

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 Texas

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

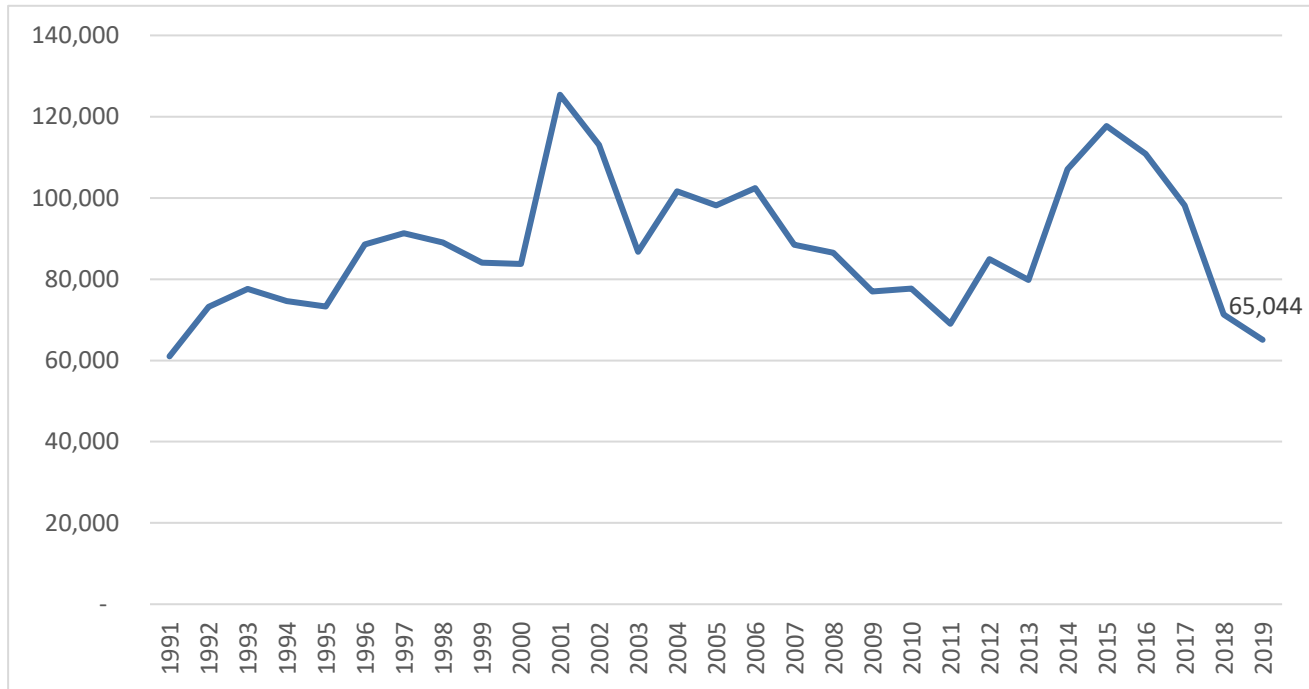


Table 1. Population By Place of Birth in 2018

	Texas	U.S.
Total Population, by Place of Birth	28,701,845	327,167,439
Native /1	23,773,820	282,438,718
Foreign-Born /2	4,928,025	44,728,721
Naturalized	1,856,672	22,629,737
Not a U.S. Citizen	3,071,353	22,098,984
Percent, Foreign-Born	17%	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

	Texas		U.S.	
Total Foreign-born Population, Excl. Born at Sea	4,928,025	% share	17,528	% share
Born in Europe	198,365	4%	3,923	22%
Born in Asia	1,129,111	23%	3,853	22%
Born in Africa	257,449	5%	385	2%
Born in Oceania	14,398	0%	209	1%
Born in Latin America	3,276,400	66%	8,410	48%
Born in Northern America	52,302	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
Texas	(in %)	(in \$)
Total	61.9	\$59,570
Native	63.1	\$62,577
Foreign Born	54.5	\$49,239
Naturalized	71.2	\$63,026
Not a U.S. Citizen	44.0	\$41,071
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

	Texas	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	19.1	19.4
Native	20.6	19.9
Foreign-Born	14.2	17.4
Naturalized	19.4	20.7
Not a U.S. Citizen	10.8	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	10.2	12.1
Native	10.1	11.9
Foreign-Born	10.4	13.1
Naturalized	14.0	14.8
Not a U.S. Citizen	8.0	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

