

# 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>

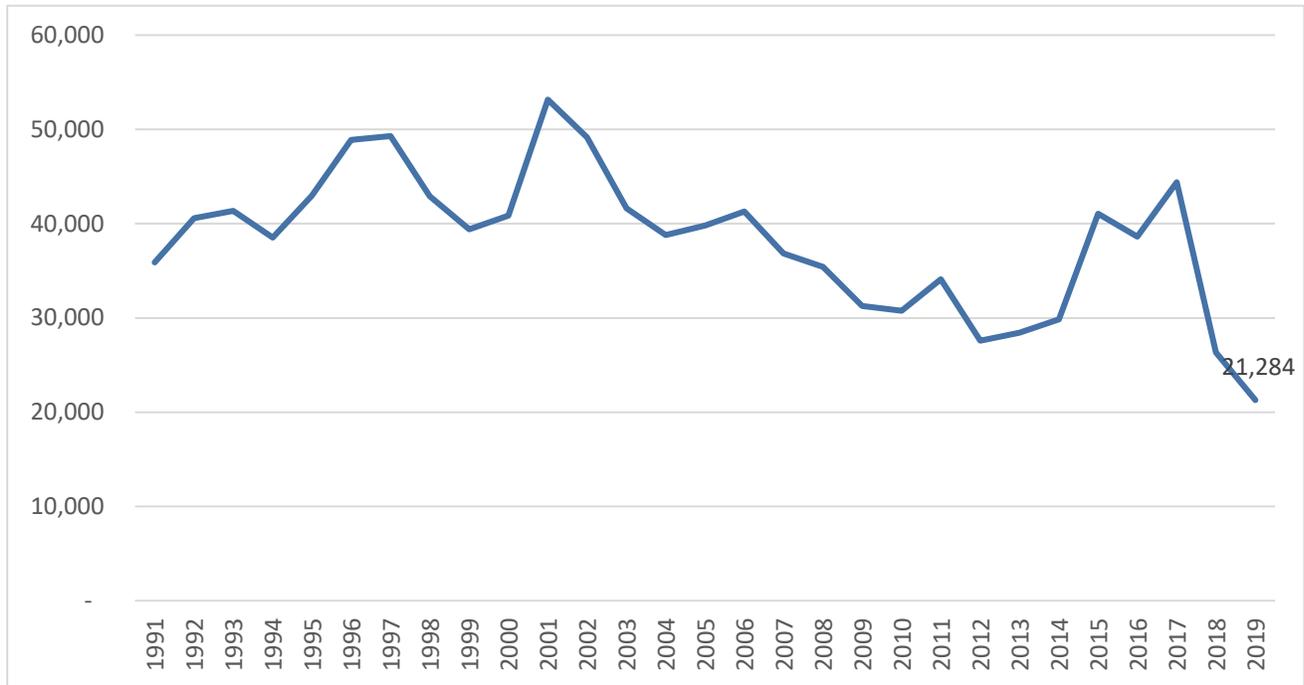
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## Indicators for Engaging in International Real Estate in New Jersey

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 Jersey	U.S.
Total Population, by Place of Birth	8,908,520	327,167,439
Native /1	6,875,228	282,438,718
Foreign-Born /2	2,033,292	44,728,721
Naturalized	1,193,732	22,629,737
Not a U.S. Citizen	839,560	22,098,984
Percent, Foreign-Born	23%	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 Jersey		U.S.	
Total Foreign-born Population, Excl. Born at Sea	2,033,292	% share	17,528	% share
Born in Europe	284,433	14%	3,923	22%
Born in Asia	658,539	32%	3,853	22%
Born in Africa	118,841	6%	385	2%
Born in Oceania	2,872	0%	209	1%
Born in Latin America	951,287	47%	8,410	48%
Born in Northern America	17,320	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
<b>New Jersey</b>	<b>(in %)</b>	<b>(in \$)</b>
Total	63.9	\$79,363
Native	68.8	\$81,920
Foreign Born	63.5	\$72,453
Naturalized	75.8	\$80,090
Not a U.S. Citizen	25.6	\$61,167
<b>U.S.</b>		
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 Jersey	U.S.
<b>Percent With Bachelor's Degree</b>		
Total Population, 25 years and over	23.8	19.4
Native	24.4	19.9
Foreign-Born	22.3	17.4
Naturalized	24.7	20.7
Not a U.S. Citizen	18.8	13.8
<b>Percent With Graduate or Professional Degree</b>		
Total Population, 25 years and over	15.1	12.1
Native	14.6	11.9
Foreign-Born	16.3	13.1
Naturalized	17.1	14.8
Not a U.S. Citizen	15.1	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 Jersey	U.S.
Civilian Population 16 years old and over	4.0	3.7
Native	4.2	3.8
Foreign-Born	3.5	3.4
Naturalized	3.0	2.8
Not a U.S. Citizen	4.1	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 Jersey	U.S.
<b>Percent of Civilian Labor Force 16 years ol and over</b>		
Total Population, 25 years and over	80.1	68.6
Native	79.8	79.5
Foreign-Born	86.9	83.7
Naturalized	84.0	80.7
Not a U.S. Citizen	90.7	86.7

