

2020 State Economic Data for Engaging in International Real Estate

National Association of REALTORS®
Research Group



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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 Indiana

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Chart 1. Net International Migration as of 2019

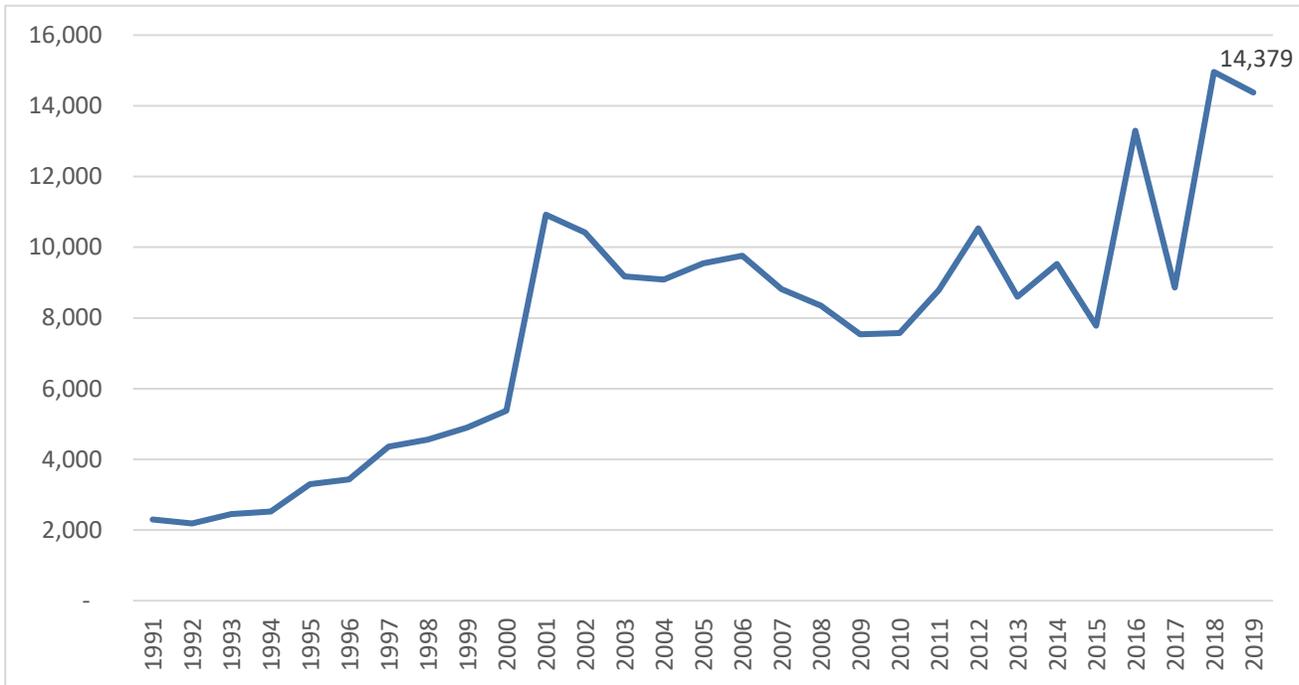


Table 1. Population By Place of Birth in 2018

	Indiana	U.S.
Total Population, by Place of Birth	6,691,878	327,167,439
Native /1	6,337,530	282,438,718
Foreign-Born /2	354,348	44,728,721
Naturalized	144,767	22,629,737
Not a U.S. Citizen	209,581	22,098,984
Percent, Foreign-Born	5%	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

	Indiana		U.S.	
Total Foreign-born Population, Excl. Born at Sea	354,348	% share	17,528	% share
Born in Europe	41,427	12%	3,923	22%
Born in Asia	125,959	36%	3,853	22%
Born in Africa	28,294	8%	385	2%
Born in Oceania	1,614	0%	209	1%
Born in Latin America	149,247	42%	8,410	48%
Born in Northern America	7,807	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
Indiana	(in %)	(in \$)
Total	68.9	\$54,325
Native	69.8	\$54,714
Foreign Born	49.6	\$47,535
Naturalized	70.1	\$59,275
Not a U.S. Citizen	37.7	\$39,334
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

