

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 Iowa

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

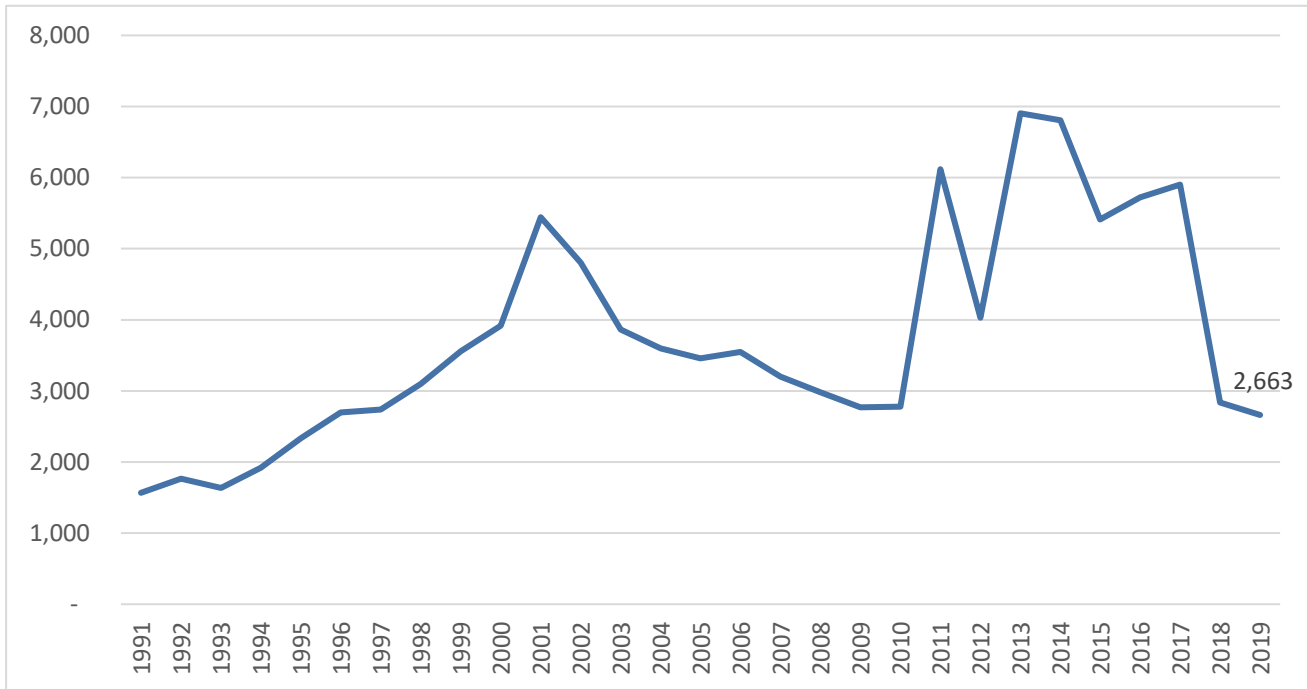


Table 1. Population By Place of Birth in 2018

	Iowa	U.S.
Total Population, by Place of Birth	3,156,145	327,167,439
Native /1	2,981,008	282,438,718
Foreign-Born /2	175,137	44,728,721
Naturalized	68,344	22,629,737
Not a U.S. Citizen	106,793	22,098,984
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 2018, 1-year estimates, Table DP02

Table 2. Foreign-Born Population in 2018

	Iowa		U.S.	
		% share		% share
Total Foreign-born Population, Excl. Born at Sea	175,137		17,528	
Born in Europe	19,433	11%	3,923	22%
Born in Asia	68,221	39%	3,853	22%
Born in Africa	26,160	15%	385	2%
Born in Oceania	1,102	1%	209	1%
Born in Latin America	57,436	33%	8,410	48%
Born in Northern America	2,785	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
	(in %)	(in \$)
Iowa		
Total	71.1	\$58,580
Native	72.3	\$59,149
Foreign Born	55.0	\$49,453
Naturalized	72.1	\$56,883
Not a U.S. Citizen	34.1	\$43,354
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

