

State Economic Data for Engaging in International Real Estate

2019

National Association of REALTORS® Research Group

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Indiana



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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

Indiana

351,233 Foreign Born Population in 2017

5% *Percent of Population*

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

257,726 Non-immigrant Admissions in 2017

4% *Percent of Population*

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

\$92,565 Total Exports and Imports in 2017 (million U.S. dollars)

26% *Percent of State Gross Domestic Product*

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

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

6% *Percent of Nonfarm Employment*

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

Table 1. Population By Place of Birth in 2017

	Indiana	U.S.
Total Population, by Place of Birth	6,666,818	325,719,178
Native /1	6,315,585	281,193,323
Foreign-Born /2	351,233	44,525,855
Naturalized	135,045	21,948,732
Not a U.S. Citizen	216,188	22,577,123
Percent, Foreign-Born	5%	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

	Indiana	U.S.
Total Foreign-born Population, Excl. Born at Sea	351,233	44,525,458
Born in Europe	39,321	4,818,662
Born in Asia	124,336	13,907,844
Born in Africa	30,905	2,293,028
Born in Oceania	738	263,965
Born in Latin America	149,579	22,425,056
Born in Northern America	6,354	816,903

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

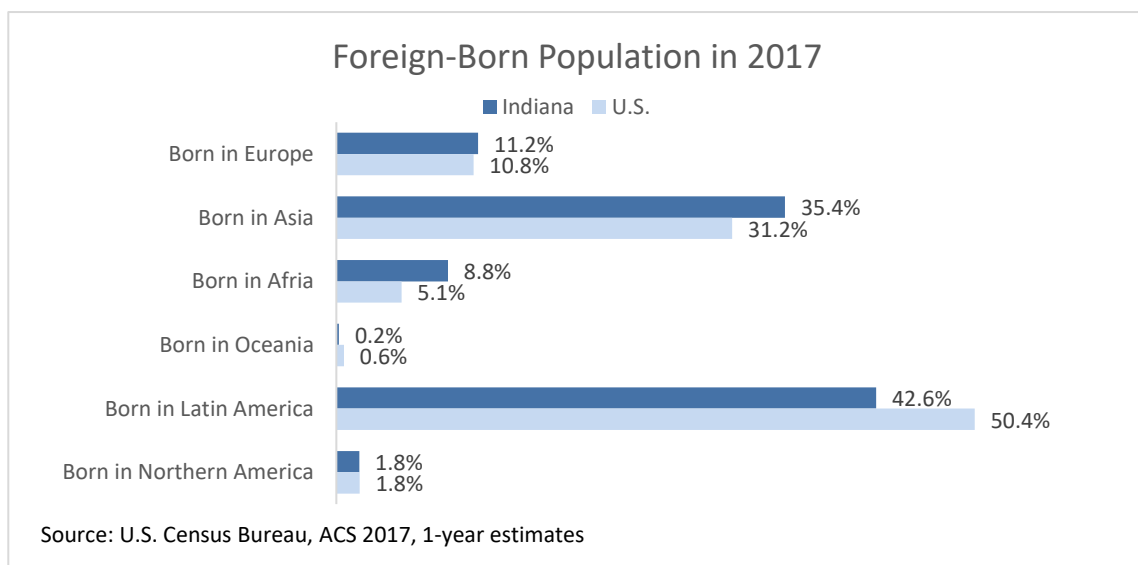


Table 3. Unemployment Rate in 2012-2017

	Indiana	U.S.
Total Population	6.1	6.6
Native	6.1	6.7
Foreign-Born	5.5	5.8
Naturalized	4.1	4.8
Not a U.S. Citizen	6.4	6.6

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

Table 4. Educational Attainment in 2012-2017

	Indiana	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	16.1	19.1
Native	16.2	19.6
Foreign-Born	15.3	17.0
Naturalized	18.7	20.6
Not a U.S. Citizen	12.8	13.3
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	9.2	11.8
Native	8.7	11.6
Foreign-Born	16.1	12.7
Naturalized	17.8	14.5
Not a U.S. Citizen	15.0	10.7

