

State Economic Data for Engaging in International Real Estate

2019

National Association of REALTORS® Research Group

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Utah



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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

Utah

269,239 Foreign Born Population in 2017

9% *Percent of Population*

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

240,826 Non-immigrant Admissions in 2017

8% *Percent of Population*

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

\$25,597 Total Exports and Imports in 2017 (million U.S. dollars)

16% *Percent of State Gross Domestic Product*

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

48 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

	Utah	U.S.
Total Population, by Place of Birth	3,101,833	325,719,178
Native /1	2,832,594	281,193,323
Foreign-Born /2	269,239	44,525,855
Naturalized	105,056	21,948,732
Not a U.S. Citizen	164,183	22,577,123
Percent, Foreign-Born	9%	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

	Utah	U.S.
Total Foreign-born Population, Excl. Born at Sea	269,239	44,525,458
Born in Europe	27,750	4,818,662
Born in Asia	58,746	13,907,844
Born in Africa	10,734	2,293,028
Born in Oceania	7,458	263,965
Born in Latin America	154,791	22,425,056
Born in Northern America	9,760	816,903

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

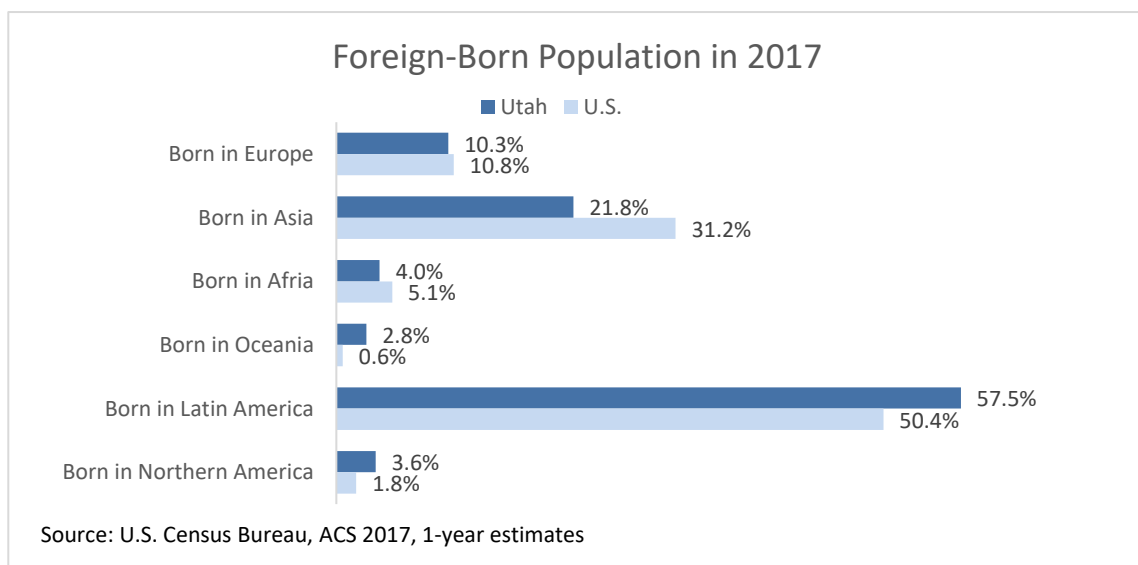


Table 3. Unemployment Rate in 2012-2017

	Utah	U.S.
Total Population	4.4	6.6
Native	4.4	6.7
Foreign-Born	3.7	5.8
Naturalized	3.1	4.8
Not a U.S. Citizen	4.1	6.6

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

Table 4. Educational Attainment in 2012-2017

	Utah	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	21.5	19.1
Native	22.4	19.6
Foreign-Born	15.3	17.0
Naturalized	18.6	20.6
Not a U.S. Citizen	13.0	13.3
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	11.0	11.8
Native	11.3	11.6
Foreign-Born	8.9	12.7
Naturalized	10.5	14.5
Not a U.S. Citizen	7.7	10.7