	Iowa	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	19.0	19.4
Native	19.4	19.9
Foreign-Born	13.8	17.4
Naturalized	14.9	20.7
Not a U.S. Citizen	13.0	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	9.2	12.1
Native	8.8	11.9
Foreign-Born	14.5	13.1
Naturalized	13.4	14.8
Not a U.S. Citizen	15.3	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

	Iowa	U.S.
Civilian Population 16 years old and over	2.6	3.7
Native	2.5	3.8
Foreign-Born	3.8	3.4
Naturalized	2.7	2.8
Not a U.S. Citizen	4.6	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

	Iowa	U.S.
Percent of Civilian Labor Force 16 years old and over		
Total Population, 25 years and over	84.6	68.6
Native	79.7	79.5
Foreign-Born	86.5	83.7
Naturalized	86.1	80.7
Not a U.S. Citizen	86.8	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

	Iowa	U.S.
2005	4,535	1,122,257
2006	4,085	1,266,129
2007	3,103	1,052,415
2008	3,696	1,107,126
2009	3,963	1,130,818
2010	4,245	1,042,625
2011	4,624	1,062,040
2012	4,679	1,031,631
2013	4,105	990,553
2014	4,225	1,016,518
2015	5,047	1,051,031
2016	5,299	1,183,505
2017	5,577	1,127,167
2018	5,484	1,096,611

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

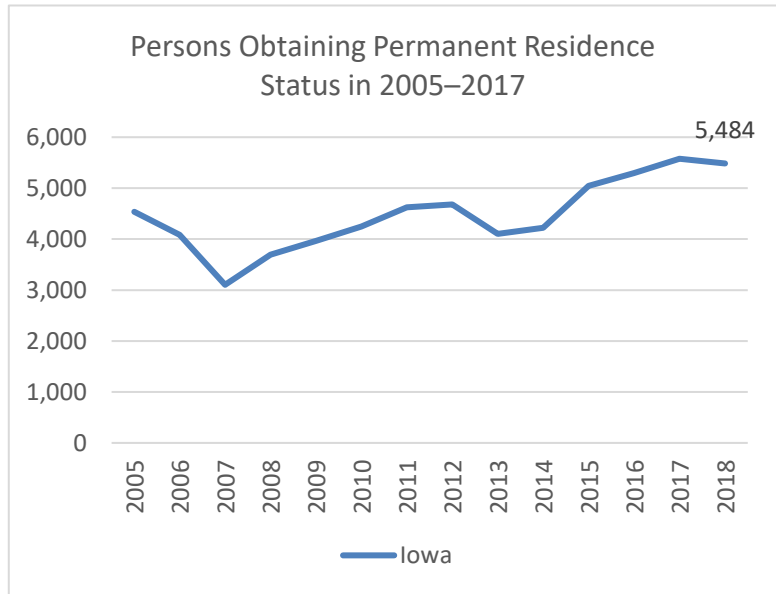


Table 8. Non-immigrant Admissions

	Iowa	U.S.
2005	40,381	32,003,435
2006	43,543	33,667,328
2007	49,997	37,149,651
2008	52,055	39,381,928
2009	46,881	36,231,554
2010	55,130	46,471,516
2011	60,538	46,471,516
2012	63,247	53,887,286
2013	69,959	61,052,260
2014	77,408	74,930,606
2015	79,708	76,638,236
2016	93,605	76,786,751
2017	91,585	77,643,267
2018	94,571	81,279,692

