

State Economic Data for Engaging in International Real Estate

2019

National Association of REALTORS® Research Group

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New Hampshire



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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

New Hampshire

83,167 Foreign Born Population in 2017

6% *Percent of Population*

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

78,266 Non-immigrant Admissions in 2017

6% *Percent of Population*

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

\$16,461 Total Exports and Imports in 2017 (million U.S. dollars)

20% *Percent of State Gross Domestic Product*

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

43 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

	New Hampshire	U.S.
Total Population, by Place of Birth	1,342,795	325,719,178
Native /1	1,259,628	281,193,323
Foreign-Born /2	83,167	44,525,855
Naturalized	43,683	21,948,732
Not a U.S. Citizen	39,484	22,577,123
Percent, Foreign-Born	6%	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

	New Hampshire	U.S.
Total Foreign-born Population, Excl. Born at Sea	83,167	44,525,458
Born in Europe	20,272	4,818,662
Born in Asia	33,084	13,907,844
Born in Africa	4,777	2,293,028
Born in Oceania	272	263,965
Born in Latin America	16,078	22,425,056
Born in Northern America	8,684	816,903

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

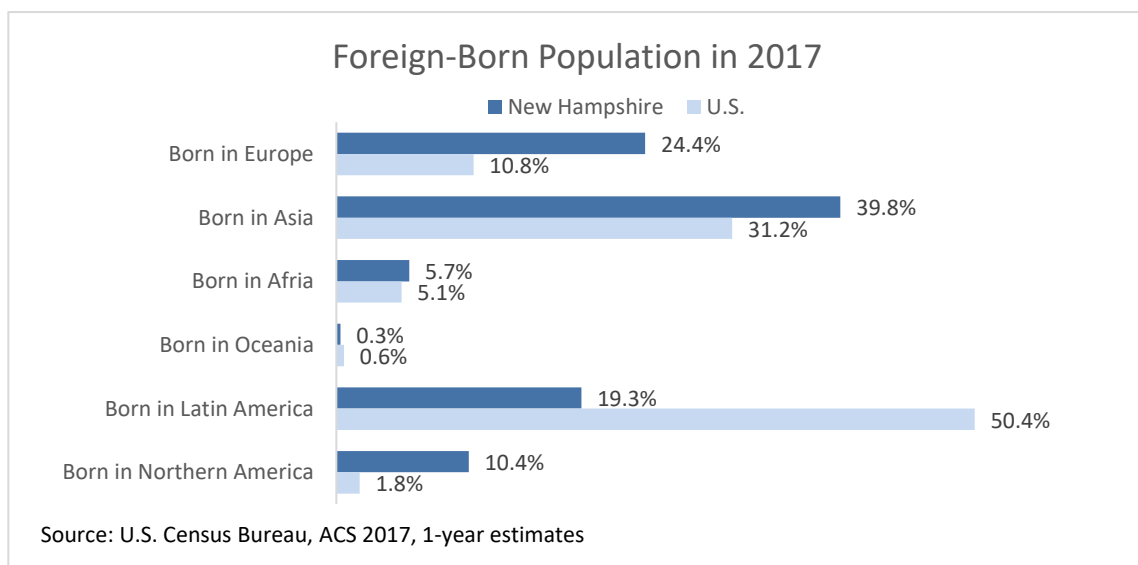


Table 3. Unemployment Rate in 2012-2017

	New Hampst	U.S.
Total Population	4.5	6.6
Native	4.5	6.7
Foreign-Born	4.5	5.8
Naturalized	3.6	4.8
Not a U.S. Citizen	5.5	6.6

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

Table 4. Educational Attainment in 2012-2017

	New Hampshire	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	22.3	19.1
Native	22.3	19.6
Foreign-Born	21.5	17.0
Naturalized	21.1	20.6
Not a U.S. Citizen	22.1	13.3
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	13.8	11.8
Native	13.3	11.6
Foreign-Born	20.2	12.7
Naturalized	19.8	14.5
Not a U.S. Citizen	20.7	10.7