	Indiana	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	16.5	19.4
Native	16.6	19.9
Foreign-Born	15.7	17.4
Naturalized	18.7	20.7
Not a U.S. Citizen	13.5	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	9.4	12.1
Native	8.9	11.9
Foreign-Born	16.6	13.1
Naturalized	18.0	14.8
Not a U.S. Citizen	15.4	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

	Indiana	U.S.
Civilian Population 16 years old and over	3.5	3.7
Native	3.5	3.8
Foreign-Born	3.3	3.4
Naturalized	2.6	2.8
Not a U.S. Citizen	3.8	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

	Indiana	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	83.3	68.6
Native	84.7	79.5
Foreign-Born	87.2	83.7
Naturalized	86.8	80.7
Not a U.S. Citizen	87.5	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

	Indiana	U.S.
2005	6,913	1,122,257
2006	8,122	1,266,129
2007	6,639	1,052,415
2008	8,028	1,107,126
2009	9,087	1,130,818
2010	8,539	1,042,625
2011	8,262	1,062,040
2012	8,359	1,031,631
2013	7,668	990,553
2014	8,008	1,016,518
2015	8,554	1,051,031
2016	9,946	1,183,505
2017	10,052	1,127,167
2018	9,741	1,096,611

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

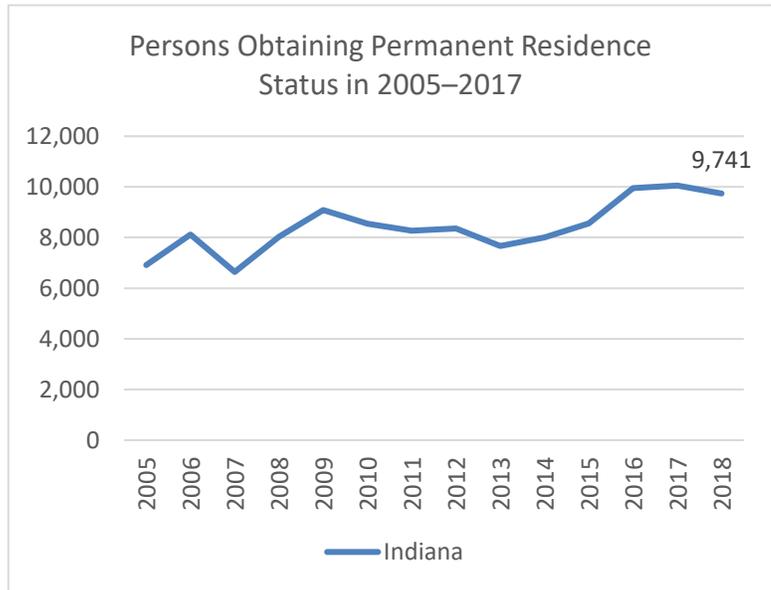


Table 8. Non-immigrant Admissions

	Indiana	U.S.
2005	125,191	32,003,435
2006	127,523	33,667,328
2007	139,226	37,149,651
2008	144,044	39,381,928
2009	123,505	36,231,554
2010	145,731	46,471,516
2011	166,306	46,471,516
2012	173,860	53,887,286
2013	192,018	61,052,260
2014	193,849	74,930,606
2015	213,455	76,638,236
2016	257,829	76,786,751
2017	257,726	77,643,267
2018	273,334	81,279,692