#N/A - Data not available

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

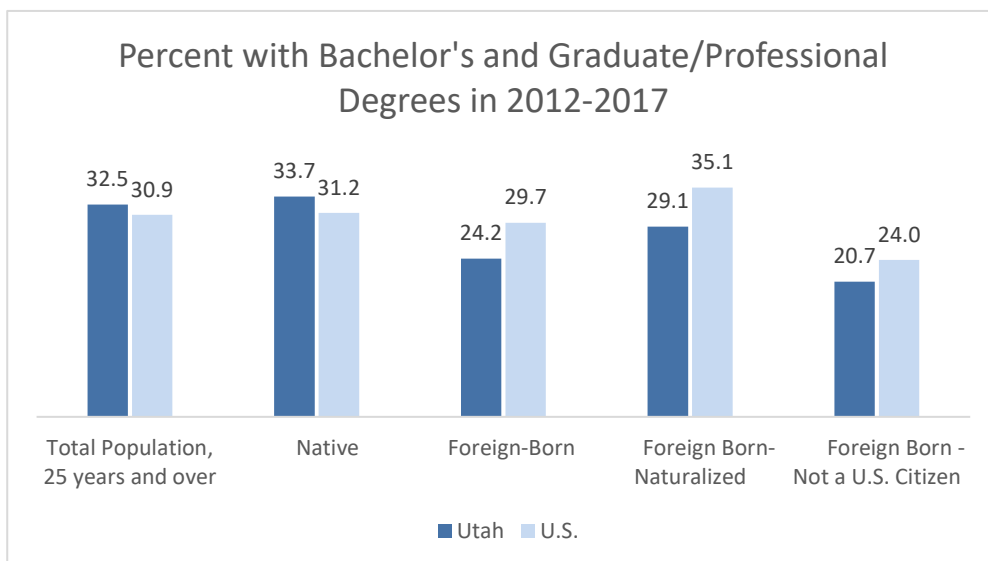


Table 5. Home Ownership and Median Household Income in 2012-2017

	Home Ownership Rate (in %)	Median HH Income (in \$)
Utah		
Total	69.6	65,325
Native	71.4	67,053
Foreign Born	53.9	50,462
Naturalized	71.5	60,089
Not a U.S. Citizen	39.4	43,755
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

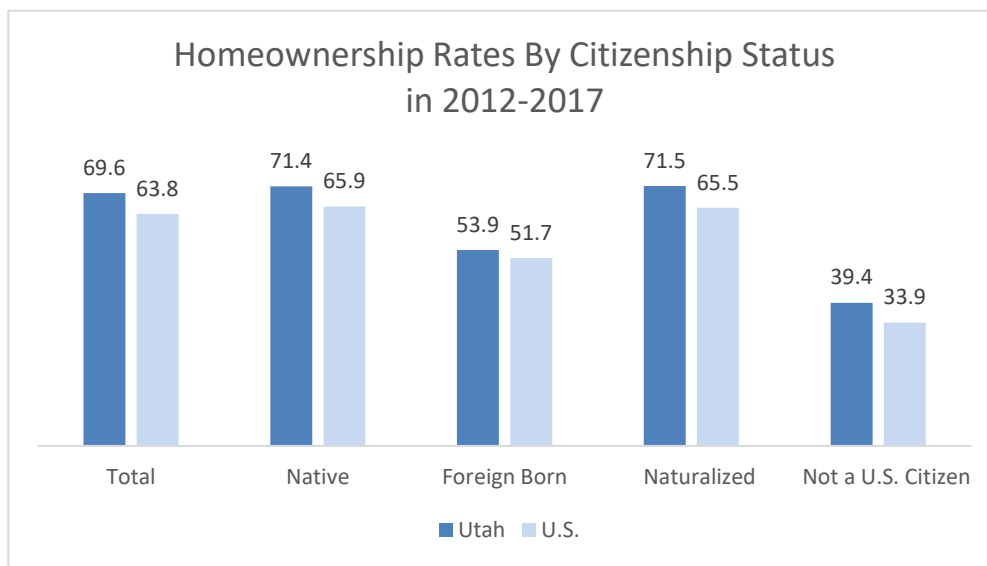
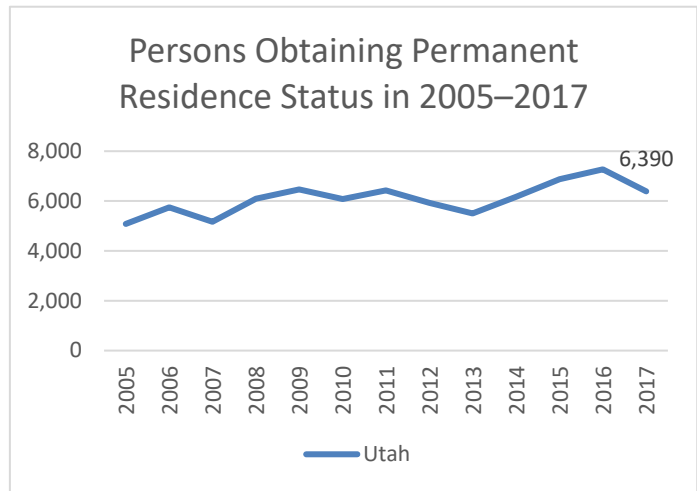