#N/A - Data not available

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

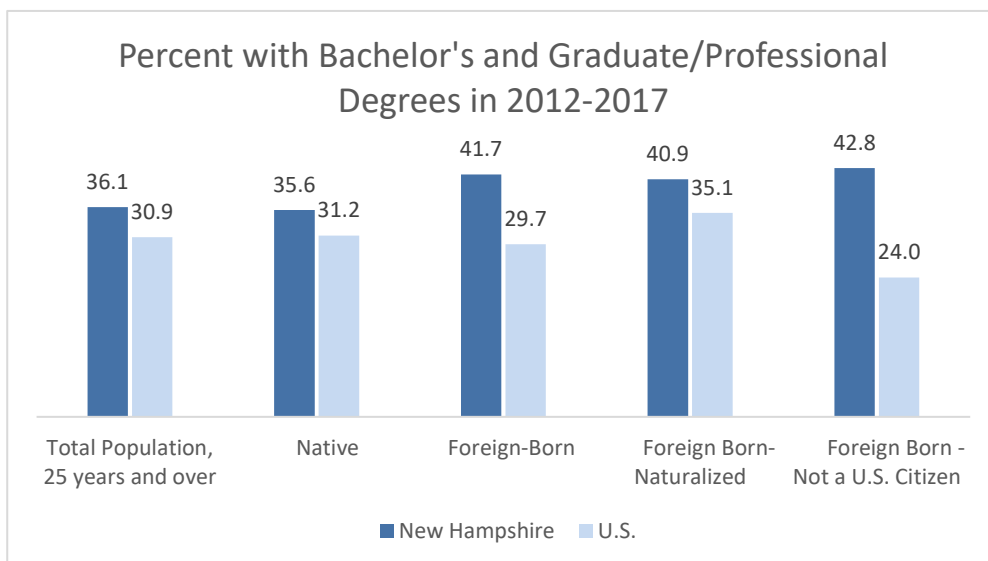


Table 5. Home Ownership and Median Household Income in 2012-2017

	Home Ownership Rate (in %)	Median HH Income (in \$)
New Hampshire		
Total	70.7	71,305
Native	71.6	71,644
Foreign Born	57.0	66,492
Naturalized	71.5	69,906
Not a U.S. Citizen	35.5	61,809
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

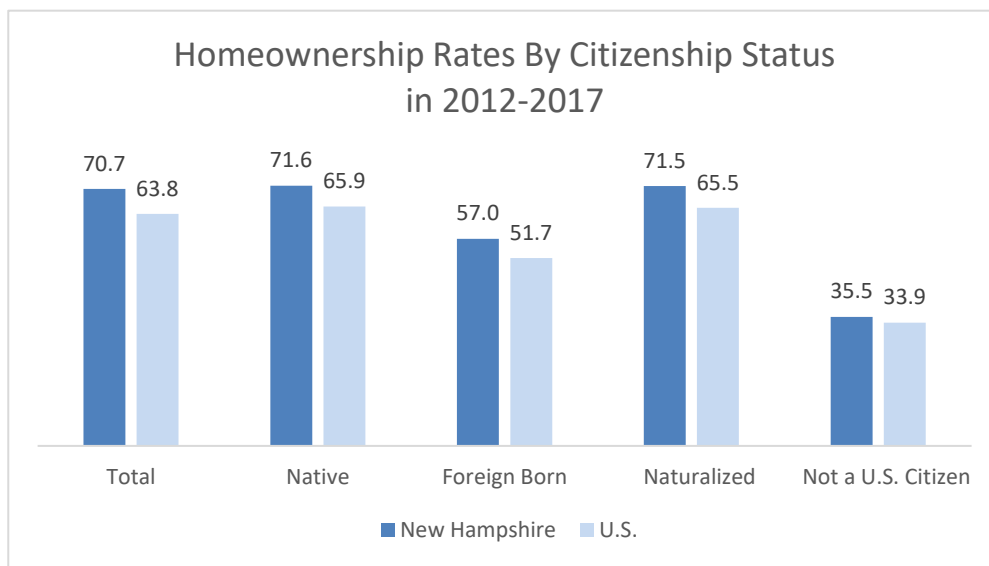
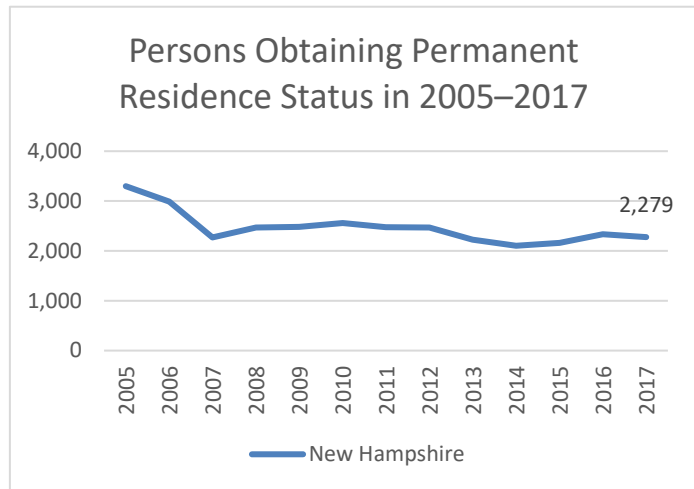