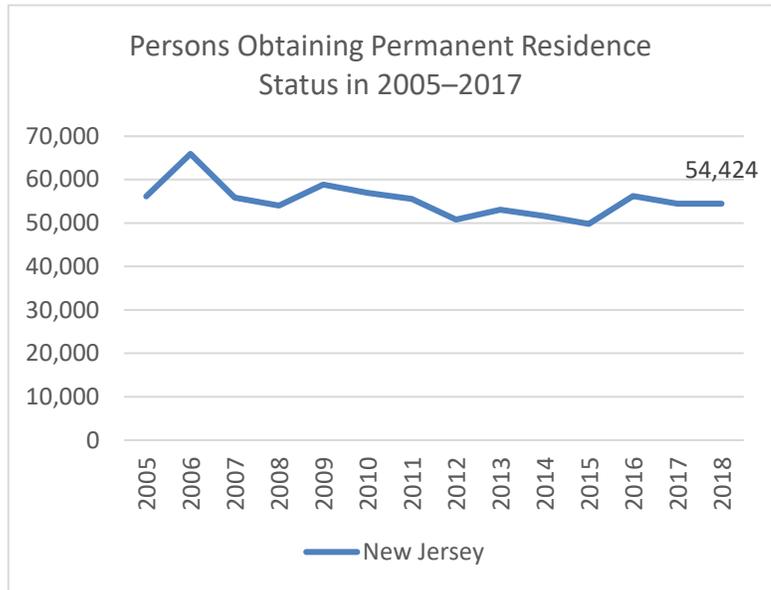
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Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

**Table 7. Persons Obtaining Permanent Residence Status**

	New Jersey	U.S.
2005	56,176	1,122,257
2006	65,931	1,266,129
2007	55,834	1,052,415
2008	53,997	1,107,126
2009	58,879	1,130,818
2010	56,920	1,042,625
2011	55,547	1,062,040
2012	50,790	1,031,631
2013	53,082	990,553
2014	51,609	1,016,518
2015	49,801	1,051,031
2016	56,187	1,183,505
2017	54,440	1,127,167
2018	54,424	1,096,611

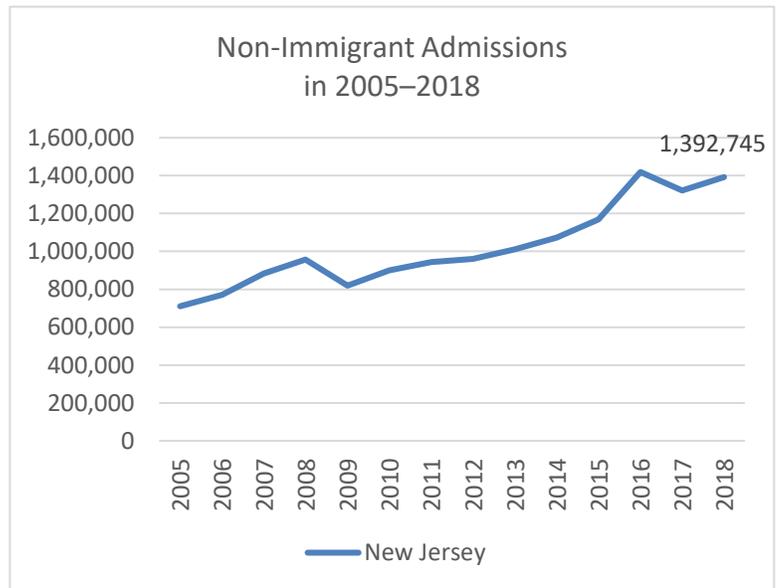
Source of data: Department of Homeland Security  
Yearbook of Immigration Statistics, Table 4.