Table 6. Persons Obtaining Permanent Residence Status

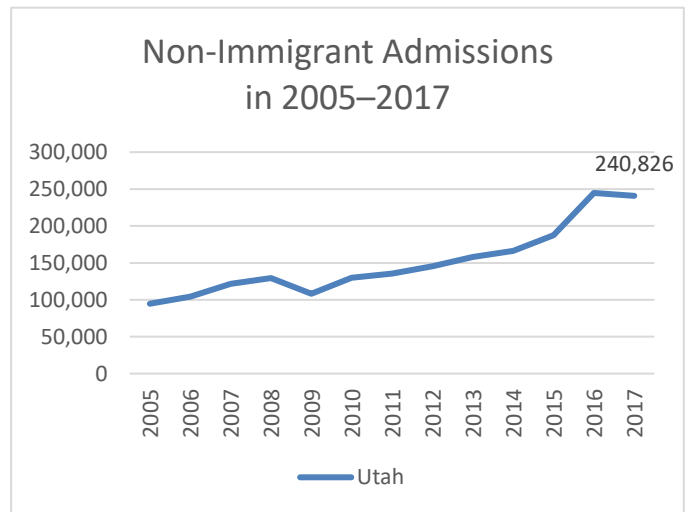
	Utah	U.S.
2005	5,082	1,122,257
2006	5,749	1,266,129
2007	5,168	1,052,415
2008	6,087	1,107,126
2009	6,466	1,130,818
2010	6,085	1,042,625
2011	6,426	1,062,040
2012	5,932	1,031,631
2013	5,503	990,553
2014	6,166	1,016,518
2015	6,883	1,051,031
2016	7,271	1,183,505
2017	6,390	1,127,167



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

Table 7. Non-immigrant Admissions

	Utah	U.S.
2005	94,699	32,003,435
2006	104,196	33,667,328
2007	121,771	37,149,651
2008	129,441	39,381,928
2009	108,182	36,231,554
2010	129,933	46,471,516
2011	135,495	46,471,516
2012	145,433	53,887,286
2013	157,969	61,052,260
2014	166,272	74,930,606
2015	187,597	76,638,236
2016	244,728	76,786,751
2017	240,826	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	59,879	60,888	62,642	74,161	76,063
Business Traveler, Other /2	75,725	80,618	99,426	139,915	136,636
Students and exchange visitors/3	13,373	13,482	13,729	14,516	14,387
Temporary workers and families/4	7,930	9,776	10,485	14,228	12,289
Diplomats/other representatives/5	490	936	832	1,033	855
All other classes	328	472	421	727	442
Unknown	199	100	472	148	154
Utah	157,924	166,272	188,007	244,728	240,826
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.