Table 6. Persons Obtaining Permanent Residence Status

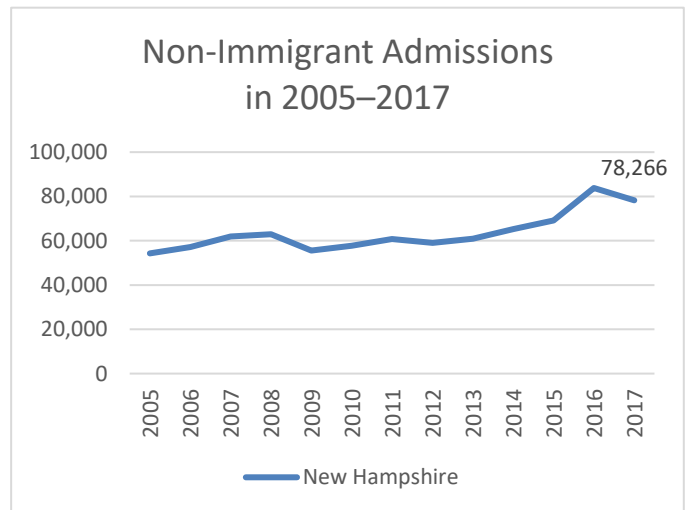
	New Hampshire	U.S.
2005	3,298	1,122,257
2006	2,987	1,266,129
2007	2,272	1,052,415
2008	2,466	1,107,126
2009	2,483	1,130,818
2010	2,556	1,042,625
2011	2,478	1,062,040
2012	2,466	1,031,631
2013	2,227	990,553
2014	2,103	1,016,518
2015	2,159	1,051,031
2016	2,332	1,183,505
2017	2,279	1,127,167



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

Table 7. Non-immigrant Admissions

	New Hampshire	U.S.
2005	54,291	32,003,435
2006	57,196	33,667,328
2007	61,981	37,149,651
2008	62,977	39,381,928
2009	55,558	36,231,554
2010	57,786	46,471,516
2011	60,763	46,471,516
2012	58,968	53,887,286
2013	60,918	61,052,260
2014	65,223	74,930,606
2015	69,108	76,638,236
2016	83,815	76,786,751
2017	78,266	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	28,268	29,072	29,485	32,051	32,252
Business Traveler, Other /2	17,054	20,101	22,838	33,593	26,636
Students and exchange visitors/3	8,772	9,381	9,918	10,334	10,999
Temporary workers and families/4	6,376	6,286	6,542	7,325	7,812
Diplomats/other representatives/5	218	156	144	192	285
All other classes	151	182	139	266	185
Unknown	79	45	182	54	97
New Hampshire	60,918	65,223	69,248	83,815	78,266
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.

