

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 Pennsylvania

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

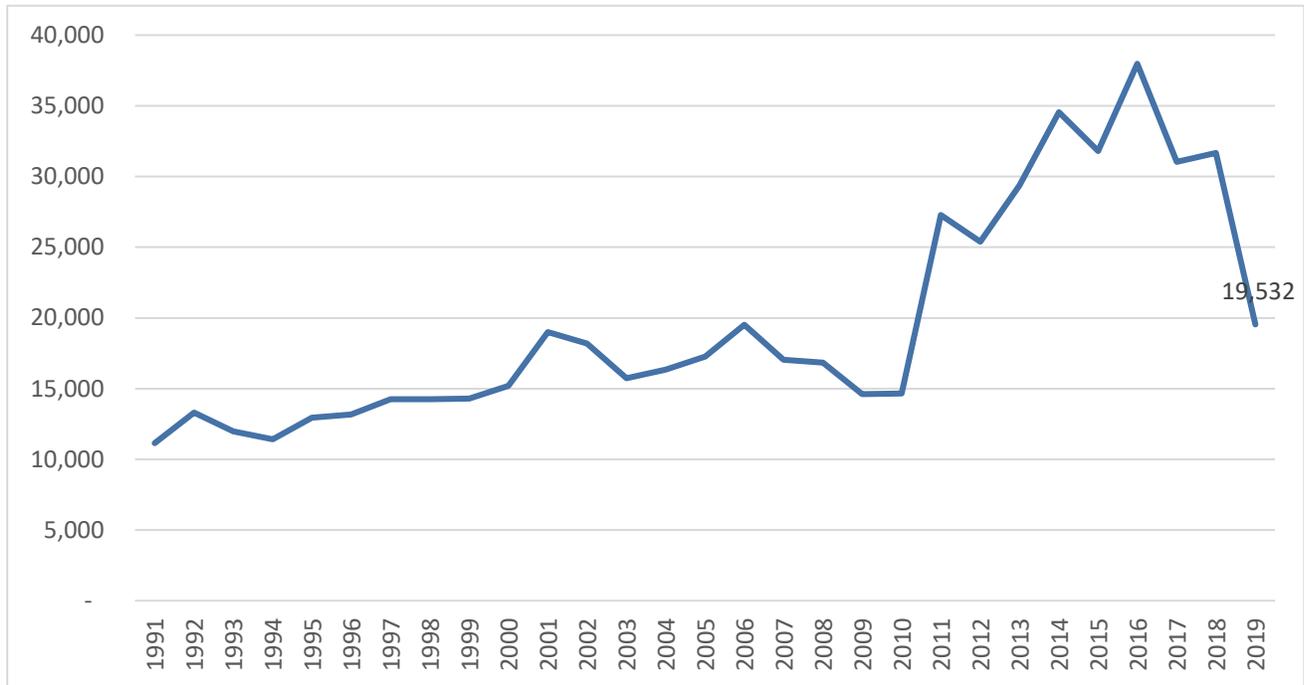


Table 1. Population By Place of Birth in 2018

	Pennsylvania	U.S.
Total Population, by Place of Birth	12,807,060	327,167,439
Native /1	11,884,475	282,438,718
Foreign-Born /2	922,585	44,728,721
Naturalized	496,501	22,629,737
Not a U.S. Citizen	426,084	22,098,984
Percent, Foreign-Born	7%	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

	Pennsylvania		U.S.	
Total Foreign-born Population, Excl. Born at Sea	922,561	% share	17,528	% share
Born in Europe	170,130	18%	3,923	22%
Born in Asia	357,601	39%	3,853	22%
Born in Africa	84,474	9%	385	2%
Born in Oceania	4,470	0%	209	1%
Born in Latin America	289,975	31%	8,410	48%
Born in Northern America	15,911	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 \$)
Pennsylvania		
Total	69.0	\$59,445
Native	70.0	\$59,710
Foreign Born	47.1	\$55,915
Naturalized	60.4	\$61,792
Not a U.S. Citizen	33.5	\$48,853
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