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

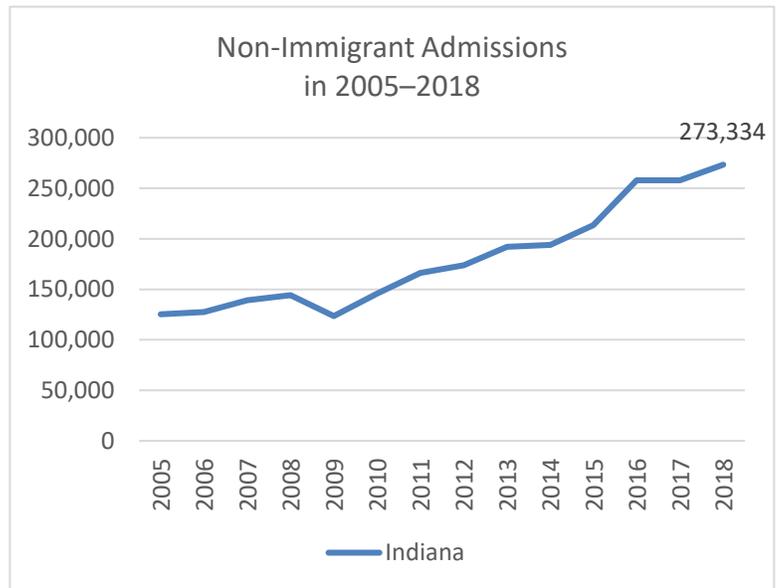


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	53,399	56,298	60,062	61,308	62,241
Business Traveler, Other /2	81,515	95,435	134,983	130,881	143,596
Students and exchange visitors/3	37,887	38,417	36,236	37,547	37,140
Temporary workers and families/4	19,797	21,985	25,054	26,445	29,121
Diplomats/other representatives/5	401	589	520	694	596
All other classes	784	663	848	690	549
Unknown	66	784	126	161	91
Indiana	193,849	214,171	257,829	257,726	273,334
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:

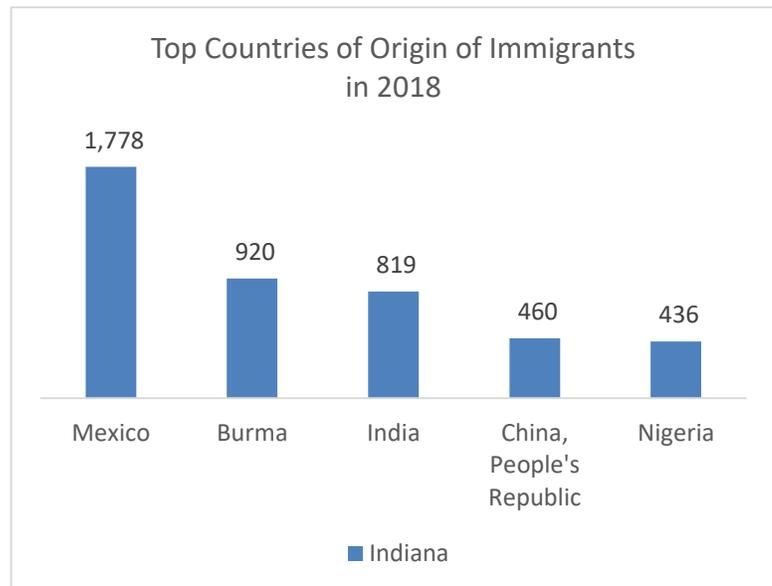
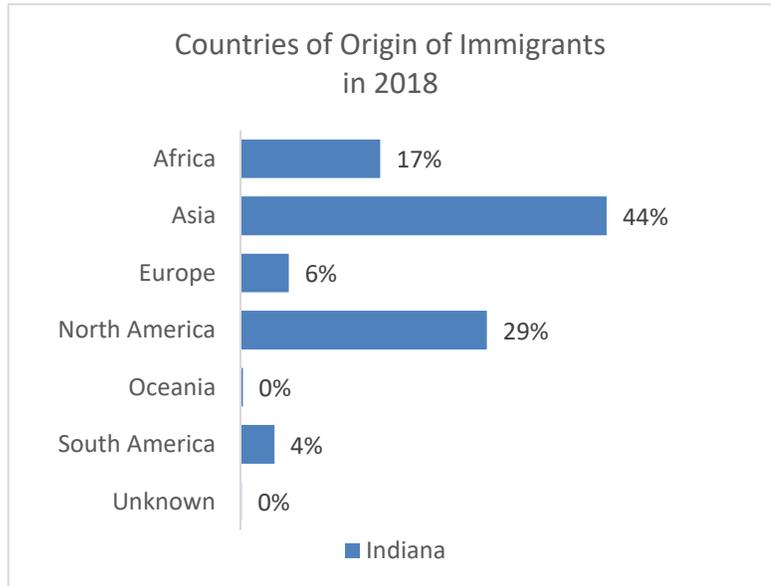
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	9,741
Africa	1,624
Asia	4,254
Europe	563
North America	2,865
Oceania	28
South America	394
Unknown	13
COUNTRY	
Total	9,741
Mexico	1,778
Burma	920
India	819
China, People's Republic	460
Nigeria	436
Philippines	380
El Salvador	228
Malaysia	227
Syria	214
Vietnam	184
Cuba	176
Congo, Democratic Republic	160
Honduras	139
Korea, South	133
Pakistan	123
Guatemala	116
Dominican Republic	112
United Kingdom	109
Canada	106
Jordan	101
Thailand	100
Brazil	93
Venezuela	89
Ethiopia	87
Colombia	86
Bangladesh	78

