

2020 State Economic Data for Engaging in International Real Estate

National Association of REALTORS®
Research Group



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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 Delaware

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Chart 1. Net International Migration as of 2019

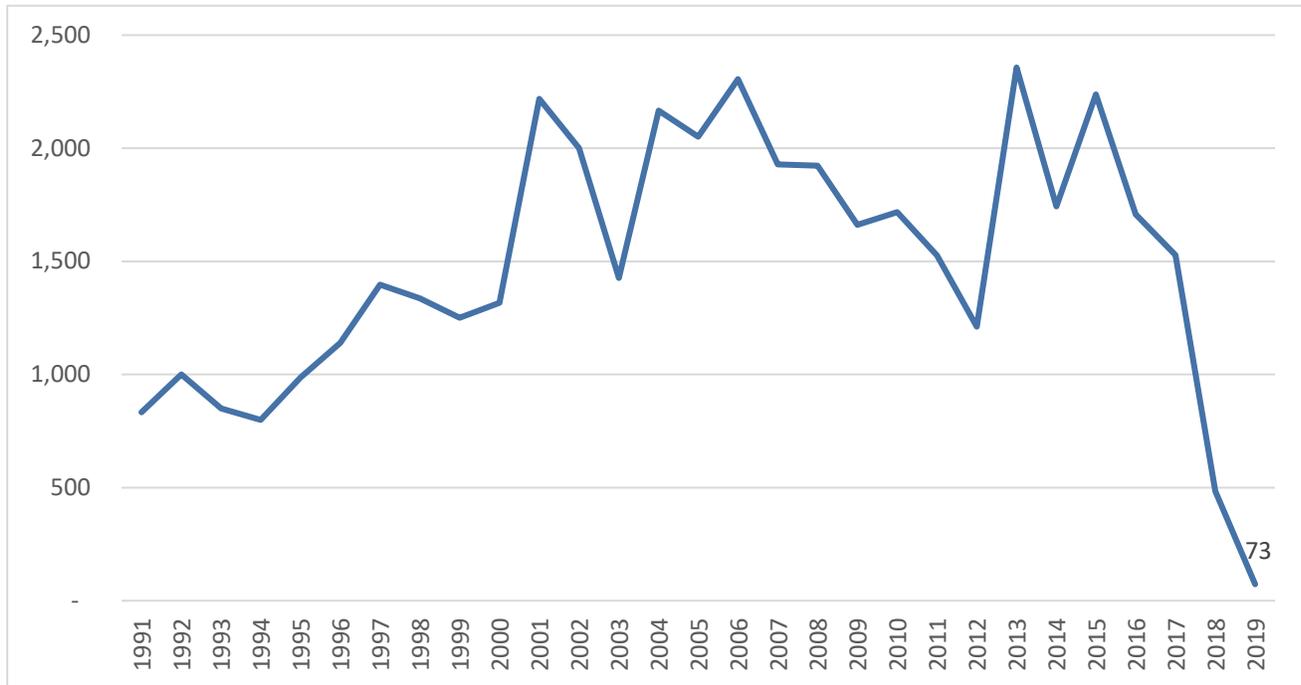


Table 1. Population By Place of Birth in 2018

	Delaware	U.S.
Total Population, by Place of Birth	967,171	327,167,439
Native /1	875,941	282,438,718
Foreign-Born /2	91,230	44,728,721
Naturalized	42,707	22,629,737
Not a U.S. Citizen	48,523	22,098,984
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 2018, 1-year estimates, Table DP02

Table 2. Foreign-Born Population in 2018

	Delaware		U.S.	
Total Foreign-born Population, Excl. Born at Sea	91,230	% share	17,528	% share
Born in Europe	9,491	10%	3,923	22%
Born in Asia	30,409	33%	3,853	22%
Born in Africa	7,948	9%	385	2%
Born in Oceania	56	0%	209	1%
Born in Latin America	41,687	46%	8,410	48%
Born in Northern America	1,639	2%	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
Delaware	(in %)	(in \$)
Total	71.1	\$65,627
Native	72.7	\$65,331
Foreign Born	36.4	\$68,173
Naturalized	49.8	\$76,016
Not a U.S. Citizen	32.8	\$58,689
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

	Delaware	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	18.3	19.4
Native	18.2	19.9
Foreign-Born	18.7	17.4
Naturalized	20.6	20.7
Not a U.S. Citizen	16.8	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	13.1	12.1
Native	12.2	11.9
Foreign-Born	19.8	13.1
Naturalized	21.6	14.8
Not a U.S. Citizen	17.9	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

	Delaware	U.S.
Civilian Population 16 years old and over	3.7	3.7
Native	3.8	3.8
Foreign-Born	3.1	3.4
Naturalized	2.9	2.8
Not a U.S. Citizen	3.3	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