	Pennsylvania	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	18.6	19.4
Native	18.5	19.9
Foreign-Born	20.0	17.4
Naturalized	21.0	20.7
Not a U.S. Citizen	18.7	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	12.1	12.1
Native	11.5	11.9
Foreign-Born	19.3	13.1
Naturalized	19.1	14.8
Not a U.S. Citizen	19.5	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

	Pennsylvania	U.S.
Civilian Population 16 years old and over	3.6	3.7
Native	3.6	3.8
Foreign-Born	3.9	3.4
Naturalized	3.3	2.8
Not a U.S. Citizen	4.7	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

	Pennsylvania	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	78.7	68.6
Native	84.2	79.5
Foreign-Born	88.3	83.7
Naturalized	86.3	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

	Pennsylvania	U.S.
2005	28,902	1,122,257
2006	25,950	1,266,129
2007	22,811	1,052,415
2008	23,646	1,107,126
2009	24,105	1,130,818
2010	24,130	1,042,625
2011	25,397	1,062,040
2012	25,032	1,031,631
2013	24,720	990,553
2014	23,944	1,016,518
2015	24,969	1,051,031
2016	27,217	1,183,505
2017	27,762	1,127,167
2018	26,078	1,096,611

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

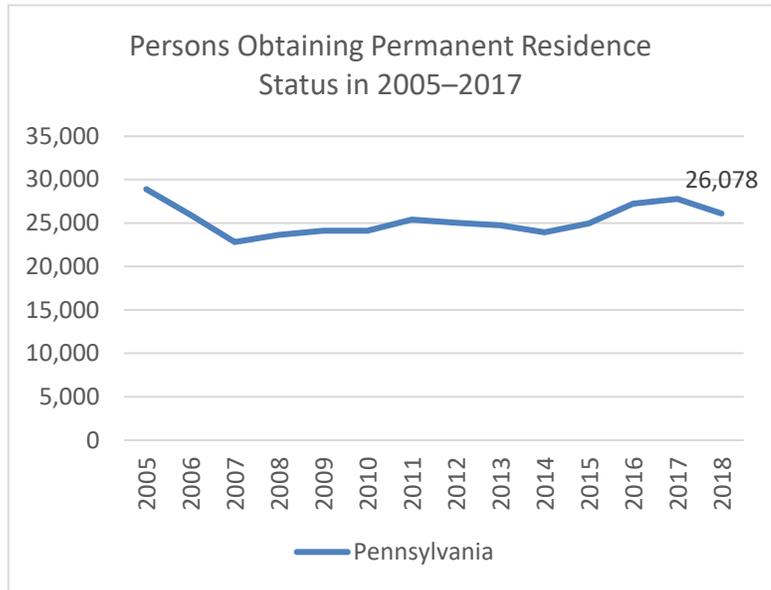


Table 8. Non-immigrant Admissions

	Pennsylvania	U.S.
2005	368,572	32,003,435
2006	386,193	33,667,328
2007	412,012	37,149,651
2008	440,122	39,381,928
2009	389,988	36,231,554
2010	432,588	46,471,516
2011	464,992	46,471,516
2012	478,373	53,887,286
2013	505,507	61,052,260
2014	528,078	74,930,606
2015	573,917	76,638,236
2016	689,928	76,786,751
2017	648,812	77,643,267
2018	691,467	81,279,692