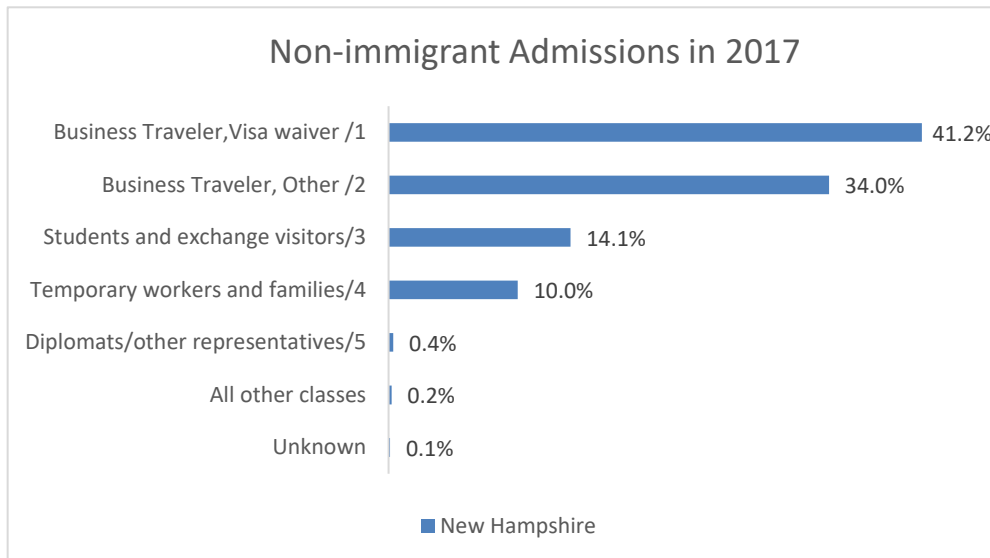
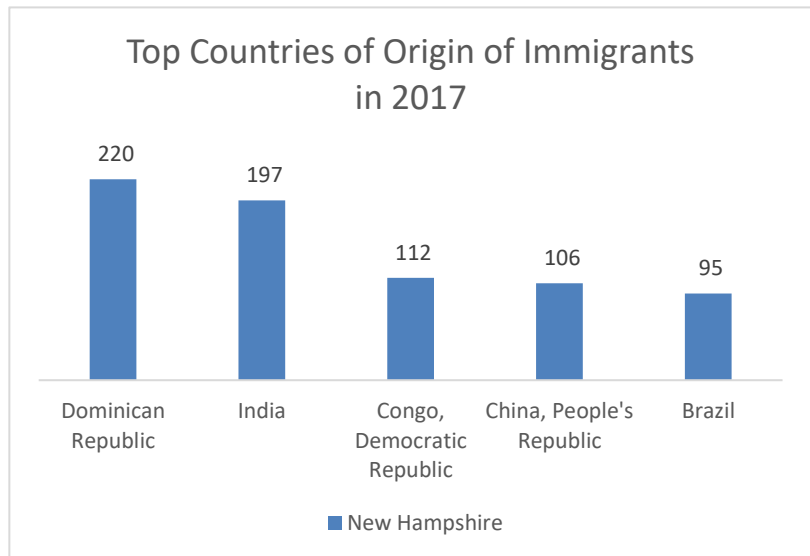
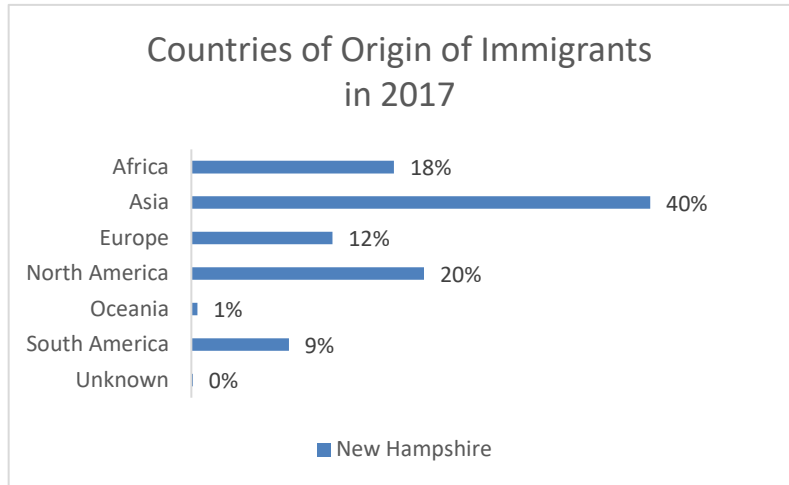


Table 9. Immigration by Origination Region and Country in 2017

REGION	
Total	2,279
Africa	405
Asia	917
Europe	282
North America	465
Oceania	12
South America	195
Unknown	3
COUNTRY	
Total	2,279
Dominican Republic	220
India	197
Congo, Democratic Republic	112
China, People's Republic	106
Brazil	95
Vietnam	88
Nepal	74
Mexico	71
Philippines	66
United Kingdom	65
Iraq	61
Canada	55
Colombia	49
Kenya	48
Burma	40
Nigeria	37
Bhutan	35
Jamaica	35
Rwanda	30
Pakistan	26
Russia	25
Haiti	22
Malaysia	22
Morocco	22
Iran	21
Korea, South	21