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

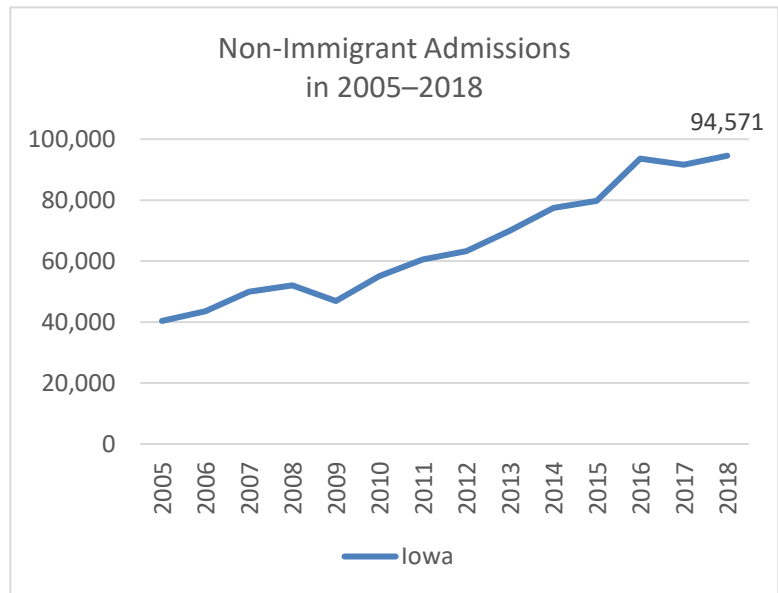


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	18,984	18,269	19,039	19,526	19,332
Business Traveler, Other /2	33,976	35,837	48,451	44,058	47,107
Students and exchange visitors/3	15,328	15,916	15,070	15,600	15,107
Temporary workers and families/4	8,168	8,898	10,137	11,584	12,273
Diplomats/other representatives/5	518	484	518	463	497
All other classes	393	258	338	301	219
Unknown	41	393	52	53	36
Iowa	77,408	80,055	93,605	91,585	94,571
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	5,484
Africa	1,981
Asia	1,631
Europe	214
North America	1,498
Oceania	13
South America	141
Unknown	6
COUNTRY	
Total	5,484
Mexico	790
Congo, Democratic Republic	749
Cuba	228
Vietnam	198
Philippines	179
El Salvador	177
Ethiopia	175
Burma	173
India	170
China, People's Republic	163
Sudan	138
Guatemala	132
Tanzania	104
Egypt	100
Nepal	96
Somalia	90
Liberia	89
Thailand	88
Kenya	87
Togo	82
Iraq	80
Syria	80
Korea, South	57
Honduras	53
Burundi	47
Pakistan	44

D-Data withheld to limit disclosure

Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2017, Supplemental Table 1.

