

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 New Hampshire

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

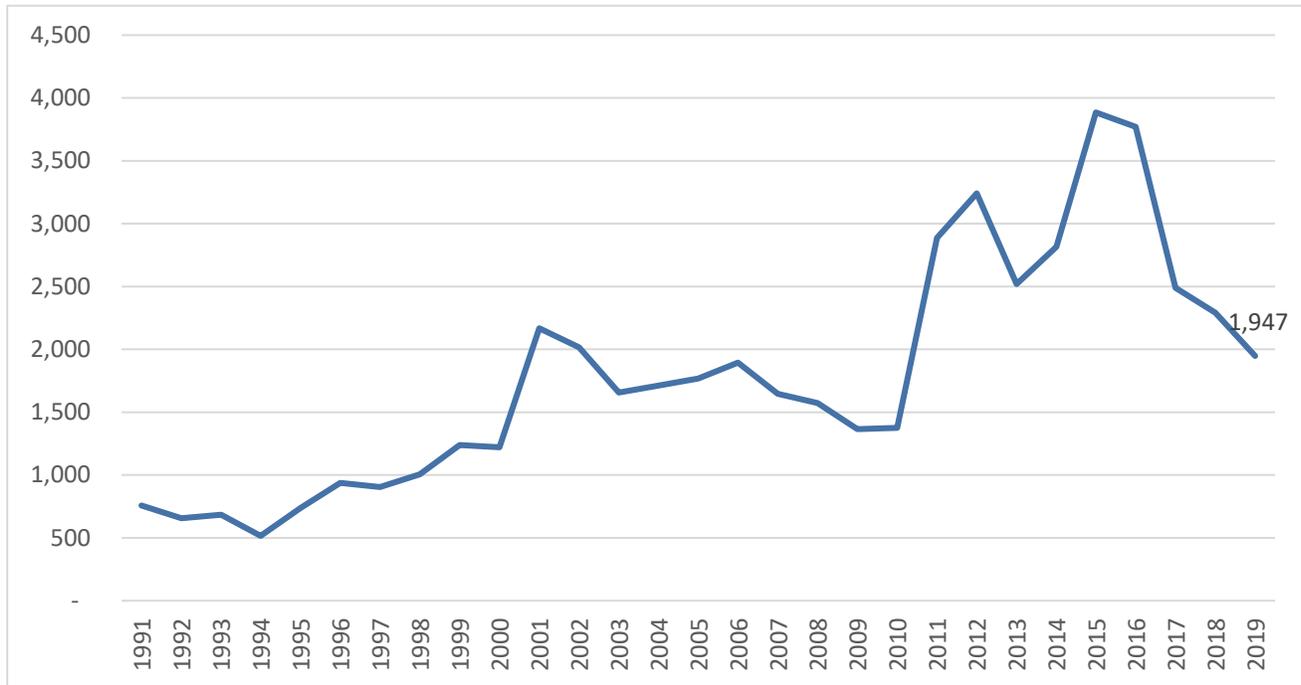


Table 1. Population By Place of Birth in 2018

	New Hampshire	U.S.
Total Population, by Place of Birth	1,356,458	327,167,439
Native /1	1,273,456	282,438,718
Foreign-Born /2	83,002	44,728,721
Naturalized	51,020	22,629,737
Not a U.S. Citizen	31,982	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

	New Hampshire		U.S.	
Total Foreign-born Population, Excl. Born at Sea	83,002	% share	17,528	% share
Born in Europe	20,527	25%	3,923	22%
Born in Asia	31,362	38%	3,853	22%
Born in Africa	6,168	7%	385	2%
Born in Oceania	478	1%	209	1%
Born in Latin America	16,358	20%	8,410	48%
Born in Northern America	8,109	10%	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
New Hampshire	(in %)	(in \$)
Total	71.0	\$74,057
Native	71.9	\$74,468
Foreign Born	50.0	\$68,926
Naturalized	63.5	\$70,029
Not a U.S. Citizen	36.1	\$64,648
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

