	44,384	74,930,606
2015	48,586	76,638,236
2016	61,961	76,786,751
2017	53,037	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	14,377	13,835	14,328	14,313	14,269
Business Traveler, Other /2	15,165	17,664	20,709	32,788	23,828
Students and exchange visitors/3	5,253	5,779	6,208	6,976	7,060
Temporary workers and families/4	4,694	5,779	6,051	6,684	6,728
Diplomats/other representatives/5	964	933	858	752	827
All other classes	365	381	414	400	288
Unknown	62	13	381	48	37
Delaware	40,880	44,384	48,949	61,961	53,037
U.S.	61,052,260	74,930,606	76,638,236	76,786,751	77,643,267

¹ Includes GB, GMB, GT, GMT, WB, and WT admissions.

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

³ Includes principals, spouses, and children (F, J, M admissions).

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

⁵ 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.

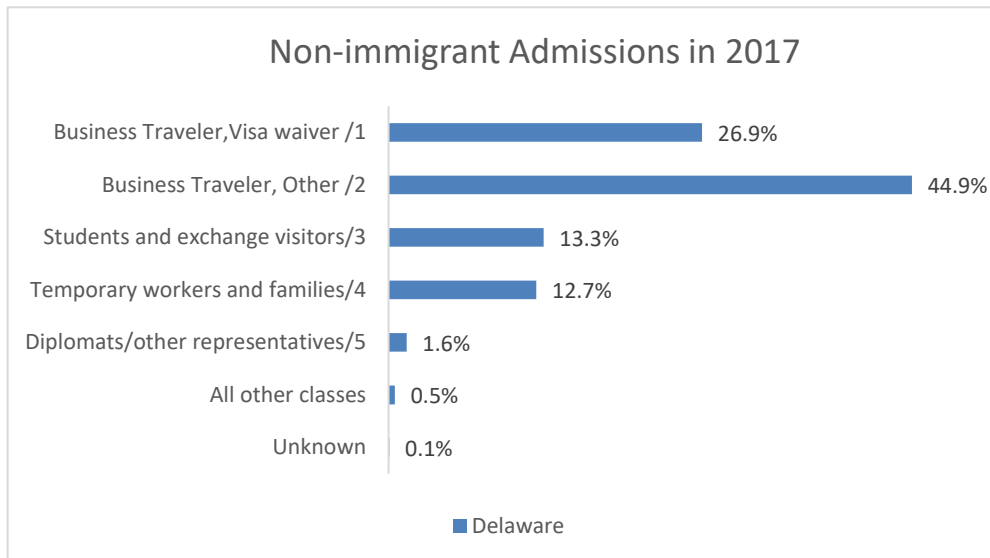


Table 9. Immigration by Origination Region and Country in 2017

REGION	
Total	2,244
Africa	431
Asia	802
Europe	157
North America	731
Oceania	D
South America	D
Unknown	-
COUNTRY	
Total	2,244
India	254
Mexico	227
Haiti	212
China, People's Republic	157
Kenya	84
Jamaica	80
Liberia	74
Philippines	71
Vietnam	71
Dominican Republic	64
Guatemala	51
Cameroon	48
Ghana	48
Nigeria	48
Pakistan	47
Egypt	38
Guyana	29
Colombia	25
Canada	24
Afghanistan	23
Turkey	23
Sierra Leone	22
Bangladesh	21
Brazil	21
Russia	19
Bulgaria	18

D-Data withheld to limit disclosure

Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2017, Supplemental Table 1.