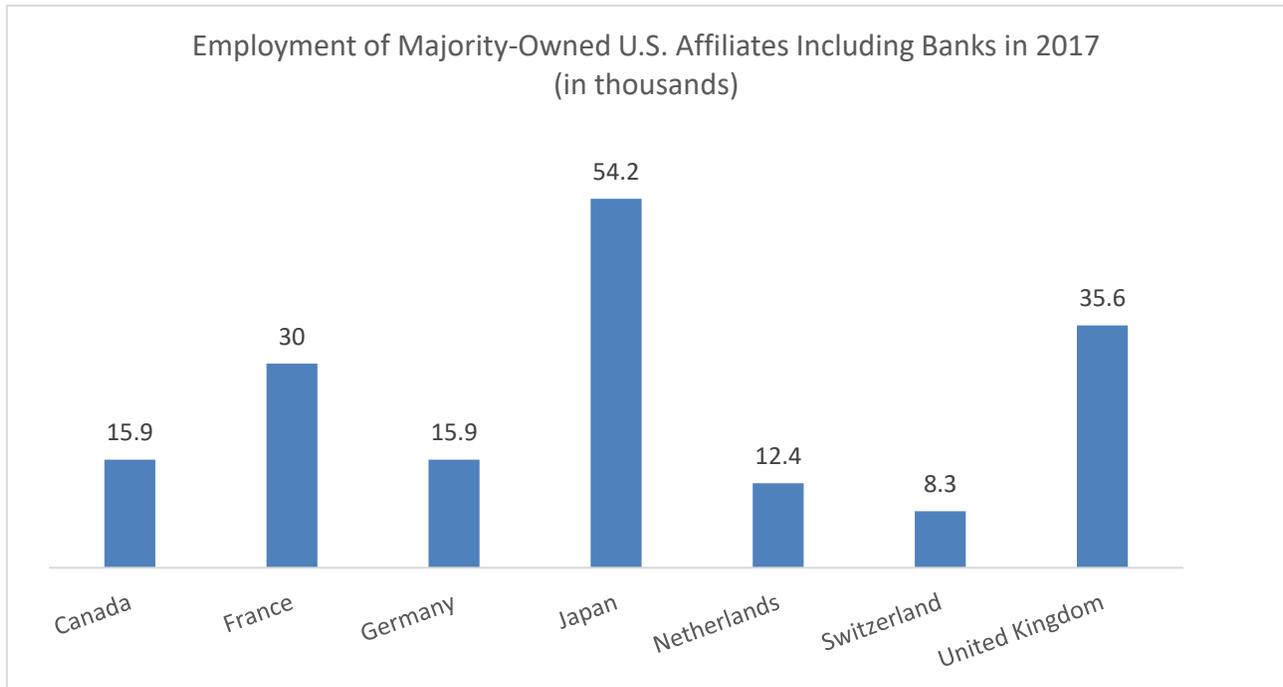


D-Data withheld to limit disclosure

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	\$39,339	2.36
Top 25	\$36,450	92.7
Canada	\$13,338	33.9
Mexico	\$5,416	13.8
Japan	\$2,066	5.3
China	\$2,002	5.1
Germany	\$1,532	3.9
France	\$1,429	3.6
Italy	\$1,381	3.5
United Kingdom	\$1,200	3.1
Netherlands	\$1,009	2.6
Australia	\$989	2.5
Belgium	\$987	2.5
Brazil	\$802	2.0
Korea, South	\$697	1.8
Ireland	\$634	1.6
Afghanistan	\$475	1.2
India	\$399	1.0
Spain	\$378	1.0
Singapore	\$338	0.9
Hong Kong	\$243	0.6
United Arab Emirates	\$220	0.6
Argentina	\$209	0.5
Colombia	\$193	0.5
Taiwan	\$176	0.4
Saudi Arabia	\$170	0.4
Chile	\$167	0.4

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.