	Texas	U.S.
Civilian Population 16 years old and over	3.5	3.7
Native	3.6	3.8
Foreign-Born	2.9	3.4
Naturalized	2.5	2.8
Not a U.S. Citizen	3.1	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

	Texas	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	79.4	68.6
Native	79.4	79.5
Foreign-Born	82.7	83.7
Naturalized	79.7	80.7
Not a U.S. Citizen	84.5	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

	Texas	U.S.
2005	95,951	1,122,257
2006	89,027	1,266,129
2007	77,278	1,052,415
2008	89,811	1,107,126
2009	95,384	1,130,818
2010	87,750	1,042,625
2011	94,481	1,062,040
2012	95,557	1,031,631
2013	92,674	990,553
2014	95,295	1,016,518
2015	99,727	1,051,031
2016	110,651	1,183,505
2017	110,126	1,127,167
2018	104,515	1,096,611

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

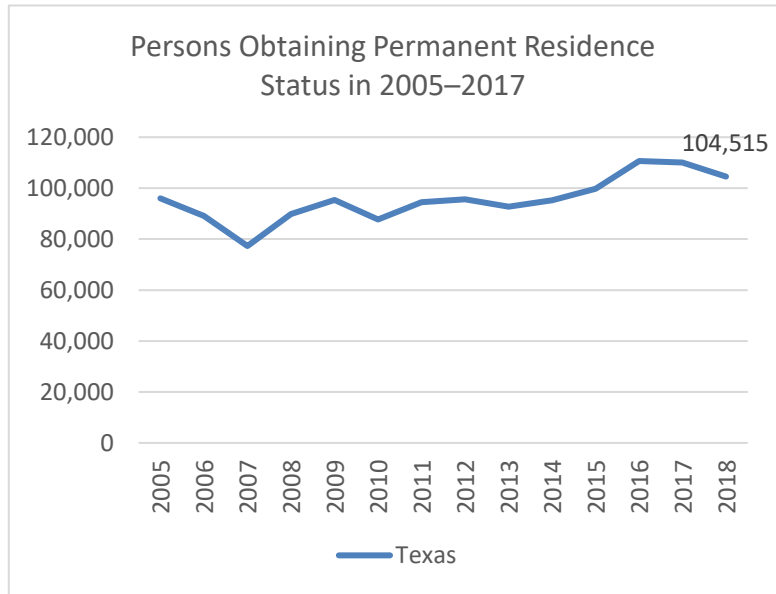


Table 8. Non-immigrant Admissions

	Texas	U.S.
2005	2,115,742	32,003,435
2006	2,450,389	33,667,328
2007	2,819,241	37,149,651
2008	2,802,857	39,381,928
2009	2,601,837	36,231,554
2010	4,739,265	46,471,516
2011	6,559,787	46,471,516
2012	6,854,454	53,887,286
2013	7,605,578	61,052,260
2014	5,248,779	74,930,606
2015	5,064,473	76,638,236
2016	6,029,795	76,786,751
2017	7,530,879	77,643,267
2018	8,946,051	81,279,692

