

2020 State Economic Data for Engaging in International Real Estate

National Association of REALTORS®
Research Group



NATIONAL
ASSOCIATION OF
REALTORS®

International migration and trade and investment among countries open opportunities for working with international clients. This Report provides state-level economic data that point to the potential of working with international clients interested in purchasing U.S. residential or commercial real estate for primary residence, vacation home, investment rental property, or business uses.

According to the *2019 National Association of REALTORS® Profile of International Activity in U.S. Residential Real Estate*, foreign buyers purchased \$77.9 billion of residential property during April 2018–March 2019, or five percent of the \$1.6 trillion of total existing home sales during the same period.

The *2020 Commercial Real Estate International Business Trends* reported \$4.3 billion in commercial transactions with foreign clients in 2018 among REALTORS® who are typically engaged in commercial transactions of less than \$1 million per transaction.

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/international-real-estate>

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

For inquiries, email us at Data@nar.realtor.

Indicators for Engaging in International Real Estate in California

Chart 1. Net International Migration	2
Table 1. Population by Place of Birth	2
Table 2. Foreign-born Population	3
Table 3. Home Ownership and Median Income	3
Table 4. Educational Attainment	4
Table 5. Unemployment Rate	4
Table 6. Wage and Salary Workers	4
Table 7. Persons Obtaining Permanent Residence Status	5
Table 8. Non-Immigrant Admissions	5
Table 9. Non-Immigrant (I-94) Admission Class	6
Table 10. Immigration by Origination Region and Country	7
Table 11. Employment of Multinational Companies	8
Table 12. Top 25 Export Destinations	9
Table 13. Top 25 Import Origins	10

Chart 1. Net International Migration as of 2019

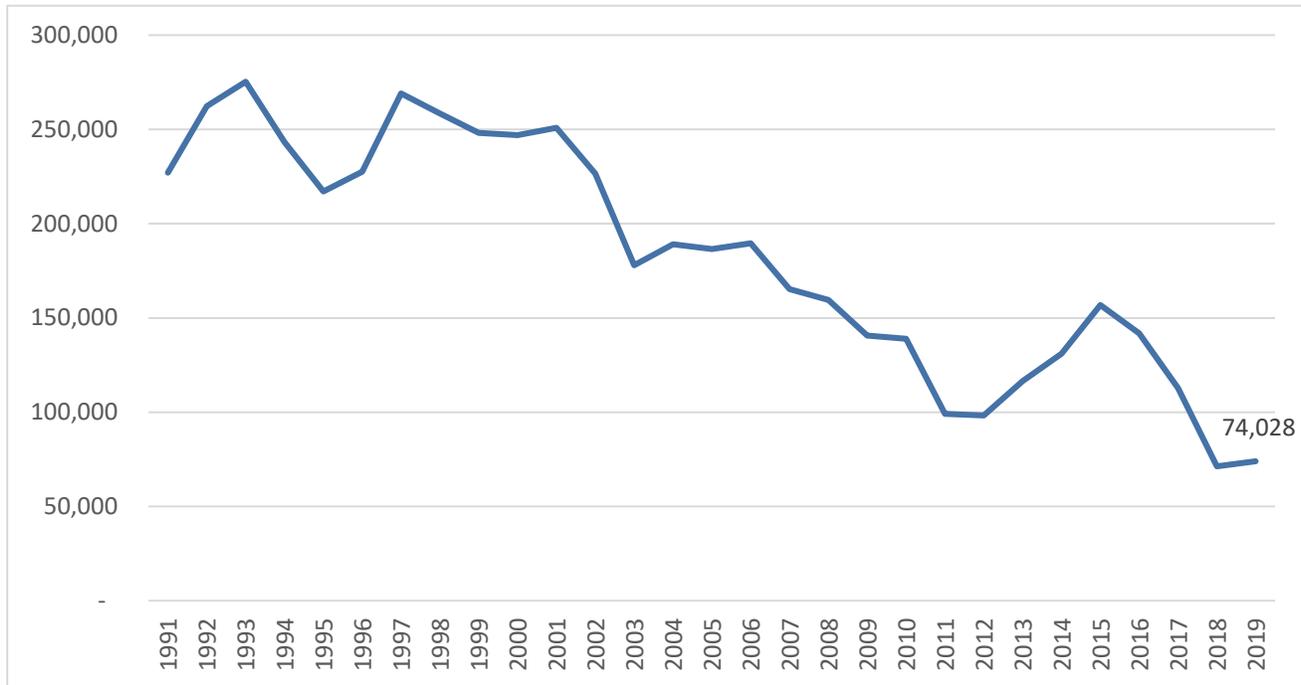


Table 1. Population By Place of Birth in 2018

	California	U.S.
Total Population, by Place of Birth	39,557,045	327,167,439
Native /1	28,931,065	282,438,718
Foreign-Born /2	10,625,980	44,728,721
Naturalized	5,577,936	22,629,737
Not a U.S. Citizen	5,048,044	22,098,984
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 2018, 1-year estimates, Table DP02