	New Hampshire	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	22.4	19.4
Native	22.5	19.9
Foreign-Born	21.5	17.4
Naturalized	20.6	20.7
Not a U.S. Citizen	22.8	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	14.1	12.1
Native	13.6	11.9
Foreign-Born	20.7	13.1
Naturalized	20.1	14.8
Not a U.S. Citizen	21.7	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

	New Hampsh	U.S.
Civilian Population 16 years old and over	2.7	3.7
Native	2.7	3.8
Foreign-Born	2.9	3.4
Naturalized	2.5	2.8
Not a U.S. Citizen	3.6	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

	New Hampshire	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	82.8	68.6
Native	80.1	79.5
Foreign-Born	85.4	83.7
Naturalized	83.5	80.7
Not a U.S. Citizen	87.8	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

	New Hampshire	U.S.
2005	3,298	1,122,257
2006	2,987	1,266,129
2007	2,272	1,052,415
2008	2,466	1,107,126
2009	2,483	1,130,818
2010	2,556	1,042,625
2011	2,478	1,062,040
2012	2,466	1,031,631
2013	2,227	990,553
2014	2,103	1,016,518
2015	2,159	1,051,031
2016	2,332	1,183,505
2017	2,279	1,127,167
2018	2,200	1,096,611

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

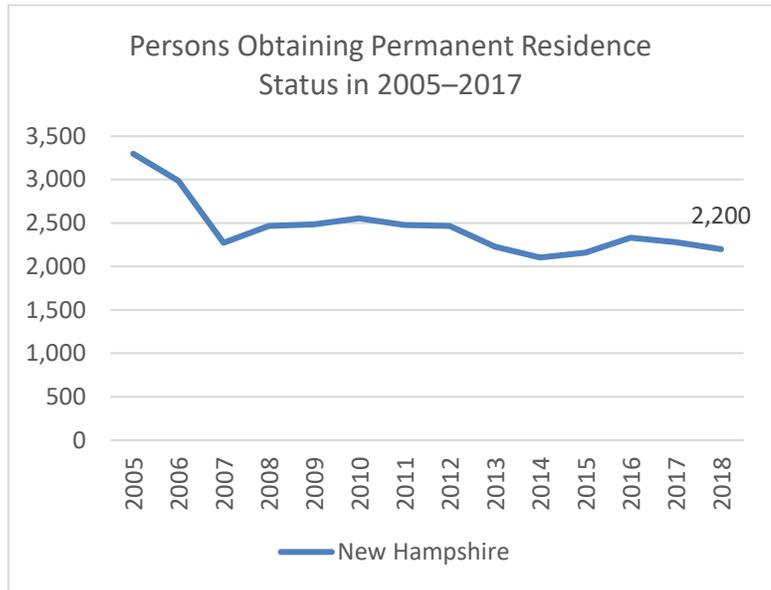


Table 8. Non-immigrant Admissions

	New Hampshire	U.S.
2005	54,291	32,003,435
2006	57,196	33,667,328
2007	61,981	37,149,651
2008	62,977	39,381,928
2009	55,558	36,231,554
2010	57,786	46,471,516
2011	60,763	46,471,516
2012	58,968	53,887,286
2013	60,918	61,052,260
2014	65,223	74,930,606
2015	69,108	76,638,236
2016	83,815	76,786,751
2017	78,266	77,643,267
2018	80,237	81,279,692