#N/A - Data not available

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

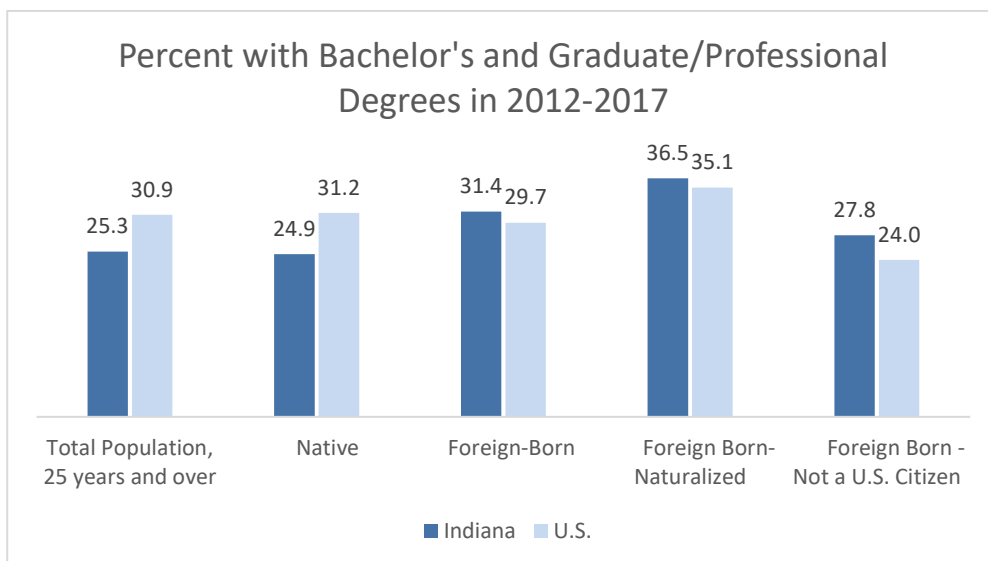


Table 5. Home Ownership and Median Household Income in 2012-2017

	Home Ownership Rate (in %)	Median HH Income (in \$)
Indiana		
Total	68.9	52,182
Native	69.7	52,555
Foreign Born	53.2	44,915
Naturalized	72.9	56,766
Not a U.S. Citizen	37.7	37,055
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

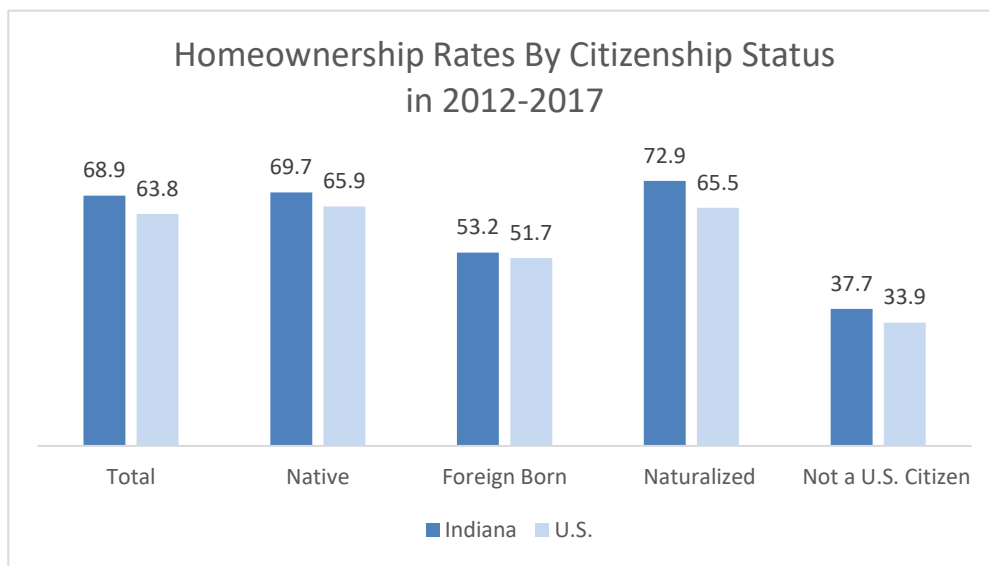
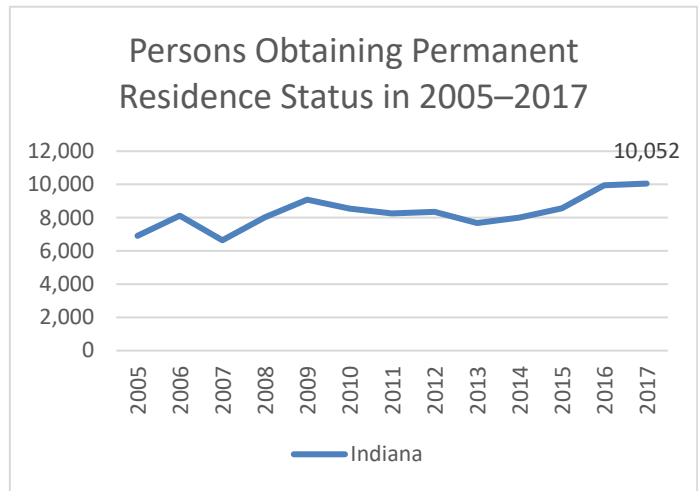