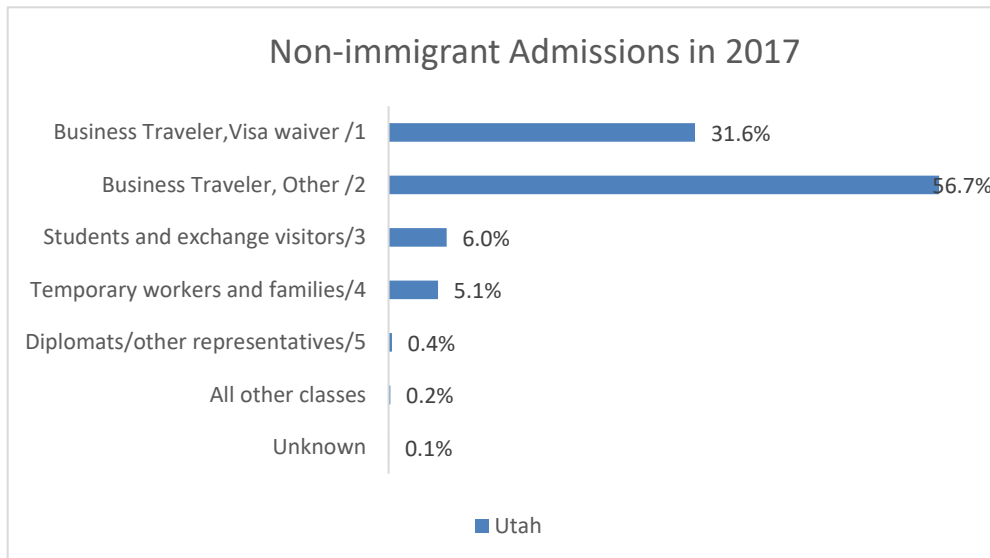
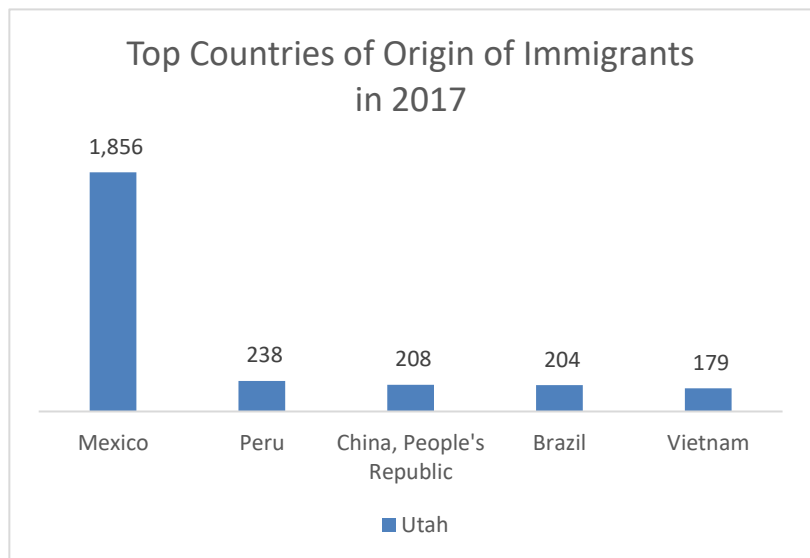
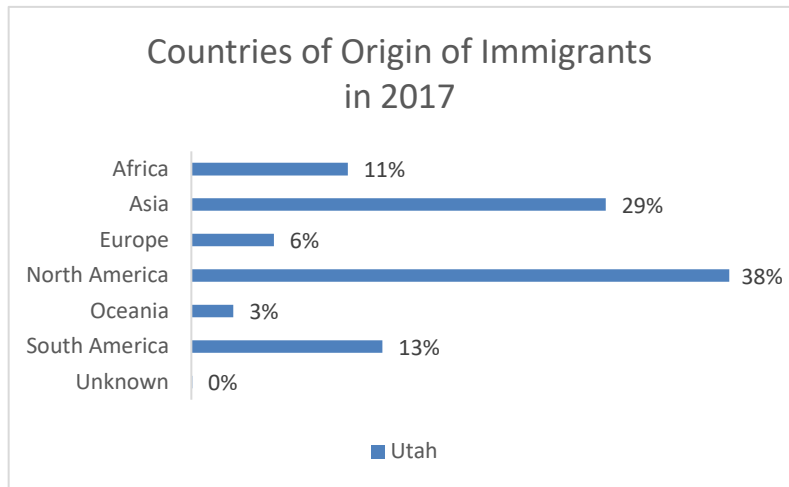


Table 9. Immigration by Origination Region and Country in 2017

REGION	
Total	6,390
Africa	701
Asia	1,858
Europe	370
North America	2,412
Oceania	188
South America	857
Unknown	4
COUNTRY	
Total	6,390
Mexico	1,856
Peru	238
China, People's Republic	208
Brazil	204
Vietnam	179
Iraq	170
Philippines	163
El Salvador	153
India	150
Burma	134
Somalia	117
Nepal	110
Venezuela	110
Korea, South	103
Argentina	99
Congo, Democratic Republic	98
Canada	84
Guatemala	83
Afghanistan	80
Thailand	77
Colombia	74
Iran	67
United Kingdom	59
Cuba	56
Dominican Republic	55
Pakistan	55