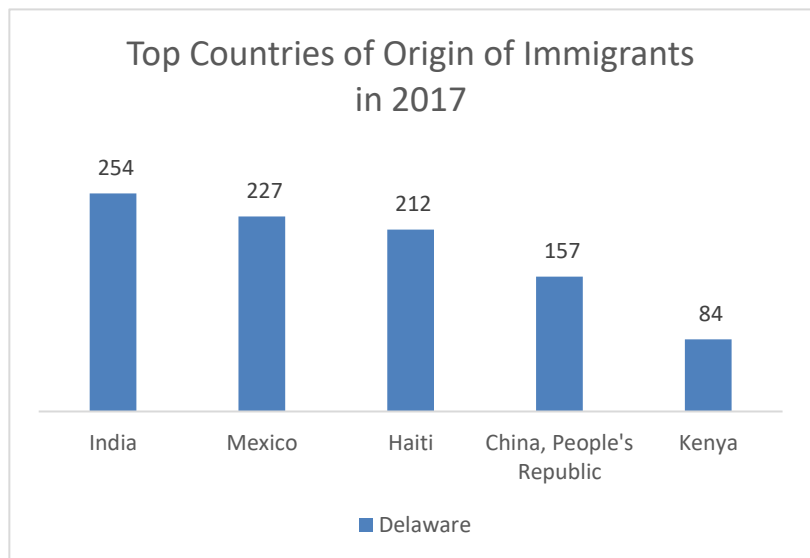
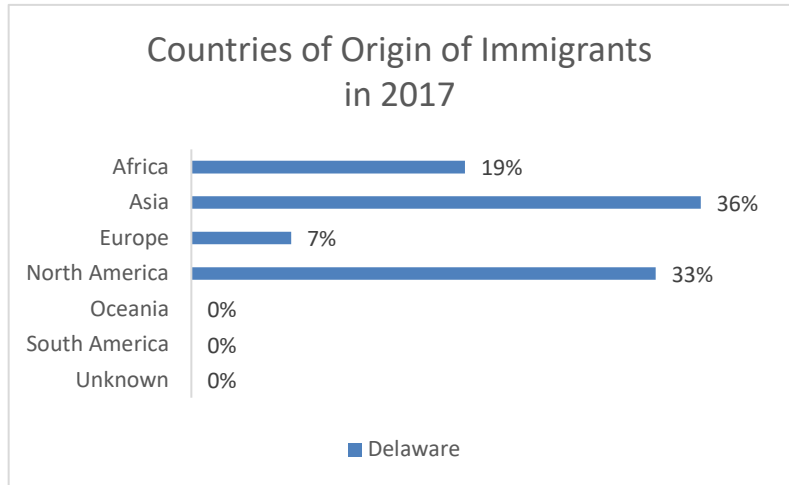
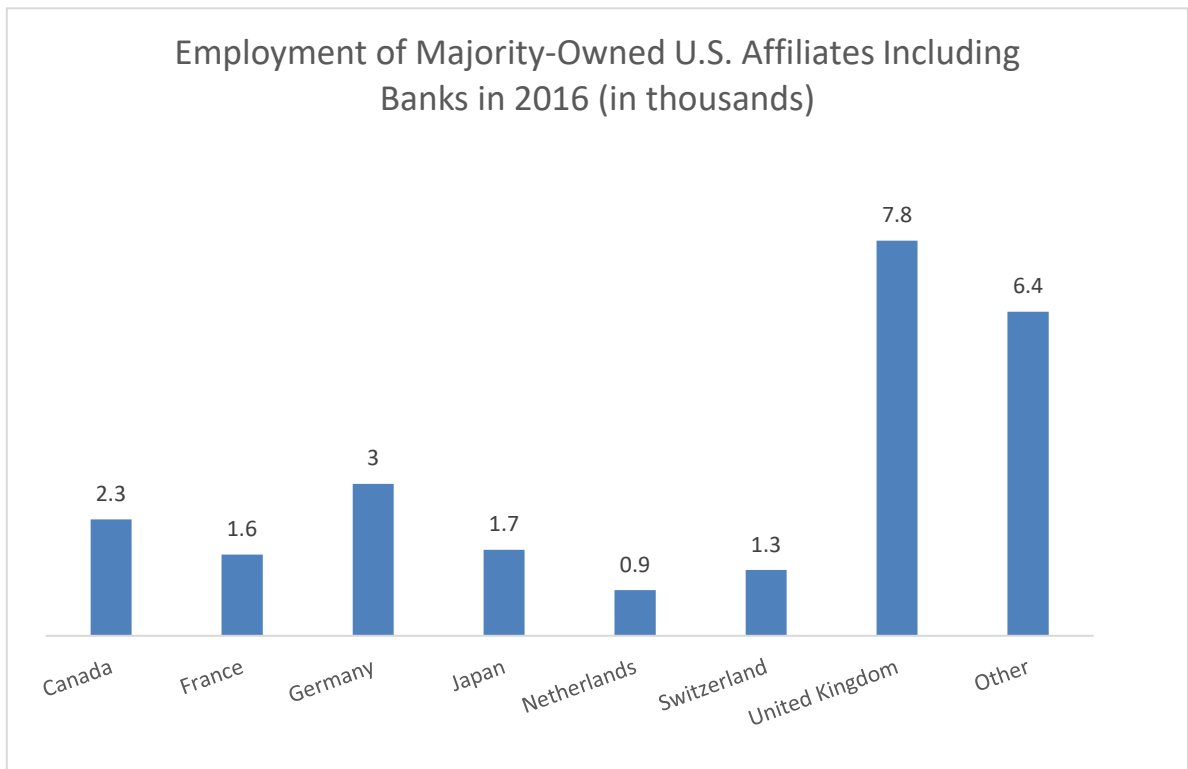


Table 10. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies



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	4,703	0.3
Top 25	4,222	89.8
Canada	716	15.2
United Kingdom	404	8.6
China	381	8.1
Belgium	367	7.8
Saudi Arabia	286	6.1
Germany	239	5.1
United Arab Emirates	212	4.5
Korea, South	196	4.2
Kuwait	188	4.0
Japan	176	3.7
Mexico	156	3.3
Singapore	124	2.6
Netherlands	122	2.6
Taiwan	116	2.5
Hong Kong	81	1.7
Costa Rica	61	1.3
Equatorial Guinea	57	1.2
Brazil	56	1.2
Australia	54	1.1
Bahamas	52	1.1
Colombia	46	1.0
India	41	0.9
Uruguay	33	0.7
Qatar	29	0.6
Guatemala	27	0.6

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	8,890	0.3
Top 25	7,903	88.9
Canada	1,339	15.1
United Kingdom	809	9.1
France	590	6.6
Iraq	541	6.1
Switzerland	536	6.0
Colombia	472	5.3
China	452	5.1
Russia	380	4.3
Mexico	317	3.6
Kazakhstan	294	3.3
Nigeria	265	3.0
Germany	217	2.4
Costa Rica	215	2.4
Netherlands	173	1.9
Algeria	173	1.9
Chile	172	1.9
Sweden	147	1.7
Saudi Arabia	144	1.6
Austria	140	1.6
Spain	110	1.2
Japan	98	1.1
Norway	95	1.1
Italy	85	1.0
Taiwan	71	0.8
India	69	0.8

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.