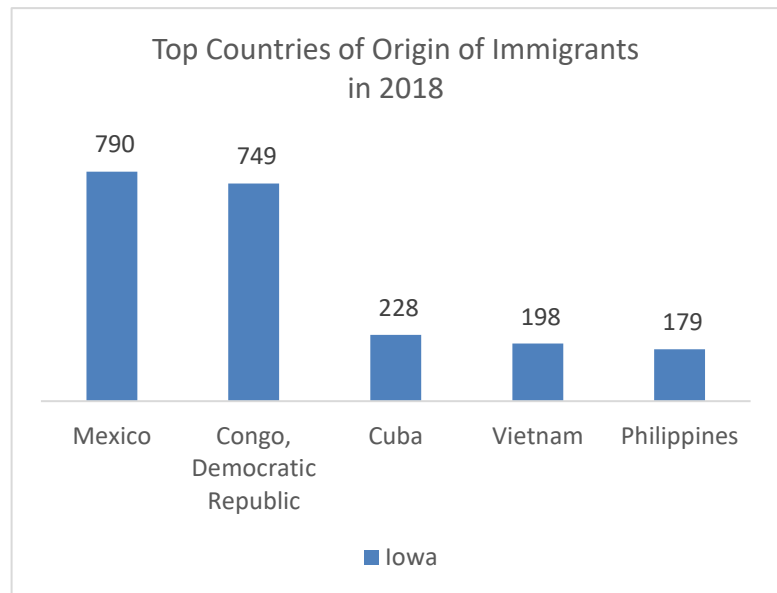
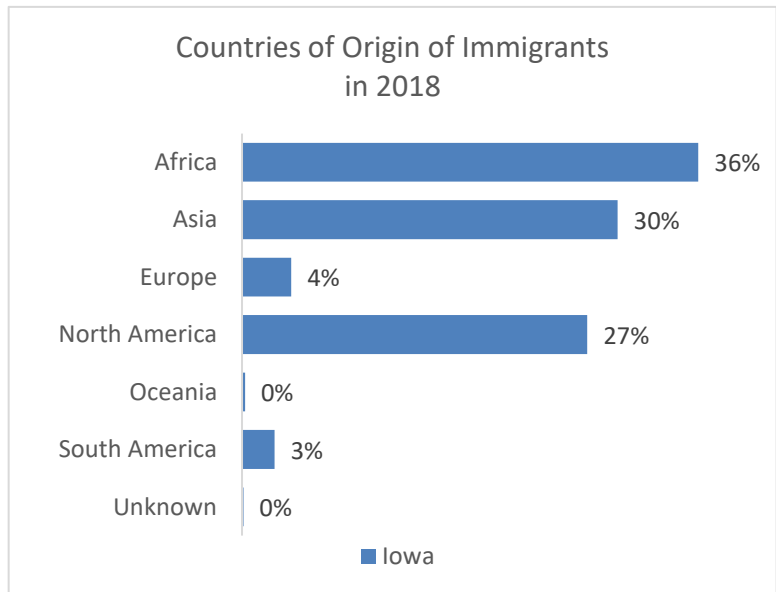
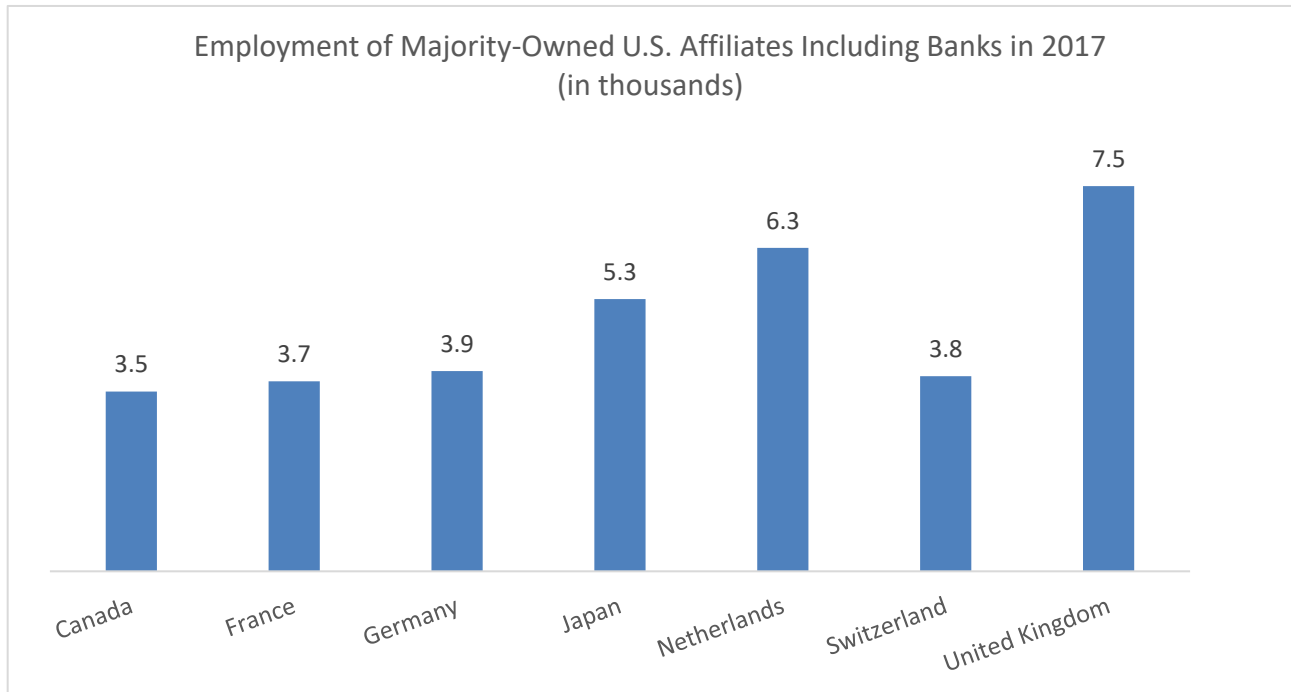


Table 11. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies



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	\$14,324	0.86
Top 25	\$12,843	89.7
Canada	\$4,238	29.6
Mexico	\$2,336	16.3
Japan	\$964	6.7
China	\$626	4.4
Germany	\$456	3.2
Australia	\$412	2.9
Brazil	\$412	2.9
Korea, South	\$389	2.7
Egypt	\$382	2.7
United Kingdom	\$335	2.3
France	\$314	2.2
Hong Kong	\$236	1.6
Taiwan	\$208	1.5
Netherlands	\$186	1.3
Spain	\$181	1.3
Ireland	\$165	1.2
Colombia	\$160	1.1
Russia	\$128	0.9
Belgium	\$124	0.9
Turkey	\$108	0.8
India	\$108	0.8
New Zealand	\$97	0.7
Italy	\$96	0.7
Singapore	\$94	0.7
Argentina	\$88	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.