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

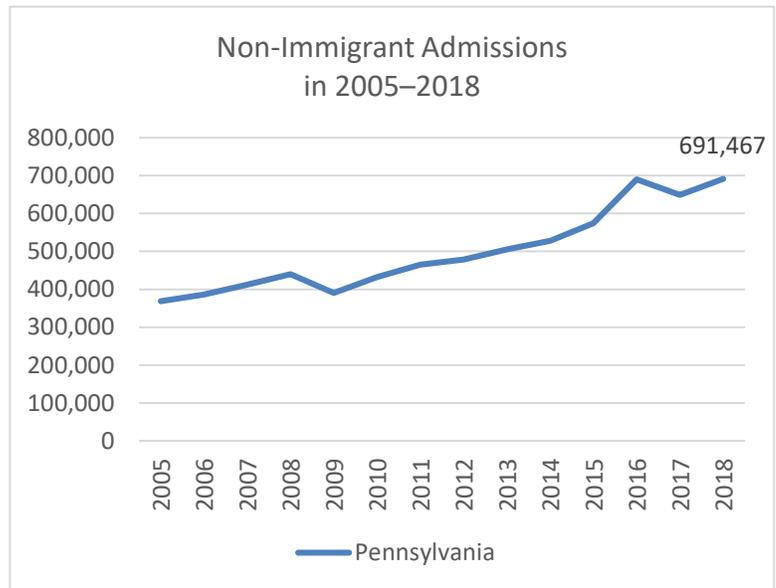


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	188,468	191,286	192,431	192,586	204,764
Business Traveler, Other /2	202,262	240,571	340,747	296,784	320,709
Students and exchange visitors/3	76,761	81,702	84,637	89,068	93,309
Temporary workers and families/4	53,860	54,064	63,808	63,717	67,249
Diplomats/other representatives/5	2,412	2,424	2,659	2,532	2,259
All other classes	4,129	3,693	5,255	3,752	2,896
Unknown	186	4,129	391	373	281
Pennsylvania	528,078	577,869	689,928	648,812	691,467
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:

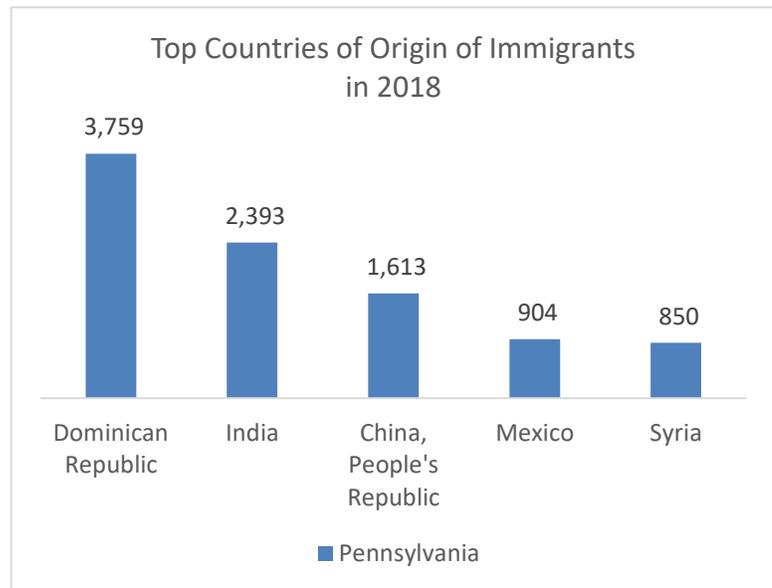
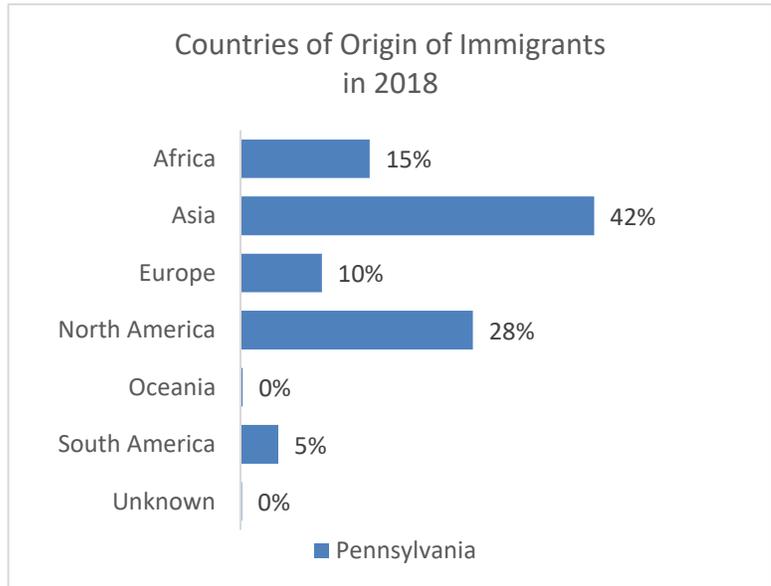
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	26,078
Africa	4,024
Asia	11,002
Europe	2,530
North America	7,234
Oceania	67
South America	1,179
Unknown	42
COUNTRY	
Total	26,078
Dominican Republic	3,759
India	2,393
China, People's Republic	1,613
Mexico	904
Syria	850
Vietnam	800
Jamaica	570
Haiti	549
Ukraine	545
Philippines	544
Liberia	517
Nepal	495
Pakistan	469
Bangladesh	465
Uzbekistan	456
Egypt	425
Cuba	401
Albania	367
Korea, South	367
Nigeria	336
Congo, Democratic Republic	303
United Kingdom	277
Brazil	275
Algeria	264
Bhutan	257
Russia	248