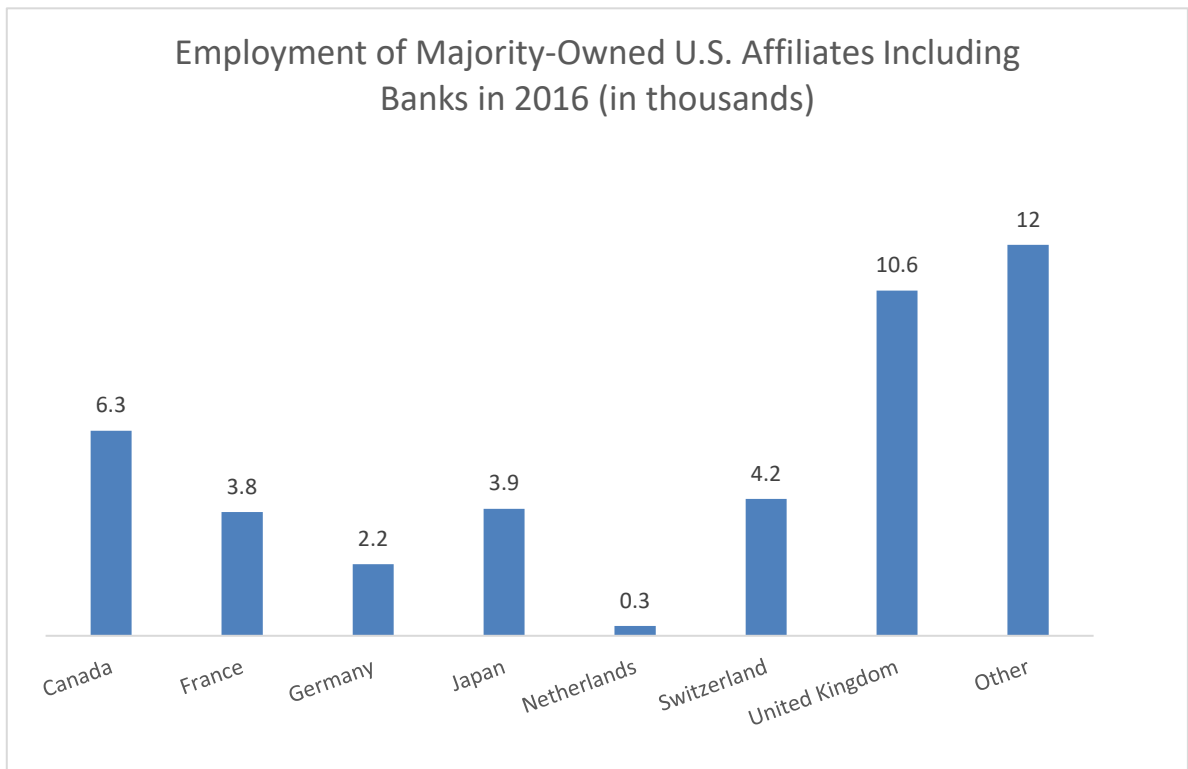


D-Data withheld to limit disclosure

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	5,286	0.3
Top 25	4,812	91.0
Germany	692	13.1
Canada	664	12.6
Ireland	433	8.2
Mexico	420	7.9
China	368	7.0
France	223	4.2
Saudi Arabia	219	4.1
Japan	217	4.1
United Kingdom	181	3.4
Netherlands	178	3.4
Hong Kong	168	3.2
United Arab Emirates	134	2.5
Australia	128	2.4
Italy	94	1.8
Korea, South	94	1.8
Israel	92	1.7
Singapore	90	1.7
Taiwan	67	1.3
Thailand	64	1.2
Malaysia	59	1.1
Poland	56	1.1
Spain	53	1.0
India	47	0.9
Turkey	38	0.7
Brazil	32	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	12,496	0.5
Top 25	11,987	95.9
Canada	5,642	45.1
China	1,067	8.5
Japan	831	6.7
Germany	723	5.8
Poland	639	5.1
Mexico	396	3.2
United Kingdom	391	3.1
Israel	285	2.3
Italy	256	2.1
Vietnam	206	1.6
Ireland	156	1.2
Thailand	145	1.2
Switzerland	139	1.1
India	121	1.0
Taiwan	118	0.9
France	116	0.9
Turkey	111	0.9
Spain	110	0.9
Sweden	103	0.8
Singapore	98	0.8
Malaysia	87	0.7
Netherlands	76	0.6
Korea, South	63	0.5
Indonesia	62	0.5
Czech Republic	46	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.