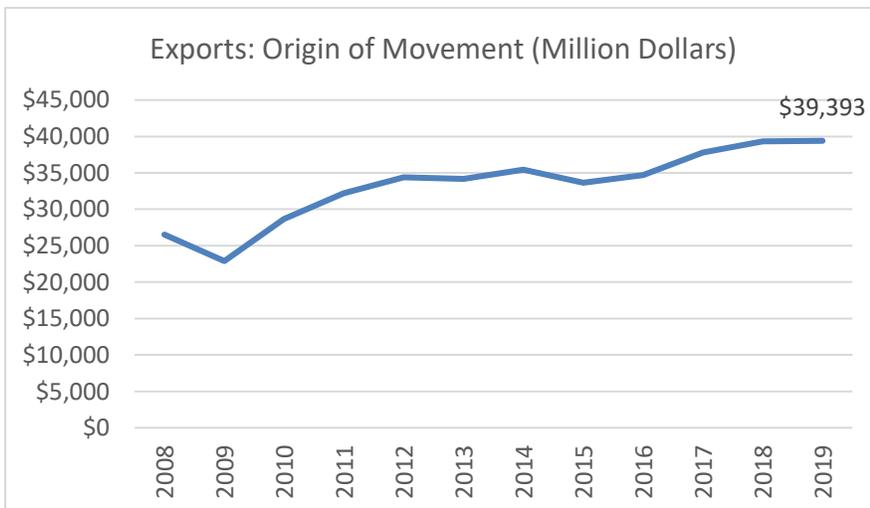


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

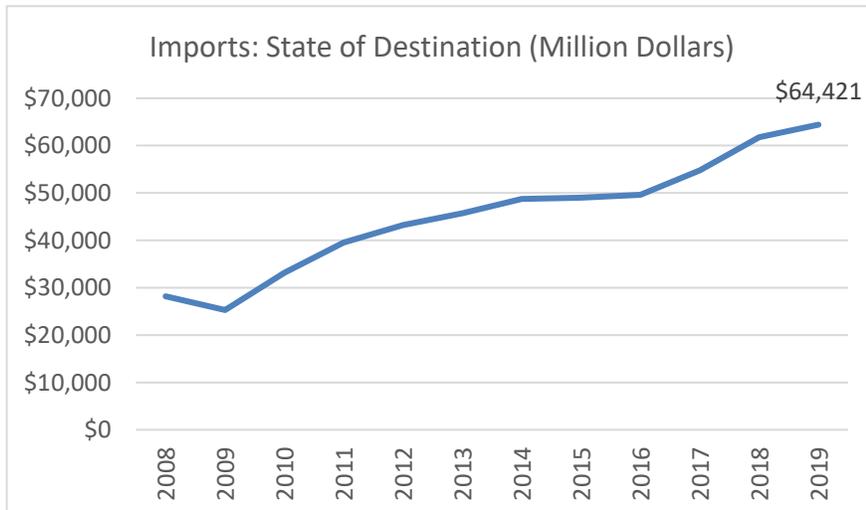
Country	2018 Dollar Volume	Percent Share
World	\$61,752	2.43
Top 25	\$59,610	96.5
Ireland	\$9,475	15.3
China	\$9,249	15.0
Canada	\$8,031	13.0
Japan	\$7,040	11.4
Mexico	\$4,521	7.3
Denmark	\$3,927	6.4
Germany	\$3,914	6.3
France	\$2,683	4.3
Switzerland	\$1,611	2.6
United Kingdom	\$1,309	2.1
Korea, South	\$877	1.4
Taiwan	\$811	1.3
Italy	\$805	1.3
Vietnam	\$767	1.2
Australia	\$749	1.2
India	\$673	1.1
Thailand	\$515	0.8
Netherlands	\$452	0.7
Indonesia	\$425	0.7
Malaysia	\$371	0.6
Brazil	\$363	0.6
Philippines	\$359	0.6
Spain	\$318	0.5
Belgium	\$198	0.3
Poland	\$167	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.





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