Table 6. Persons Obtaining Permanent Residence Status

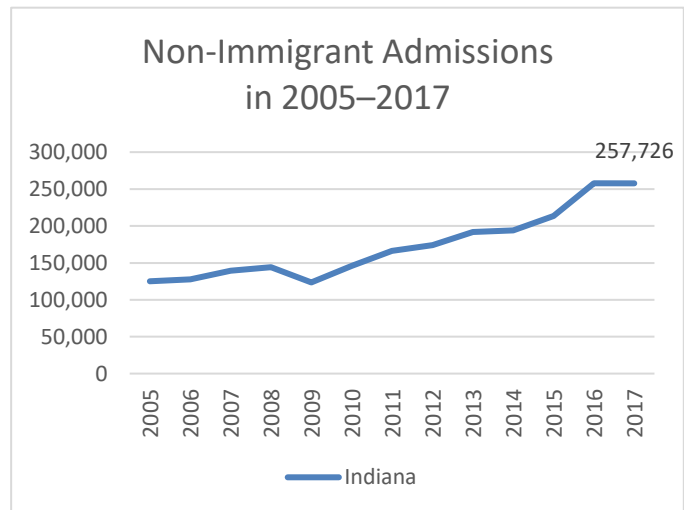
	Indiana	U.S.
2005	6,913	1,122,257
2006	8,122	1,266,129
2007	6,639	1,052,415
2008	8,028	1,107,126
2009	9,087	1,130,818
2010	8,539	1,042,625
2011	8,262	1,062,040
2012	8,359	1,031,631
2013	7,668	990,553
2014	8,008	1,016,518
2015	8,554	1,051,031
2016	9,946	1,183,505
2017	10,052	1,127,167



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

Table 7. Non-immigrant Admissions

	Indiana	U.S.
2005	125,191	32,003,435
2006	127,523	33,667,328
2007	139,226	37,149,651
2008	144,044	39,381,928
2009	123,505	36,231,554
2010	145,731	46,471,516
2011	166,306	46,471,516
2012	173,860	53,887,286
2013	192,018	61,052,260
2014	193,849	74,930,606
2015	213,455	76,638,236
2016	257,829	76,786,751
2017	257,726	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	55,340	53,399	56,298	60,062	61,308
Business Traveler, Other /2	81,235	81,515	95,435	134,983	130,881
Students and exchange visitors/3	35,128	37,887	38,417	36,236	37,547
Temporary workers and families/4	19,094	19,797	21,985	25,054	26,445
Diplomats/other representatives/5	447	401	589	520	694
All other classes	510	784	663	848	690
Unknown	264	66	784	126	161
Indiana	192,018	193,849	214,171	257,829	257,726
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.