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

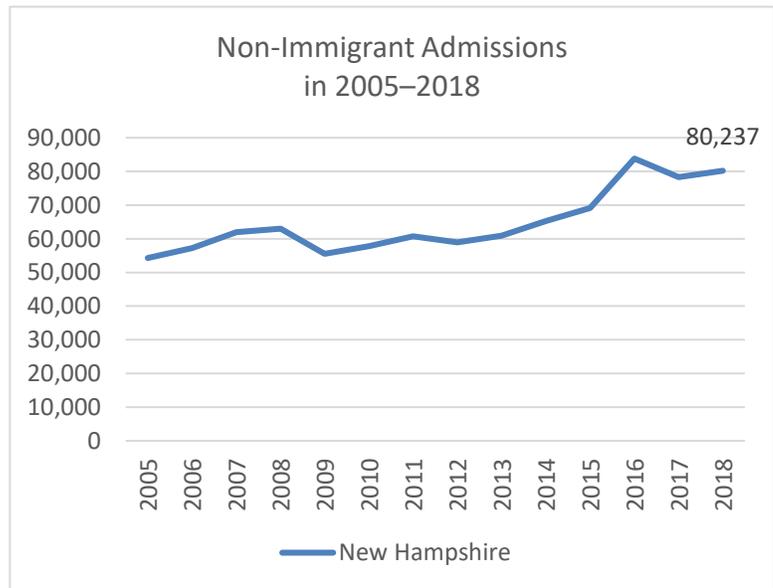


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	29,072	29,485	32,051	32,252	33,156
Business Traveler, Other /2	20,101	22,838	33,593	26,636	27,705
Students and exchange visitors/3	9,381	9,918	10,334	10,999	11,306
Temporary workers and families/4	6,286	6,542	7,325	7,812	7,671
Diplomats/other representatives/5	156	144	192	285	194
All other classes	182	139	266	185	154
Unknown	45	182	54	97	51
New Hampshire	65,223	69,248	83,815	78,266	80,237
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:

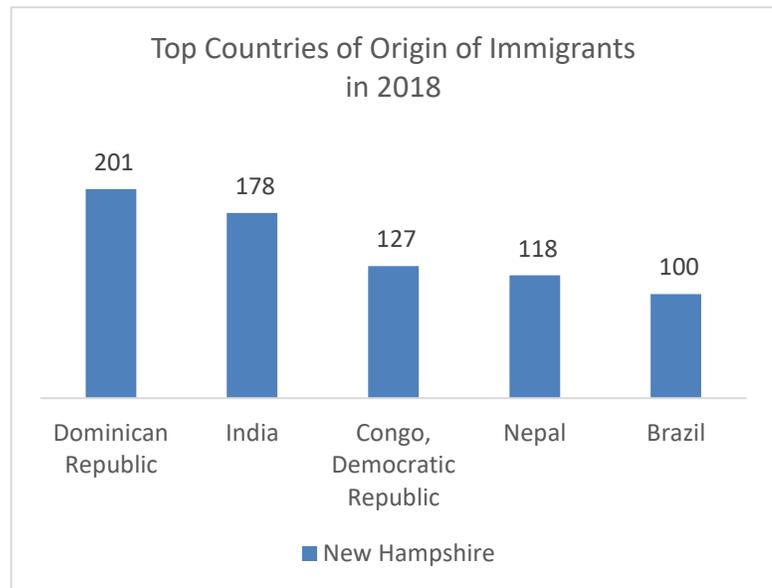
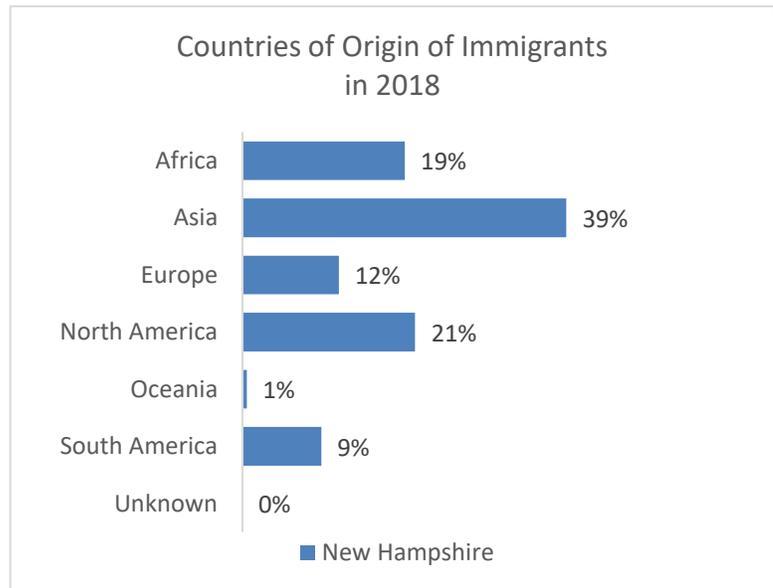
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	2,200
Africa	426
Asia	850
Europe	253
North America	453
Oceania	11
South America	207
Unknown	-
COUNTRY	
Total	2,200
Dominican Republic	201
India	178
Congo, Democratic Republic	127
Nepal	118
Brazil	100
Philippines	80
China, People's Republic	78
Mexico	77
Vietnam	62
Colombia	59
Iraq	49
Kenya	46
Burma	44
Canada	40
Jamaica	39
United Kingdom	38
Rwanda	36
Pakistan	31
Sudan	29
Germany	27
El Salvador	25
Tanzania	25
Russia	24
Haiti	23
Ukraine	23
Egypt	22