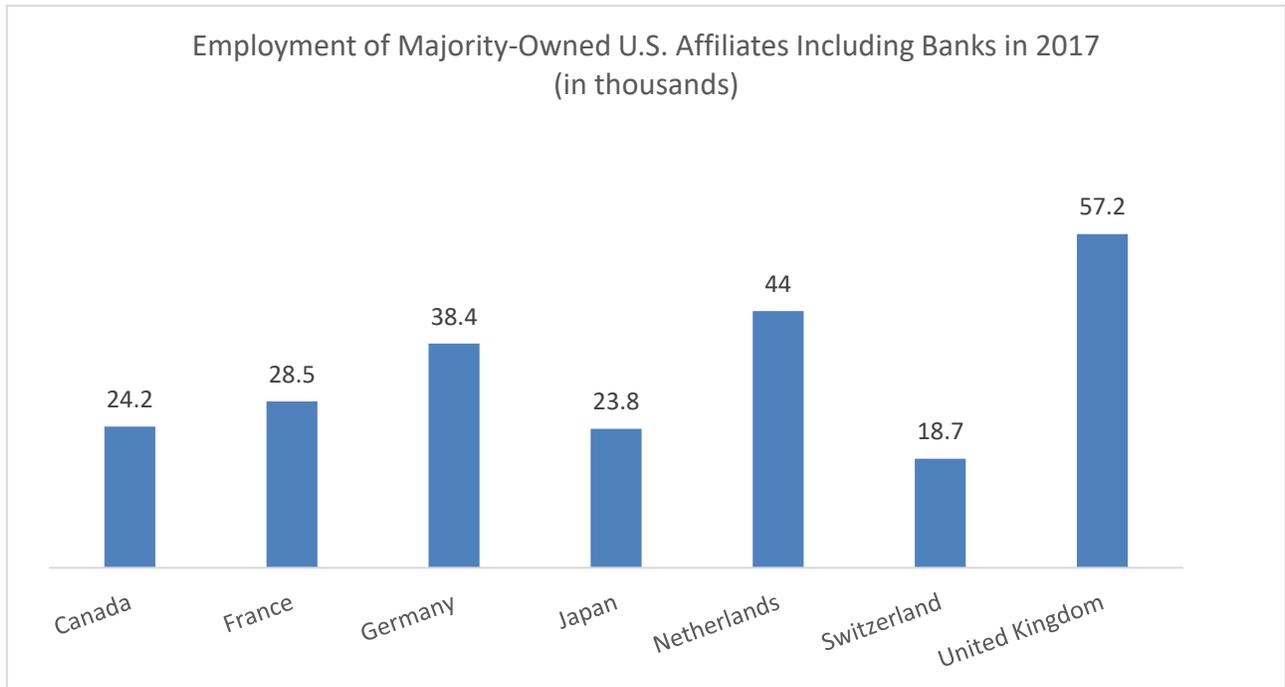


D-Data withheld to limit disclosure

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	\$41,050	2.47
Top 25	\$35,896	87.4
Canada	\$10,802	26.3
Mexico	\$4,216	10.3
China	\$2,562	6.2
United Kingdom	\$2,143	5.2
Japan	\$2,130	5.2
Netherlands	\$1,669	4.1
Belgium	\$1,535	3.7
India	\$1,389	3.4
Germany	\$1,375	3.3
Korea, South	\$973	2.4
Brazil	\$925	2.3
France	\$658	1.6
Italy	\$641	1.6
Singapore	\$600	1.5
United Arab Emirates	\$531	1.3
Australia	\$523	1.3
Hong Kong	\$481	1.2
Switzerland	\$460	1.1
Taiwan	\$407	1.0
Spain	\$371	0.9
Saudi Arabia	\$346	0.8
Thailand	\$326	0.8
Ireland	\$313	0.8
Israel	\$265	0.6
Dominican Republic	\$254	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.