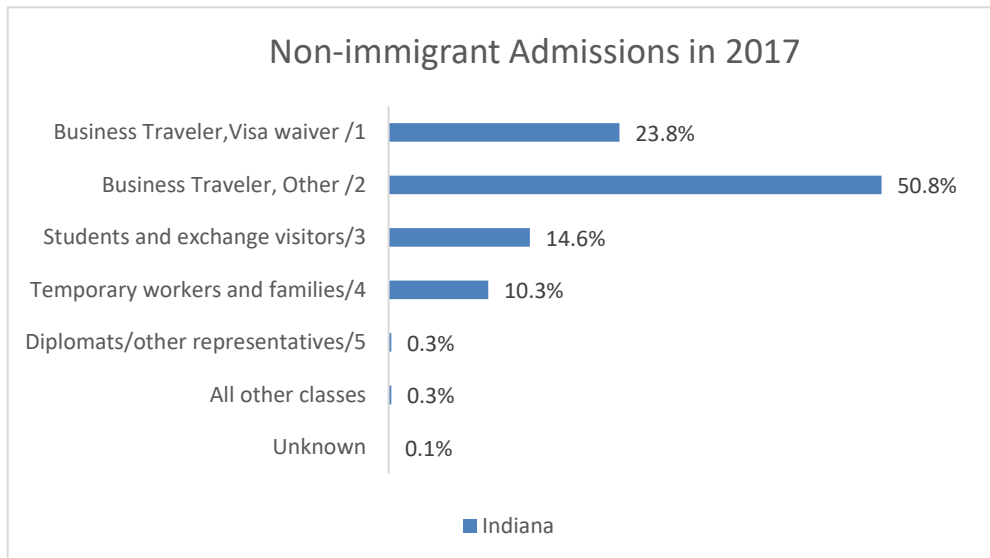
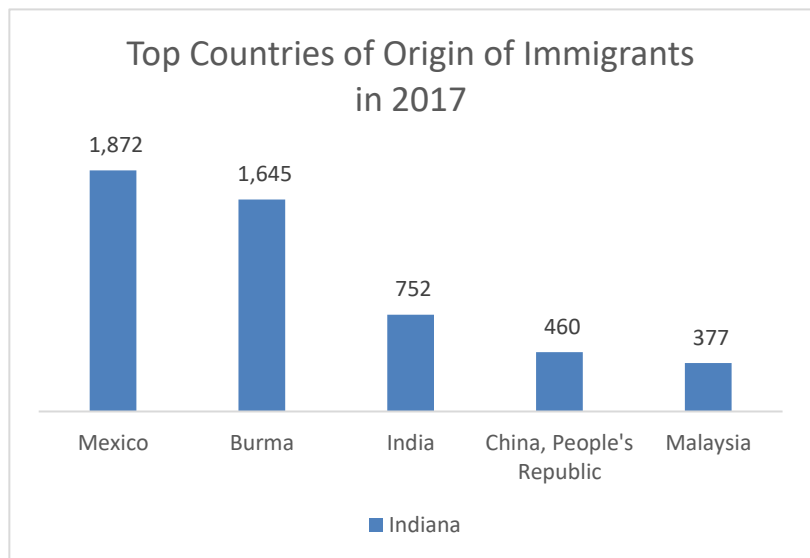
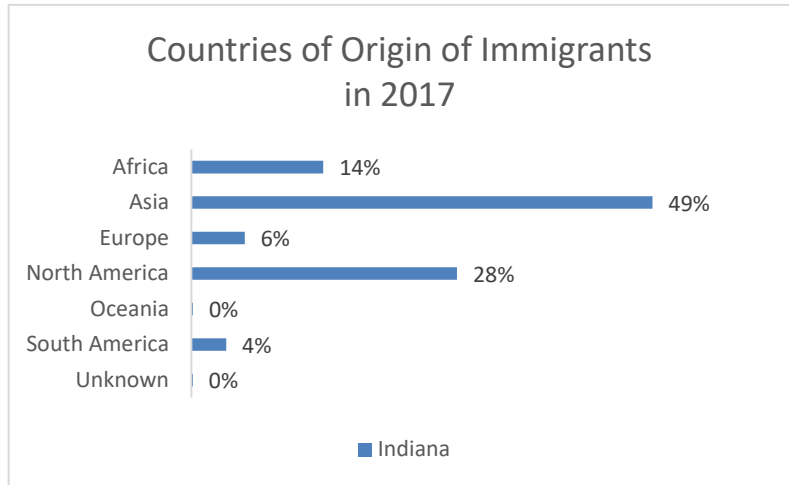


Table 9. Immigration by Origination Region and Country in 2017

REGION	
Total	10,052
Africa	1,396
Asia	4,878
Europe	565
North America	2,811
Oceania	18
South America	368
Unknown	16
COUNTRY	
Total	10,052
Mexico	1,872
Burma	1,645
India	752
China, People's Republic	460
Malaysia	377
Nigeria	366
Philippines	321
Vietnam	200
El Salvador	153
Honduras	152
Pakistan	125
Thailand	118
Cuba	115
Guatemala	109
Canada	105
United Kingdom	102
Korea, South	101
Dominican Republic	92
Jordan	92
Ethiopia	91
Brazil	90
Congo, Democratic Republic	87
Yemen	79
Syria	75
Jamaica	74
Peru	71