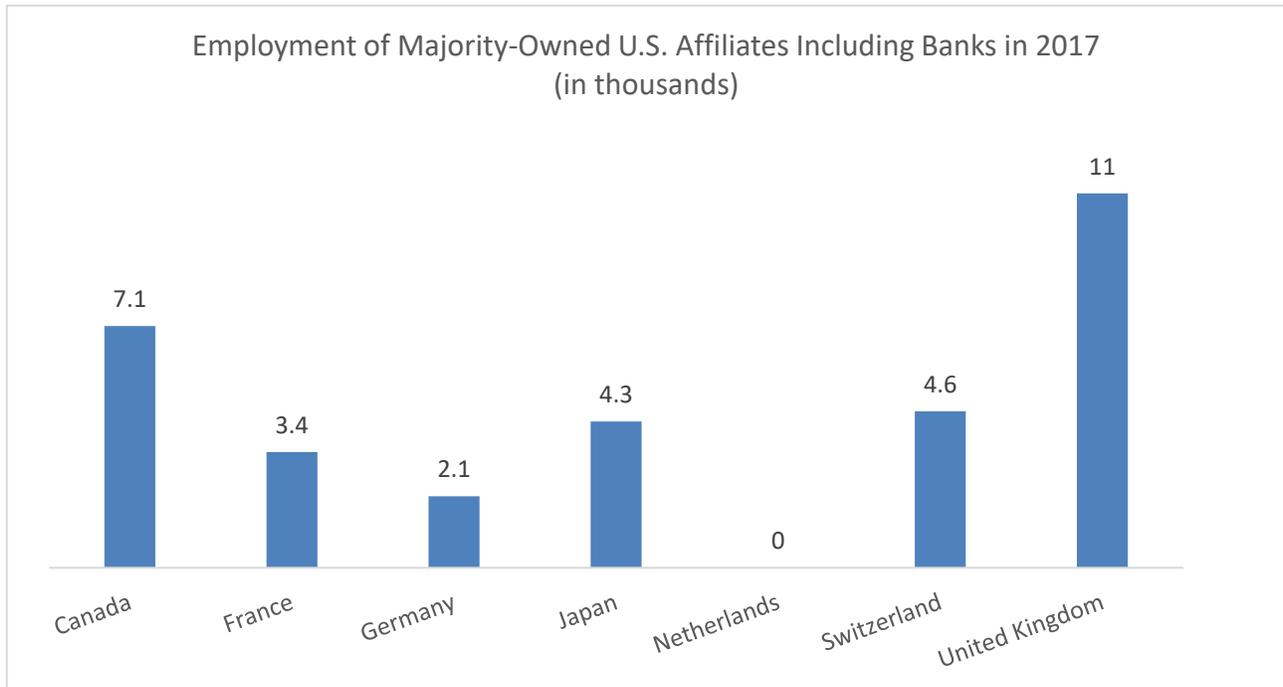


D-Data withheld to limit disclosure

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	\$5,286	0.32
Top 25	\$4,812	91.0
Germany	\$692	13.1
Canada	\$664	12.6
Ireland	\$433	8.2
Mexico	\$420	7.9
China	\$368	7.0
France	\$223	4.2
Saudi Arabia	\$219	4.1
Japan	\$217	4.1
United Kingdom	\$181	3.4
Netherlands	\$178	3.4
Hong Kong	\$168	3.2
United Arab Emirates	\$134	2.5
Australia	\$128	2.4
Italy	\$94	1.8
Korea, South	\$94	1.8
Israel	\$92	1.7
Singapore	\$90	1.7
Taiwan	\$67	1.3
Thailand	\$64	1.2
Malaysia	\$59	1.1
Poland	\$56	1.1
Spain	\$53	1.0
India	\$47	0.9
Turkey	\$38	0.7
Brazil	\$32	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.