Table 2. Foreign-Born Population in 2018

	California		U.S.	
Total Foreign-born Population, Excl. Born at Sea	10,625,936	% share	17,528	% share
Born in Europe	684,336	6%	3,923	22%
Born in Asia	4,222,408	40%	3,853	22%
Born in Africa	202,449	2%	385	2%
Born in Oceania	84,502	1%	209	1%
Born in Latin America	5,301,868	50%	8,410	48%
Born in Northern America	130,373	1%	748	4%

Source: U.S. Census Bureau, ACS 2018, 1-year estimates, Table DP02

Table 3. Home Ownership and Median Household Income in 2013-2018

	Home Ownership Rate	Median HH Income
	(in %)	(in \$)
California		
Total	54.6	\$71,228
Native	57.5	\$76,127
Foreign Born	52.2	\$61,605
Naturalized	69.5	\$73,331
Not a U.S. Citizen	28.6	\$48,379
U.S.		
Total	63.8	\$60,293
Native	65.9	\$60,968
Foreign Born	54.0	\$56,293
Naturalized	69.3	\$66,078
Not a U.S. Citizen	34.0	\$46,323

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

Table 4. Educational Attainment in 2013-2018

	California	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	20.8	19.4
Native	22.8	19.9
Foreign-Born	17.3	17.4
Naturalized	21.6	20.7
Not a U.S. Citizen	12.3	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	12.5	12.1
Native	13.3	11.9
Foreign-Born	11.0	13.1
Naturalized	12.8	14.8
Not a U.S. Citizen	8.9	11.2

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

Table 5. Unemployment Rate in 2013-2018

	California	U.S.
Civilian Population 16 years old and over	4.2	3.7
Native	4.6	3.8
Foreign-Born	3.6	3.4
Naturalized	2.8	2.8
Not a U.S. Citizen	4.4	4.0

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

Table 6. Wage and Salary workers in 2013-2018

	California	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	78.2	68.6
Native	76.6	79.5
Foreign-Born	81.5	83.7
Naturalized	77.7	80.7
Not a U.S. Citizen	85.6	86.7

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

Table 7. 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
2018	200,897	1,096,611