**Table 8. Non-immigrant Admissions**

	New Jersey	U.S.
2005	710,412	32,003,435
2006	771,060	33,667,328
2007	883,395	37,149,651
2008	956,800	39,381,928
2009	818,573	36,231,554
2010	900,765	46,471,516
2011	943,679	46,471,516
2012	960,236	53,887,286
2013	1,010,849	61,052,260
2014	1,072,628	74,930,606
2015	1,169,231	76,638,236
2016	1,418,966	76,786,751
2017	1,321,314	77,643,267
2018	1,392,745	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	373,028	383,663	401,243	421,920	449,087
Business Traveler, Other /2	533,938	606,510	806,706	691,782	725,316
Students and exchange visitors/3	48,776	53,170	60,138	59,777	64,116
Temporary workers and families/4	105,255	114,694	137,595	135,811	142,721
Diplomats/other representatives/5	5,088	5,302	5,624	5,666	5,836
All other classes	6,040	5,324	6,654	5,274	4,962
Unknown	503	6,040	1,006	1,084	707
<b>New Jersey</b>	<b>1,072,628</b>	<b>1,174,703</b>	<b>1,418,966</b>	<b>1,321,314</b>	<b>1,392,745</b>
<b>U.S.</b>	<b>74,930,606</b>	<b>76,638,236</b>	<b>76,786,751</b>	<b>77,643,267</b>	<b>81,279,692</b>

<sup>1</sup> Includes GB, GMB, GT, GMT, WB, and WT admissions.

<sup>2</sup> Includes B1, B2 and a limited number of Border Crossing Card (BCC) admissions.

<sup>3</sup> Includes principals, spouses, and children (F, J, M admissions).

<sup>4</sup> Includes principals, spouses, and children (CW1, E, H, I, L, O, P, Q, R, TD and TN admissions).

<sup>5</sup> Includes principals, spouses, and children (A, G, N admissions).

Notes:

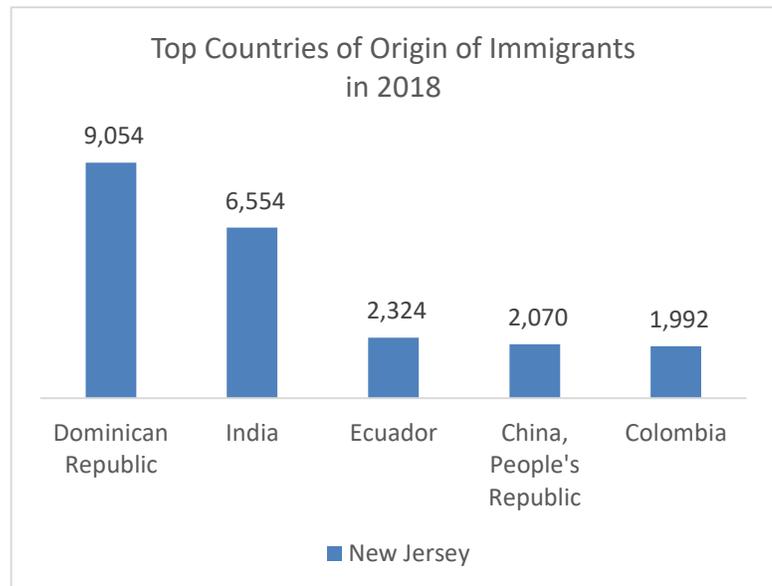
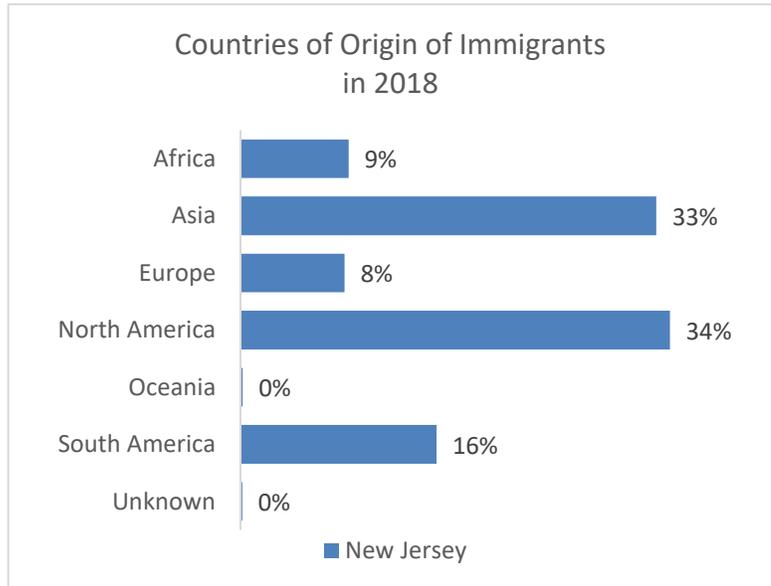
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	54,424
Africa	4,681
Asia	17,999
Europe	4,509
North America	18,589
Oceania	94
South America	8,481
Unknown	71
COUNTRY	
Total	54,424
Dominican Republic	9,054
India	6,554
Ecuador	2,324
China, People's Republic	2,070
Colombia	1,992
Haiti	1,904
Philippines	1,683
Peru	1,626
Egypt	1,498
Korea, South	1,421
Jamaica	1,335
Mexico	1,249
Brazil	1,184
Cuba	1,180
El Salvador	1,041
Pakistan	1,004
Bangladesh	982
Honduras	811
Ghana	747
Nigeria	728
Turkey	672
Guatemala	647
Vietnam	644
Poland	577
Ukraine	574
Costa Rica	517