	Delaware	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	80.5	68.6
Native	80.4	79.5
Foreign-Born	88.3	83.7
Naturalized	85.7	80.7
Not a U.S. Citizen	90.7	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

	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
2018	1,831	1,096,611

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

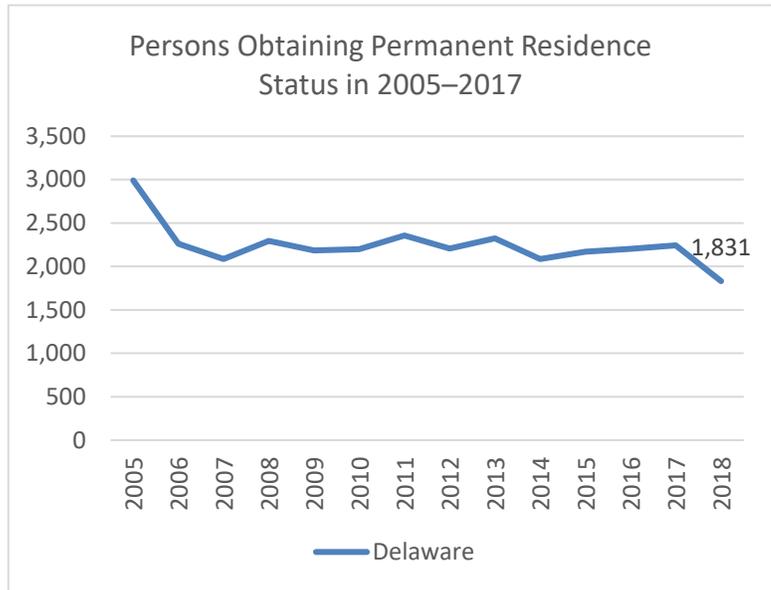


Table 8. Non-immigrant Admissions

	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
2018	54,103	81,279,692

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

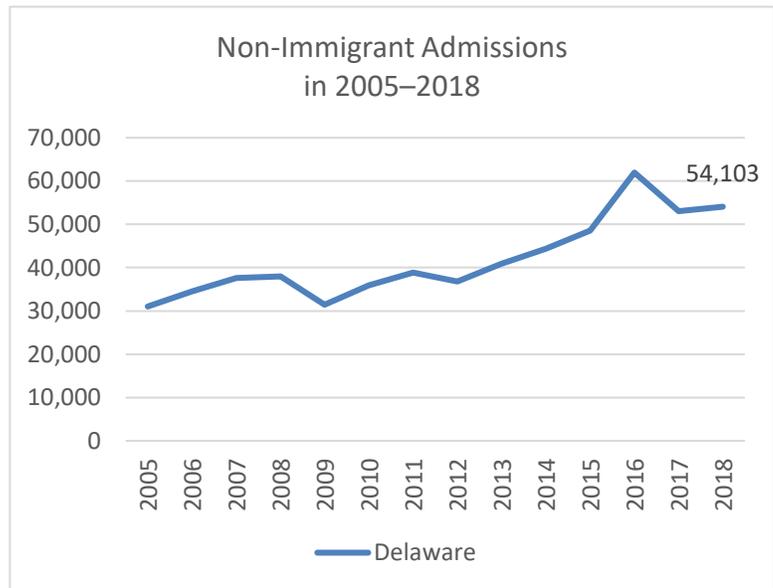


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	13,835	14,328	14,313	14,269	14,308
Business Traveler, Other /2	17,664	20,709	32,788	23,828	25,050
Students and exchange visitors/3	5,779	6,208	6,976	7,060	6,910
Temporary workers and families/4	5,779	6,051	6,684	6,728	6,807
Diplomats/other representatives/5	933	858	752	827	751
All other classes	381	414	400	288	259
Unknown	13	381	48	37	18
Delaware	44,384	48,949	61,961	53,037	54,103
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:

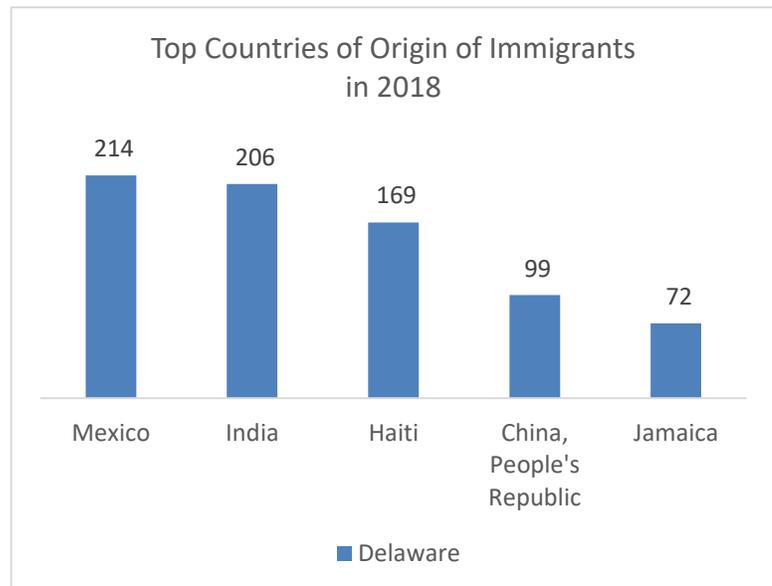
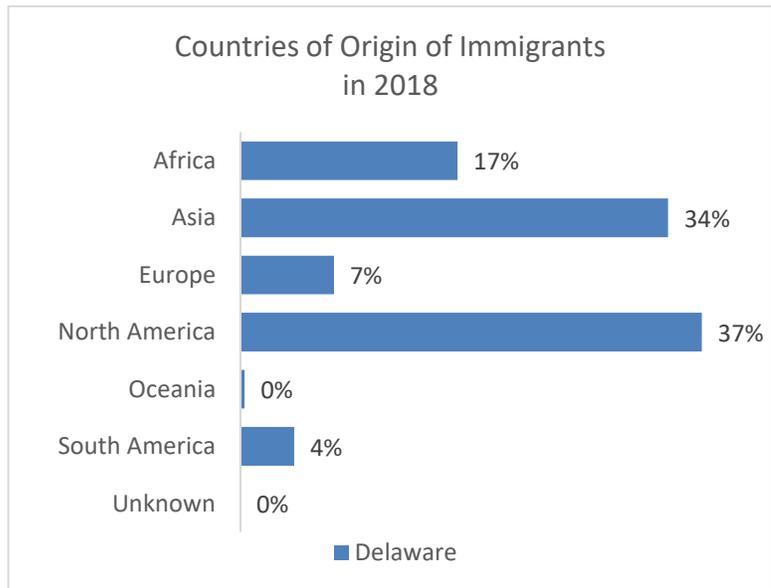
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	1,831
Africa	316
Asia	623
Europe	136
North America	672
Oceania	6
South America	78
Unknown	-
COUNTRY	
Total	1,831
Mexico	214
India	206
Haiti	169
China, People's Republic	99
Jamaica	72
Philippines	69
Dominican Republic	65
Guatemala	56
Ghana	52
Bangladesh	50
Cameroon	45
Kenya	45
Nigeria	43
Liberia	40
Pakistan	36
Vietnam	32
Egypt	26
El Salvador	26
United Kingdom	25
Colombia	23
Turkey	19
Peru	18
Cuba	16
Honduras	15
Ukraine	14
Russia	13