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

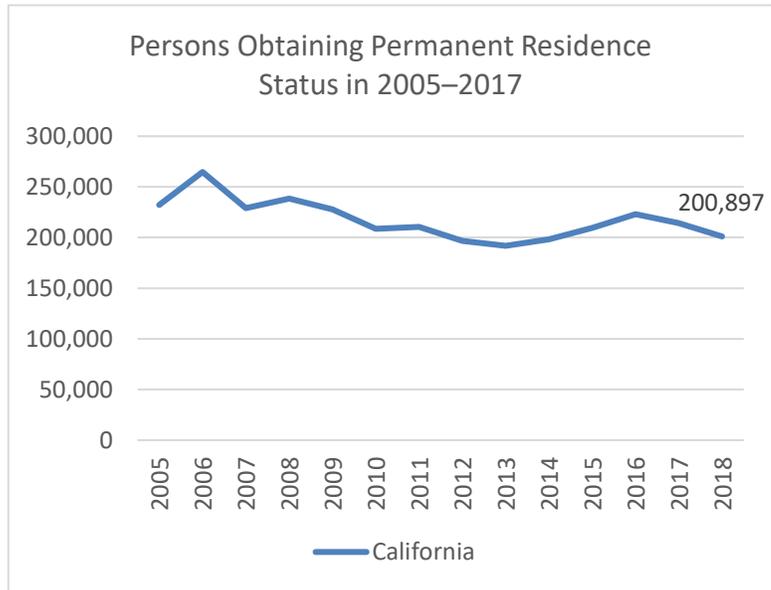


Table 8. Non-immigrant Admissions

	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
2018	15,523,053	81,279,692

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

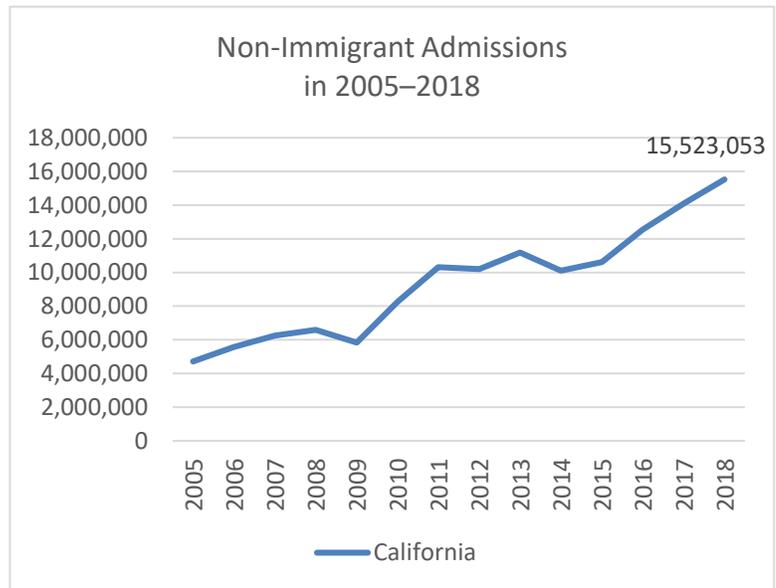


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	3,048,692	3,187,496	3,413,268	3,584,736	3,720,362
Business Traveler, Other /2	6,254,130	6,553,238	8,038,007	9,498,259	10,737,972
Students and exchange visitors/3	347,904	383,503	421,406	397,934	419,074
Temporary workers and families/4	375,517	418,772	578,746	543,468	586,500
Diplomats/other representatives/5	27,519	28,140	33,525	27,781	28,782
All other classes	45,879	35,271	46,536	29,773	26,008
Unknown	2,981	45,879	5,533	6,557	4,355
California	10,102,622	10,652,299	12,537,021	14,088,508	15,523,053
U.S.	74,930,606	76,638,236	76,786,751	77,643,267	81,279,692

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:

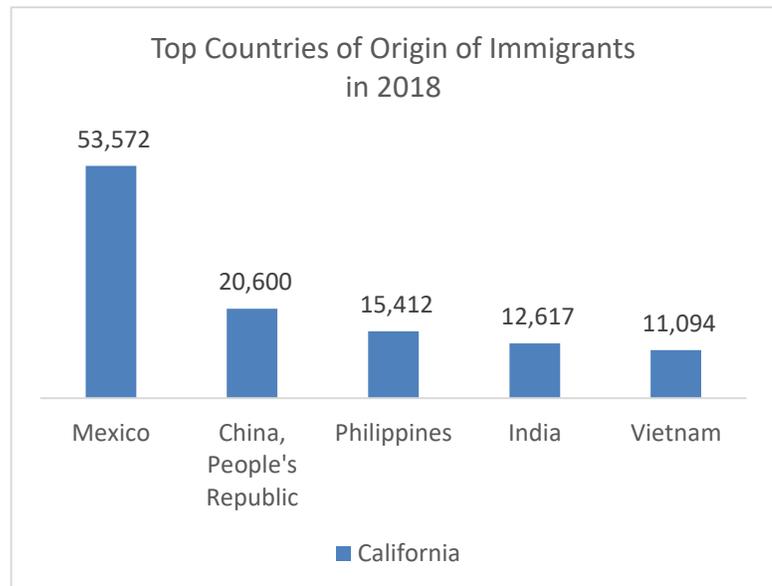
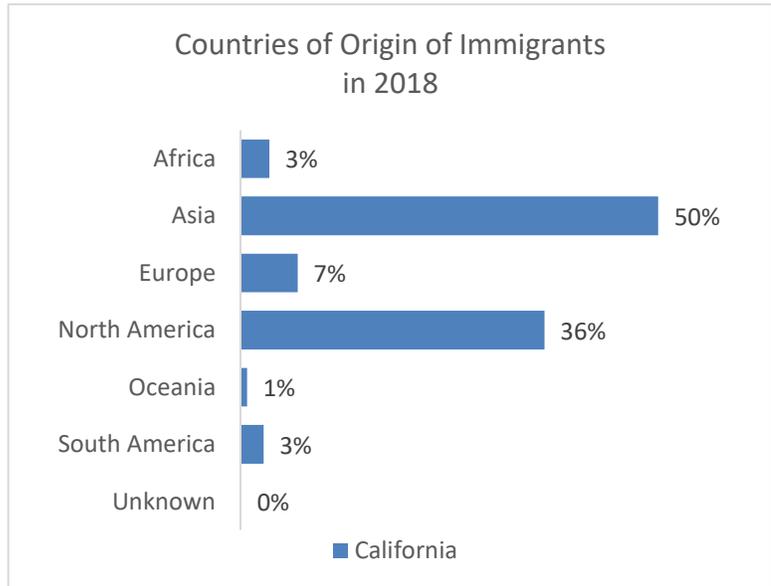
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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 10. Immigration by Origination Region and Country in 2018