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

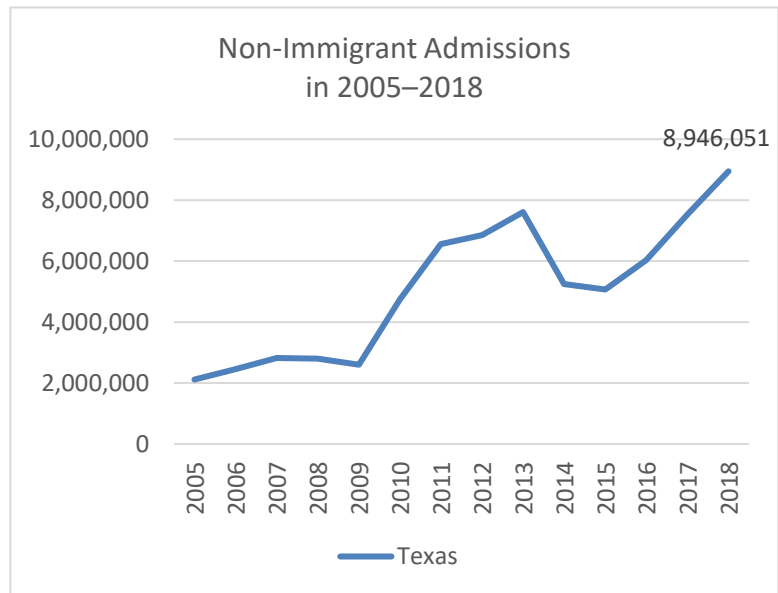


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	536,579	545,495	655,252	594,144	612,983
Business Traveler, Other /2	4,232,032	4,035,452	4,790,913	6,369,965	7,665,545
Students and exchange visitors/3	122,567	123,844	145,896	129,853	159,607
Temporary workers and families/4	297,735	307,453	376,503	385,996	455,474
Diplomats/other representatives/5	19,943	20,776	21,848	22,871	25,375
All other classes	38,153	29,715	36,400	25,771	25,129
Unknown	1,770	38,153	2,983	2,279	1,938
Texas	5,248,779	5,100,888	6,029,795	7,530,879	8,946,051
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	104,515
Africa	10,299
Asia	32,407
Europe	3,541
North America	53,582
Oceania	227
South America	4,401
Unknown	58
COUNTRY	
Total	104,515
Mexico	36,535
Cuba	8,330
India	5,646
Vietnam	4,634
El Salvador	3,598
China, People's Republic	3,062
Nigeria	2,675
Philippines	2,583
Pakistan	2,032
Iraq	1,843
Honduras	1,813
Afghanistan	1,695
Nepal	1,523
Venezuela	1,358
Korea, South	1,230
Congo, Democratic Republic	1,169
Colombia	1,100
Syria	971
Iran	960
Burma	889
Ethiopia	874
Guatemala	845
Brazil	800
Kenya	790
United Kingdom	746
Canada	743

D-Data withheld to limit disclosure

Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2017, Supplemental Table 1.