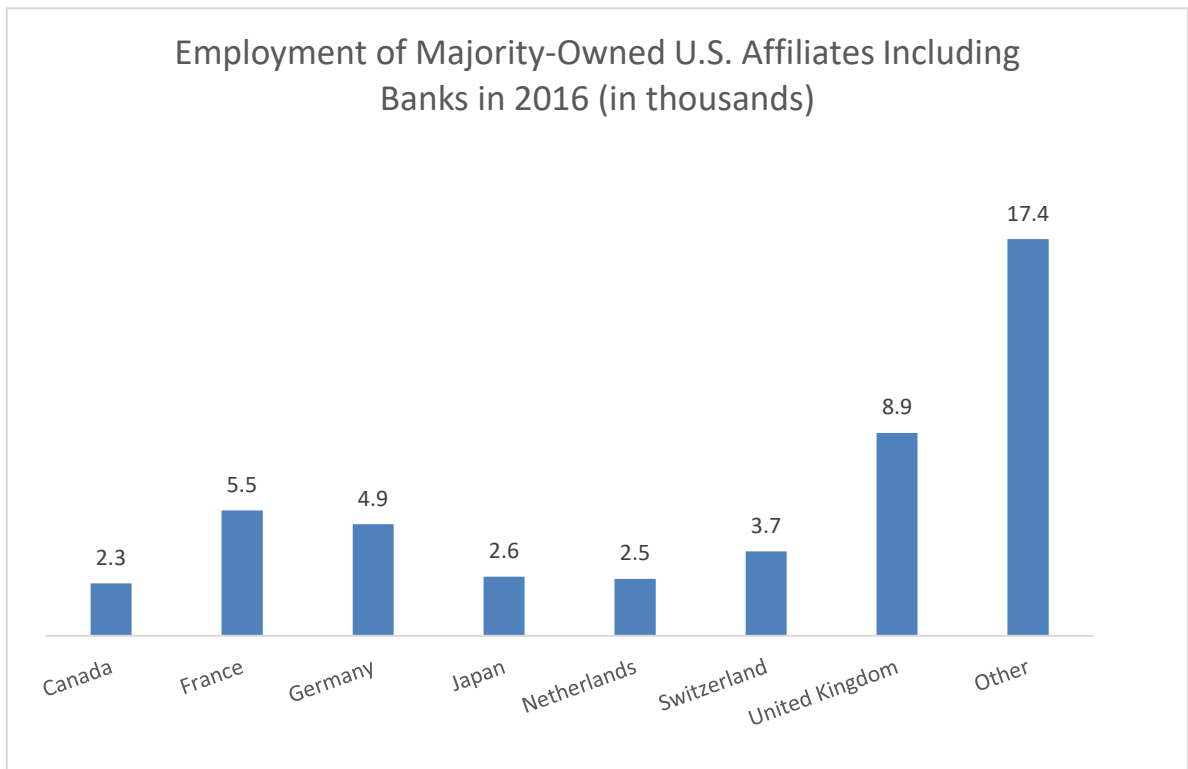


D-Data withheld to limit disclosure

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	14,373	0.9
Top 25	13,592	94.6
United Kingdom	5,096	35.5
Canada	1,784	12.4
Japan	806	5.6
Hong Kong	738	5.1
Mexico	725	5.0
Taiwan	712	5.0
China	577	4.0
Netherlands	446	3.1
Germany	405	2.8
Korea, South	402	2.8
Australia	274	1.9
India	224	1.6
France	215	1.5
Singapore	181	1.3
Switzerland	165	1.1
Italy	162	1.1
Belgium	128	0.9
Brazil	104	0.7
Spain	93	0.6
Malaysia	82	0.6
Israel	63	0.4
Philippines	63	0.4
Thailand	58	0.4
Austria	45	0.3
Chile	43	0.3

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	15,142	0.6
Top 25	14,351	94.8
Mexico	3,606	23.8
China	2,726	18.0
Canada	1,916	12.7
Peru	1,647	10.9
Brazil	962	6.4
Taiwan	481	3.2
Japan	314	2.1
Germany	277	1.8
Chile	260	1.7
Nicaragua	258	1.7
France	227	1.5
Vietnam	210	1.4
Singapore	177	1.2
United Kingdom	167	1.1
Italy	148	1.0
Argentina	142	0.9
Austria	141	0.9
Korea, South	127	0.8
India	120	0.8
Switzerland	103	0.7
Israel	95	0.6
Malaysia	72	0.5
Spain	70	0.5
Netherlands	54	0.4
Ireland	52	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.