REGION	
Total	200,897
Africa	6,941
Asia	100,162
Europe	13,704
North America	72,851
Oceania	1,586
South America	5,519
Unknown	134
COUNTRY	
Total	200,897
Mexico	53,572
China, People's Republic	20,600
Philippines	15,412
India	12,617
Vietnam	11,094
El Salvador	8,213
Korea, South	5,757
Guatemala	4,844
Afghanistan	4,527
Iran	4,527
Armenia	2,582
Taiwan	2,388
Iraq	2,319
Syria	2,137
Ukraine	2,071
Russia	2,061
United Kingdom	2,025
Pakistan	2,003
Canada	1,971
Honduras	1,726
Brazil	1,594
Egypt	1,439
Japan	1,332
Peru	1,271
Nepal	1,172
France	1,114

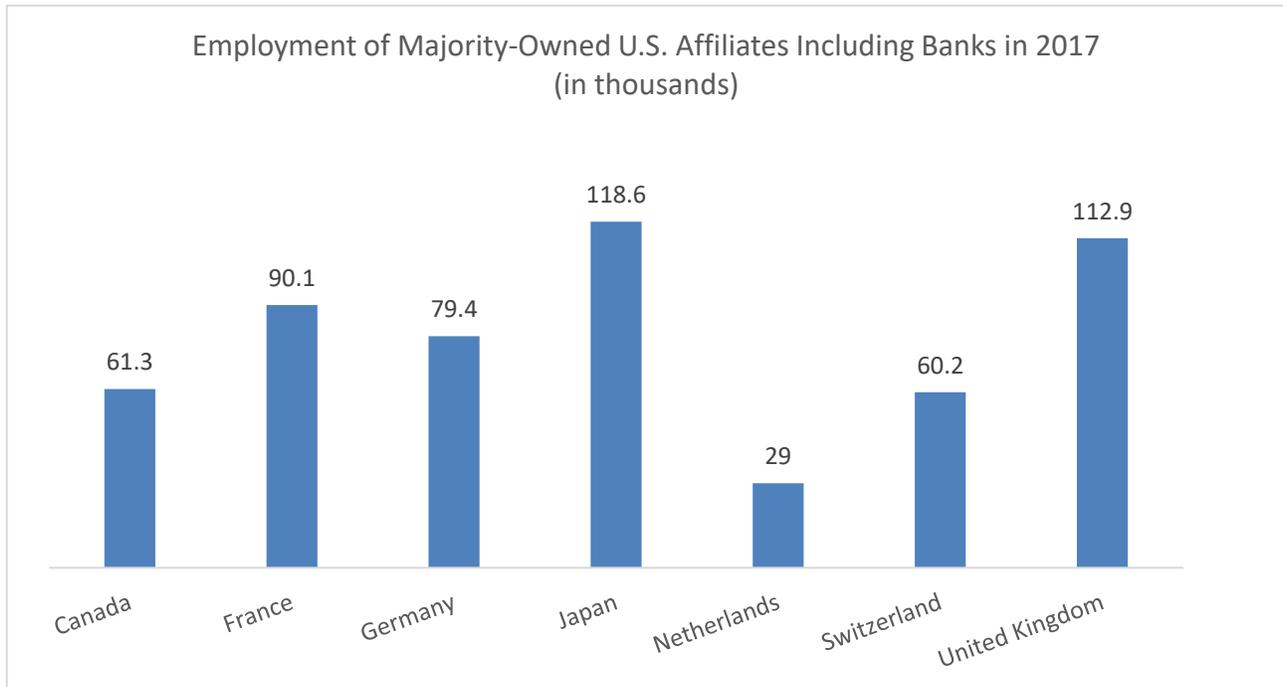


D-Data withheld to limit disclosure

Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2017, Supplemental Table 1.

Table 11. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies



Source: US Bureau of Economic Analysis

Table 12. Top 25 Export Destinations of the State Based on 2018 Dollar Value (in Millions)

Country	2018 Dollar Volume	Percent Share
World	\$178,405	10.72
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.