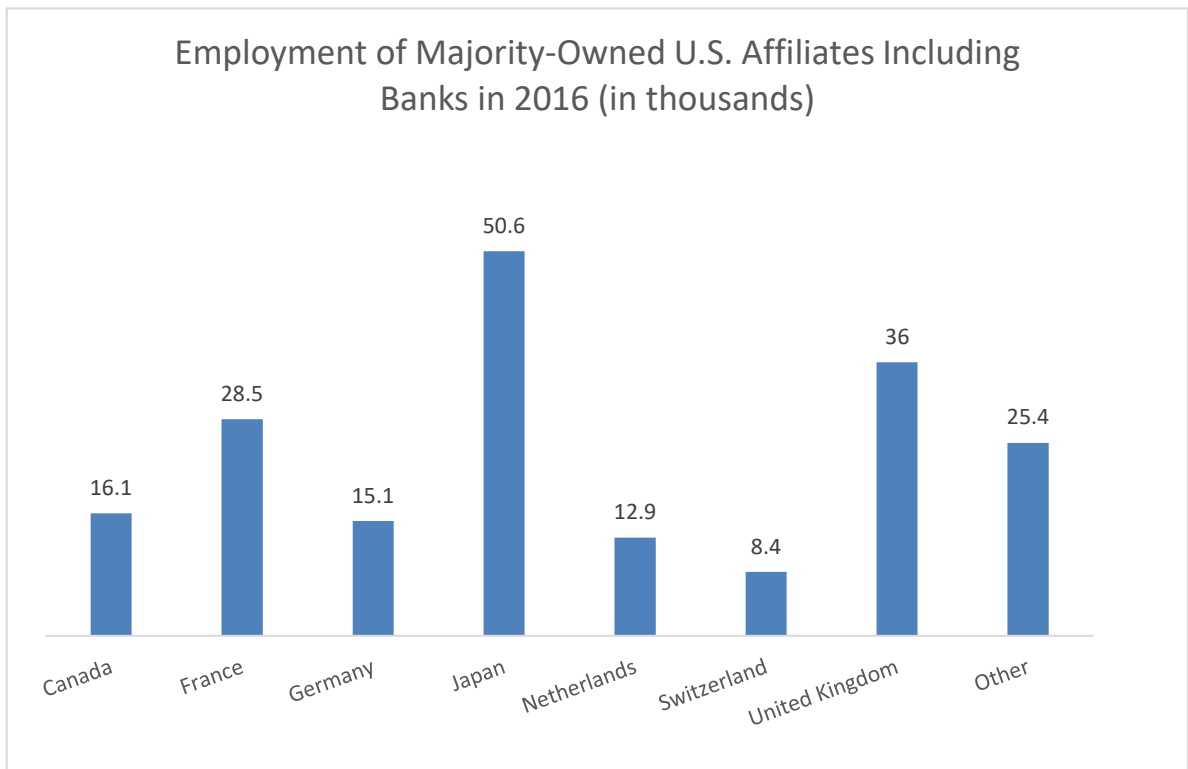


D-Data withheld to limit disclosure

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	39,339	2.4
Top 25	36,450	92.7
Canada	13,338	33.9
Mexico	5,416	13.8
Japan	2,066	5.3
China	2,002	5.1
Germany	1,532	3.9
France	1,429	3.6
Italy	1,381	3.5
United Kingdom	1,200	3.1
Netherlands	1,009	2.6
Australia	989	2.5
Belgium	987	2.5
Brazil	802	2.0
Korea, South	697	1.8
Ireland	634	1.6
Afghanistan	475	1.2
India	399	1.0
Spain	378	1.0
Singapore	338	0.9
Hong Kong	243	0.6
United Arab Emirates	220	0.6
Argentina	209	0.5
Colombia	193	0.5
Taiwan	176	0.4
Saudi Arabia	170	0.4
Chile	167	0.4

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	61,752	2.4
Top 25	59,610	96.5
Ireland	9,475	15.3
China	9,249	15.0
Canada	8,031	13.0
Japan	7,040	11.4
Mexico	4,521	7.3
Denmark	3,927	6.4
Germany	3,914	6.3
France	2,683	4.3
Switzerland	1,611	2.6
United Kingdom	1,309	2.1
Korea, South	877	1.4
Taiwan	811	1.3
Italy	805	1.3
Vietnam	767	1.2
Australia	749	1.2
India	673	1.1
Thailand	515	0.8
Netherlands	452	0.7
Indonesia	425	0.7
Malaysia	371	0.6
Brazil	363	0.6
Philippines	359	0.6
Spain	318	0.5
Belgium	198	0.3
Poland	167	0.3

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.