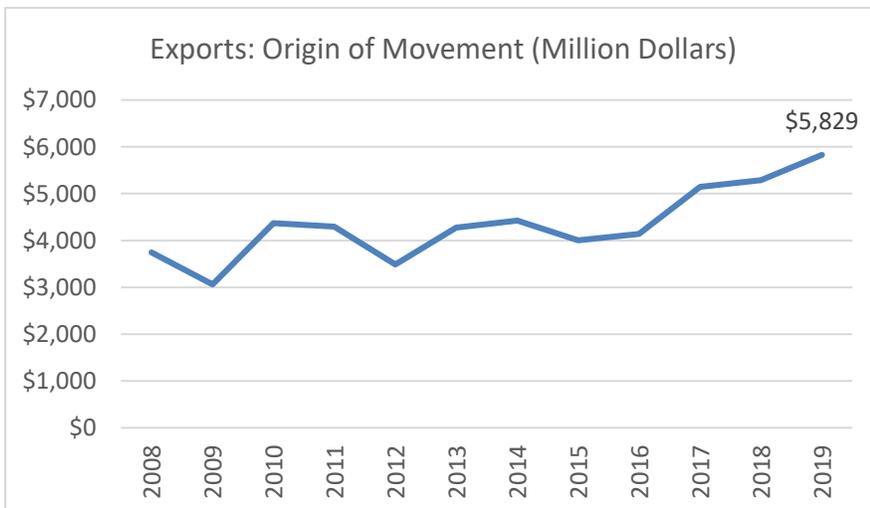


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

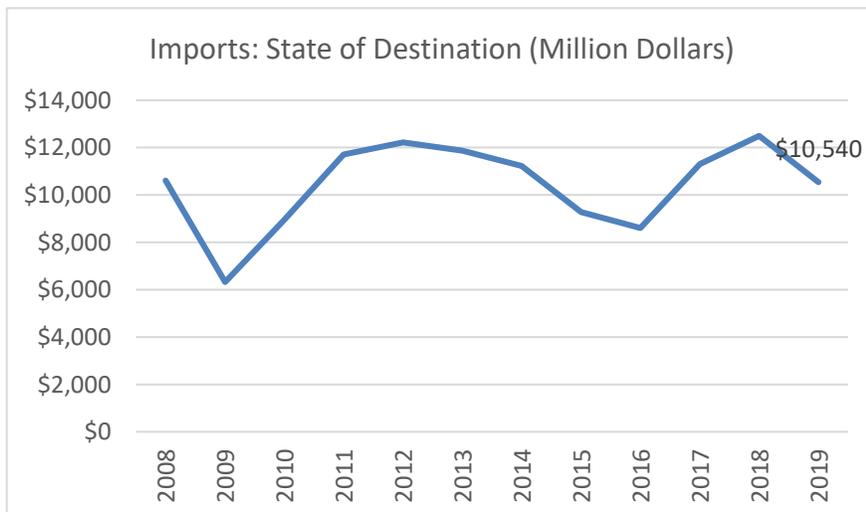
Country	2018 Dollar Volume	Percent Share
World	\$12,496	0.49
Top 25	\$11,987	95.9
Canada	\$5,642	45.1
China	\$1,067	8.5
Japan	\$831	6.7
Germany	\$723	5.8
Poland	\$639	5.1
Mexico	\$396	3.2
United Kingdom	\$391	3.1
Israel	\$285	2.3
Italy	\$256	2.1
Vietnam	\$206	1.6
Ireland	\$156	1.2
Thailand	\$145	1.2
Switzerland	\$139	1.1
India	\$121	1.0
Taiwan	\$118	0.9
France	\$116	0.9
Turkey	\$111	0.9
Spain	\$110	0.9
Sweden	\$103	0.8
Singapore	\$98	0.8
Malaysia	\$87	0.7
Netherlands	\$76	0.6
Korea, South	\$63	0.5
Indonesia	\$62	0.5
Czech Republic	\$46	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