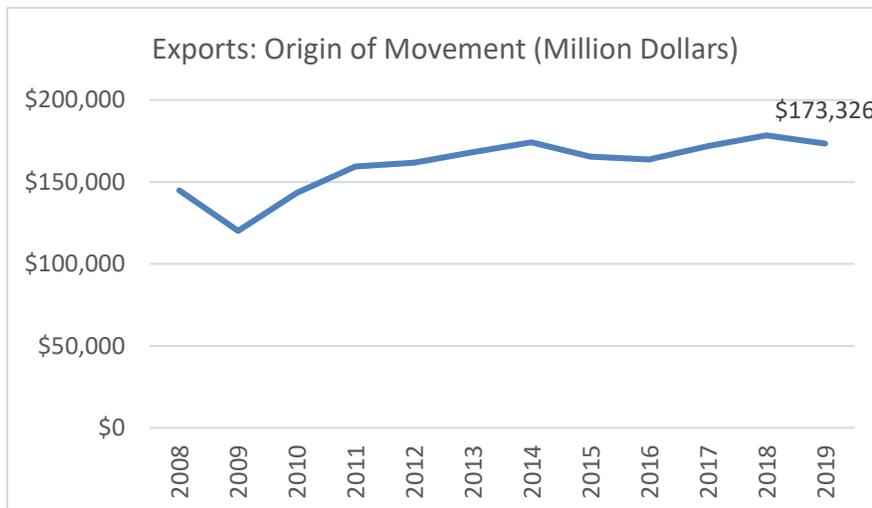


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

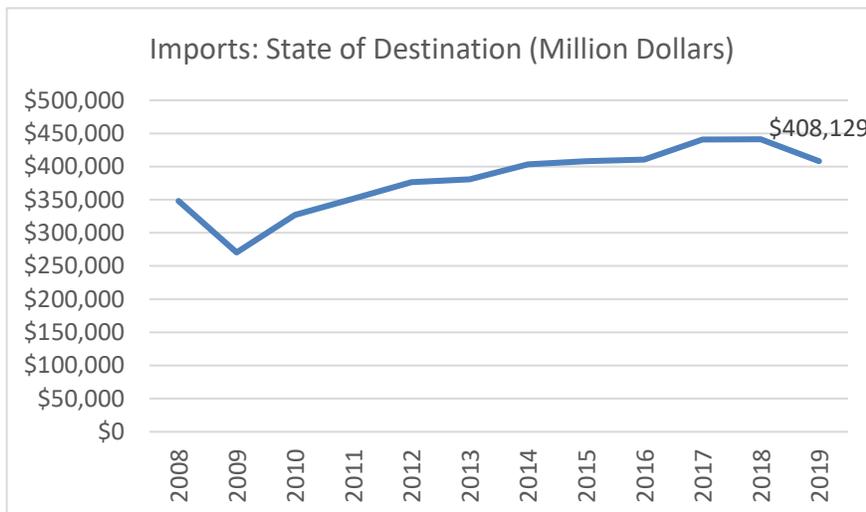
Country	2018 Dollar Volume	Percent Share
World	\$441,166	17.35
Top 25	\$408,586	92.6
China	\$161,187	36.5
Mexico	\$44,054	10.0
Japan	\$33,633	7.6
Canada	\$27,098	6.1
Korea, South	\$16,640	3.8
Malaysia	\$14,801	3.4
Taiwan	\$14,487	3.3
Vietnam	\$13,581	3.1
Germany	\$12,412	2.8
Thailand	\$10,301	2.3
Saudi 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.





The National Association of REALTORS® is America's largest trade association, representing more than 1.4 million members, including NAR's institutes, societies and councils, involved in all aspects of the real estate industry. NAR membership includes brokers, salespeople, property managers, appraisers, counselors and others engaged in both residential and commercial real estate.

The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics.

Working for America's property owners, the National Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

NATIONAL ASSOCIATION OF REALTORS® RESEARCH GROUP

The Mission of the NATIONAL ASSOCIATION OF REALTORS® Research Group is to produce timely, data-driven market analysis and authoritative business intelligence to serve

members, and inform consumers, policymakers and the media in a professional and accessible manner.

To find out about other products from NAR's Research Group, visit nar.realtor/research-and-statistics

NATIONAL ASSOCIATION OF REALTORS®

Research Group

500 New Jersey Avenue, NW

Washington, DC 20001

202-383-1000

data@realtors.org