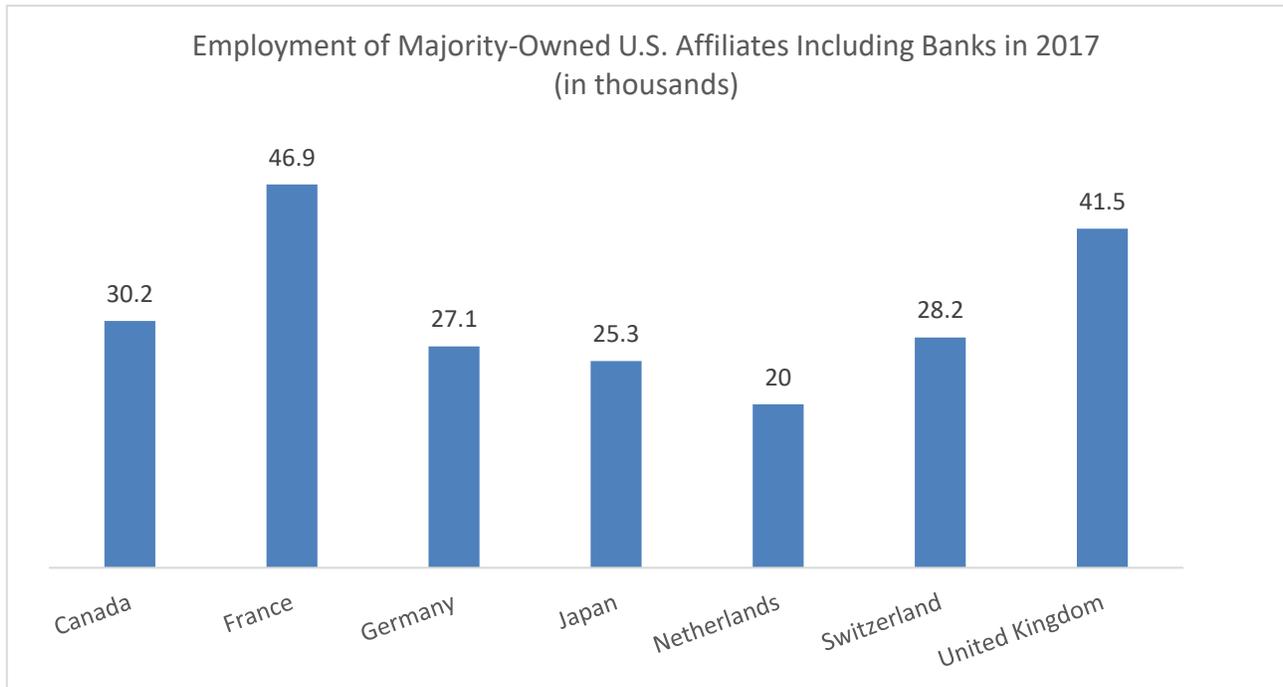


D-Data withheld to limit disclosure

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)**

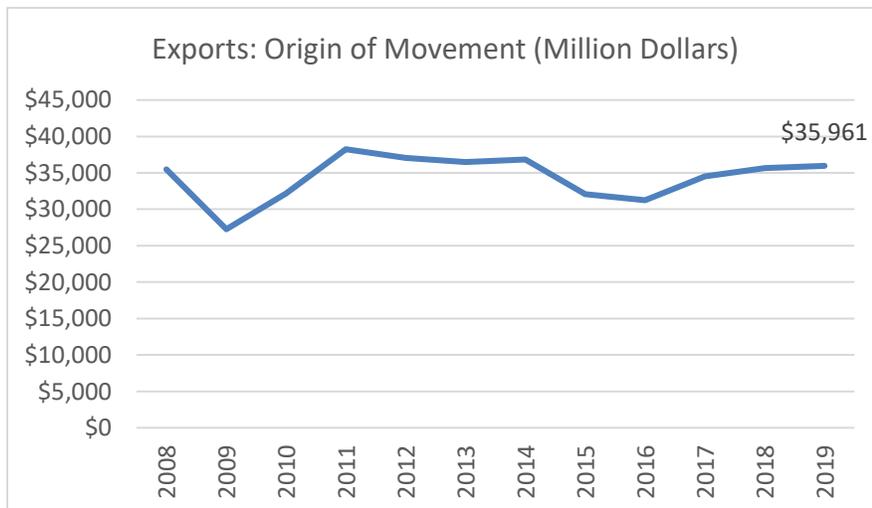
Country	2018 Dollar Volume	Percent Share
World	\$35,663	2.14
Top 25	\$30,668	86.0
Canada	\$7,046	19.8
Mexico	\$2,957	8.3
United Kingdom	\$2,406	6.7
China	\$1,573	4.4
Germany	\$1,524	4.3
Netherlands	\$1,485	4.2
Japan	\$1,435	4.0
Singapore	\$1,176	3.3
Hong Kong	\$1,044	2.9
Korea, South	\$1,032	2.9
France	\$952	2.7
United Arab Emirates	\$893	2.5
Italy	\$887	2.5
Belgium	\$835	2.3
Saudi Arabia	\$750	2.1
Brazil	\$717	2.0
India	\$649	1.8
Taiwan	\$569	1.6
Turkey	\$537	1.5
Australia	\$520	1.5
Switzerland	\$444	1.2
Ireland	\$417	1.2
Israel	\$336	0.9
Dominican Republic	\$246	0.7