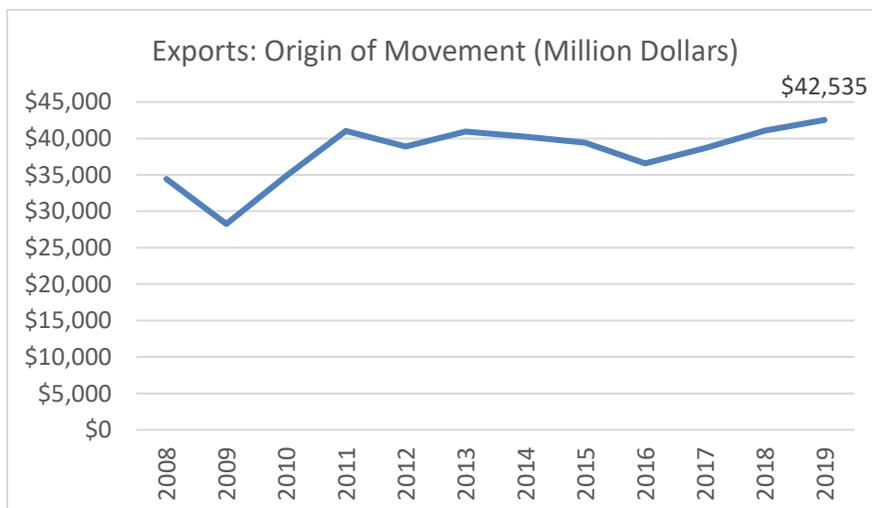


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

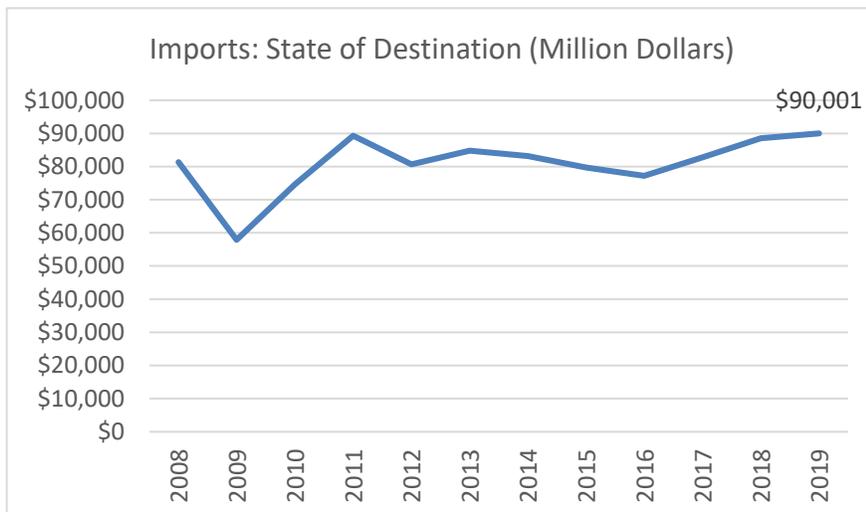
Country	2018 Dollar Volume	Percent Share
World	\$88,576	3.48
Top 25	\$77,438	87.4
China	\$15,399	17.4
Canada	\$11,744	13.3
Mexico	\$6,376	7.2
Germany	\$5,787	6.5
Switzerland	\$3,475	3.9
Korea, South	\$3,165	3.6
United Kingdom	\$3,116	3.5
Italy	\$2,943	3.3
Israel	\$2,598	2.9
Japan	\$2,355	2.7
Nigeria	\$2,258	2.5
Ireland	\$1,963	2.2
Belgium	\$1,871	2.1
India	\$1,781	2.0
Algeria	\$1,710	1.9
Norway	\$1,699	1.9
Russia	\$1,458	1.6
France	\$1,328	1.5
Brazil	\$1,188	1.3
Vietnam	\$1,036	1.2
Finland	\$962	1.1
Austria	\$951	1.1
Sweden	\$883	1.0
Taiwan	\$762	0.9
Australia	\$632	0.7

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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