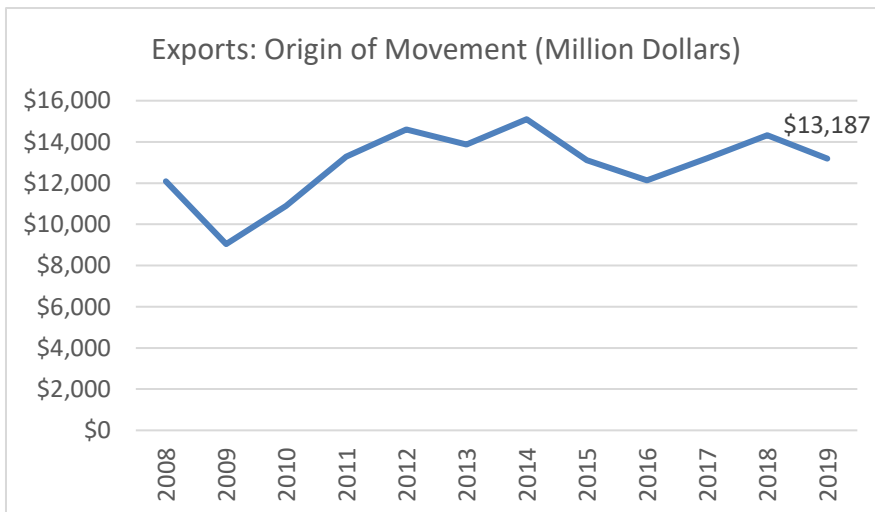


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

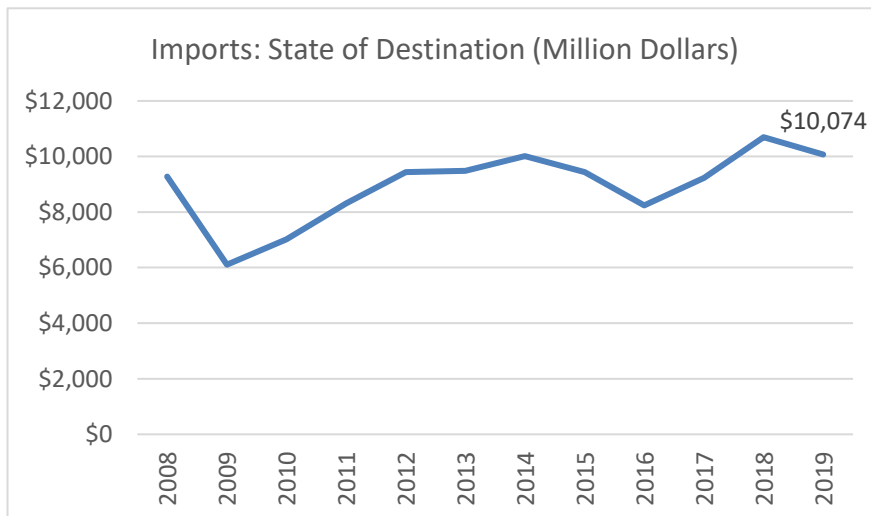
Country	2018 Dollar Volume	Percent Share
World	\$10,695	0.42
Top 25	\$10,303	96.3
Canada	\$2,729	25.5
China	\$2,099	19.6
Mexico	\$1,709	16.0
Germany	\$790	7.4
Japan	\$530	5.0
Italy	\$333	3.1
India	\$271	2.5
Taiwan	\$247	2.3
United Kingdom	\$153	1.4
France	\$148	1.4
Netherlands	\$141	1.3
Korea, South	\$137	1.3
Denmark	\$131	1.2
Austria	\$130	1.2
Spain	\$129	1.2
Brazil	\$108	1.0
Poland	\$92	0.9
Vietnam	\$89	0.8
Switzerland	\$73	0.7
Argentina	\$61	0.6
Thailand	\$54	0.5
Belgium	\$47	0.4
Israel	\$39	0.4
Egypt	\$34	0.3
Turkey	\$29	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.





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