Poland	\$240	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)**

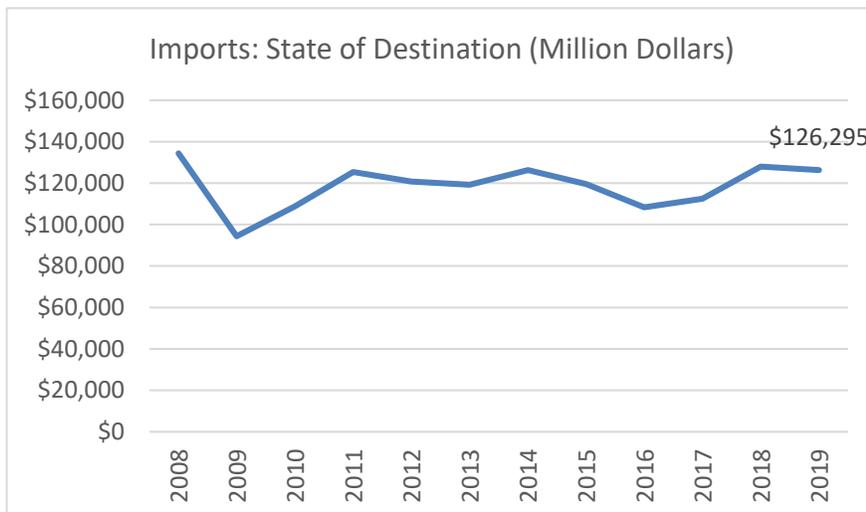
Country	2018 Dollar Volume	Percent Share
World	\$127,992	5.03
Top 25	\$105,683	82.6
China	\$18,703	14.6
Germany	\$9,725	7.6
Canada	\$8,417	6.6
India	\$7,628	6.0
Italy	\$7,059	5.5
Switzerland	\$6,135	4.8
United Kingdom	\$4,653	3.6
France	\$4,494	3.5
Mexico	\$4,441	3.5
Ireland	\$4,137	3.2
Netherlands	\$3,972	3.1
Saudi Arabia	\$3,159	2.5
Japan	\$2,579	2.0
Vietnam	\$2,354	1.8
Korea, South	\$2,283	1.8
Spain	\$2,085	1.6
Russia	\$2,076	1.6
Indonesia	\$1,596	1.2
Taiwan	\$1,593	1.2
Thailand	\$1,560	1.2
Brazil	\$1,544	1.2
Nigeria	\$1,430	1.1
South Africa	\$1,414	1.1
Belgium	\$1,324	1.0
Malaysia	\$1,324	1.0

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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