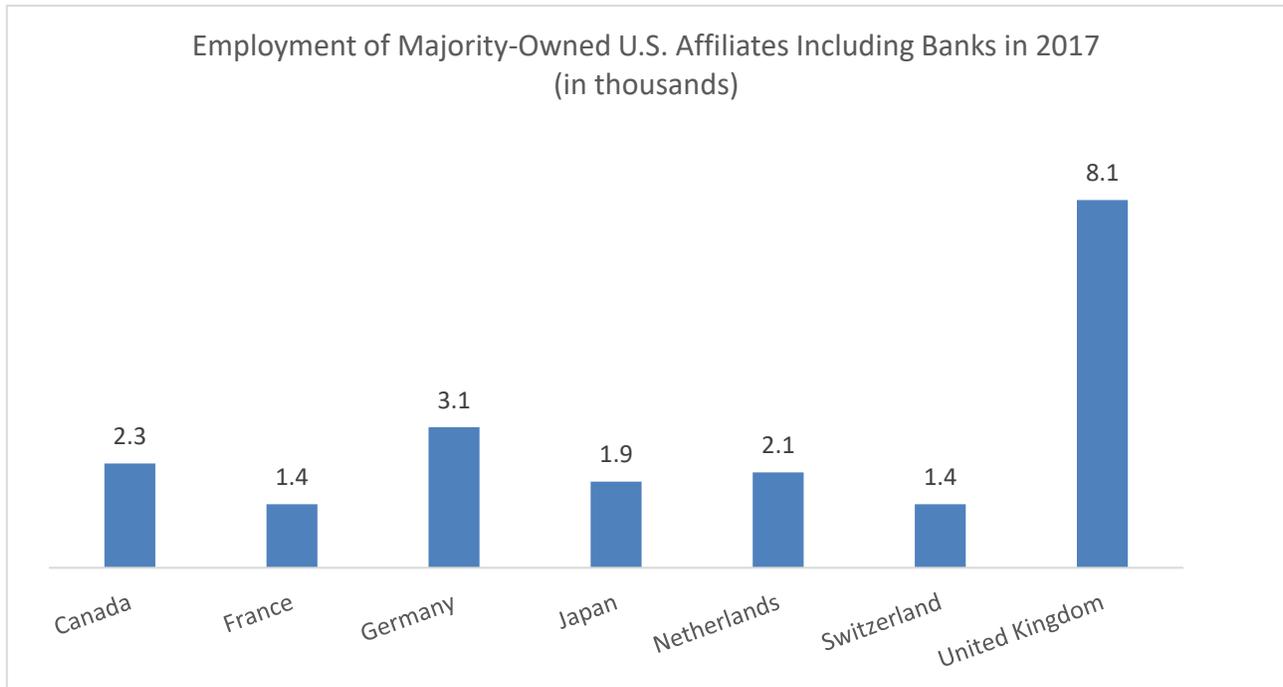


D-Data withheld to limit disclosure

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	\$4,703	0.28
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.

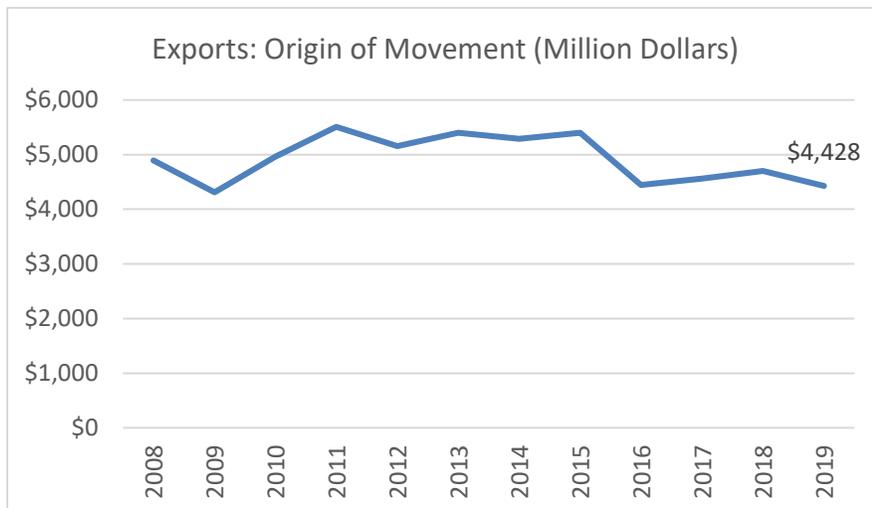


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

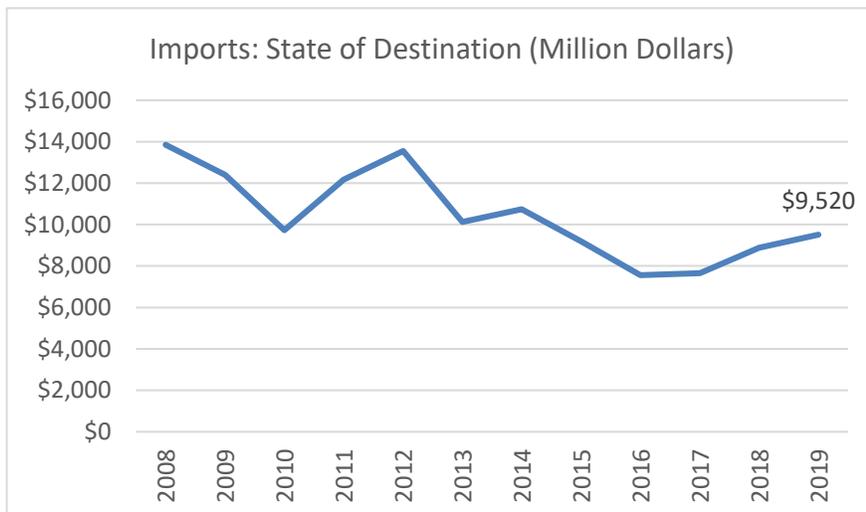
Country	2018 Dollar Volume	Percent Share
World	\$8,890	0.35
Top 25	\$7,903	88.9
Canada	\$1,339	15.1
United Kingdom	\$809	9.1
France	\$590	6.6
Iraq	\$541	6.1
Switzerland	\$536	6.0
Colombia	\$472	5.3
China	\$452	5.1
Russia	\$380	4.3
Mexico	\$317	3.6
Kazakhstan	\$294	3.3
Nigeria	\$265	3.0
Germany	\$217	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.





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