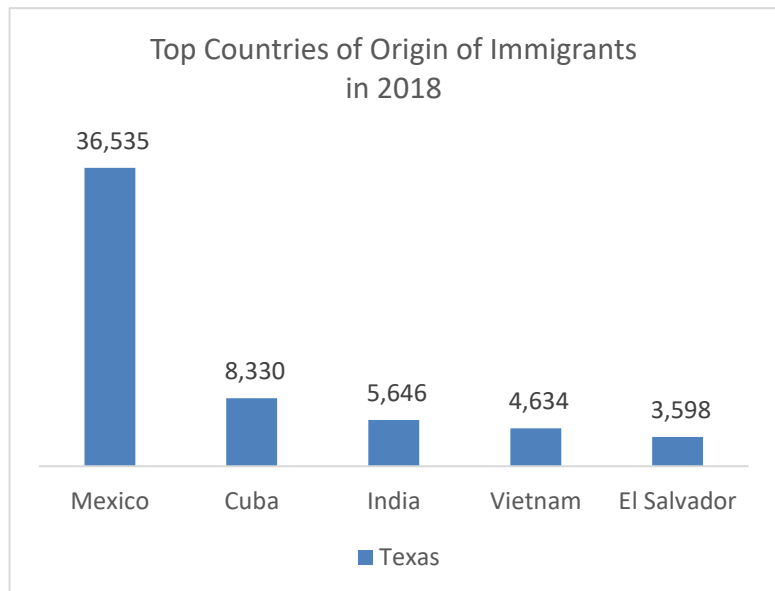
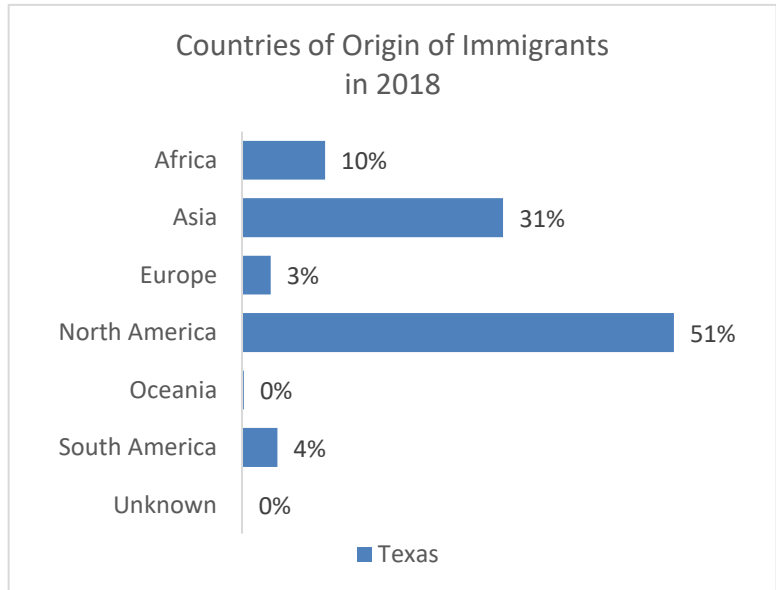
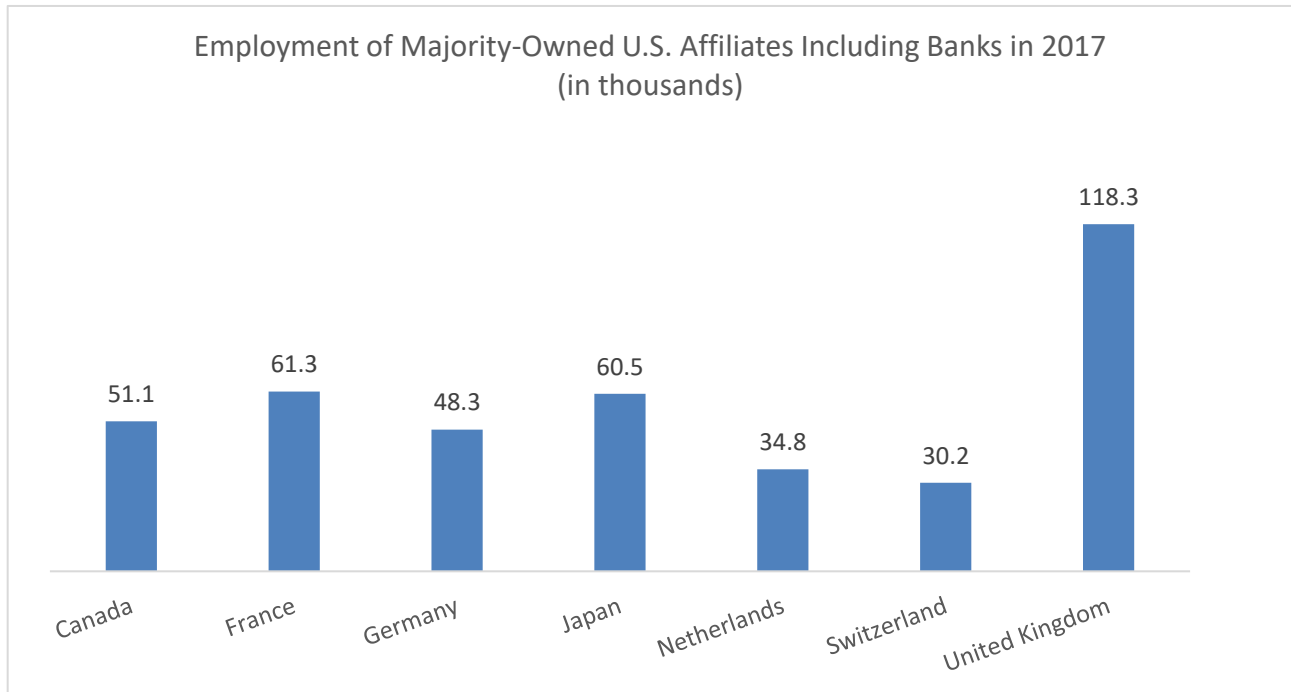


Table 11. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies



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	\$315,448	18.96
Top 25	\$273,780	86.8
Mexico	\$109,749	34.8
Canada	\$27,443	8.7
China	\$16,587	5.3
Korea, South	\$13,178	4.2
Japan	\$11,869	3.8
Brazil	\$10,342	3.3
Netherlands	\$9,715	3.1
United Kingdom	\$8,423	2.7
Taiwan	\$7,256	2.3
Singapore	\$6,205	2.0
India	\$5,116	1.6
Colombia	\$4,649	1.5
Chile	\$4,637	1.5
Germany	\$4,181	1.3
Italy	\$4,076	1.3
Belgium	\$3,913	1.2
Venezuela	\$3,772	1.2
Peru	\$3,447	1.1
France	\$3,375	1.1
United Arab Emirates	\$3,171	1.0
Argentina	\$2,696	0.9
Ecuador	\$2,632	0.8
Hong Kong	\$2,505	0.8
Thailand	\$2,450	0.8
Saudi Arabia	\$2,392	0.8

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.

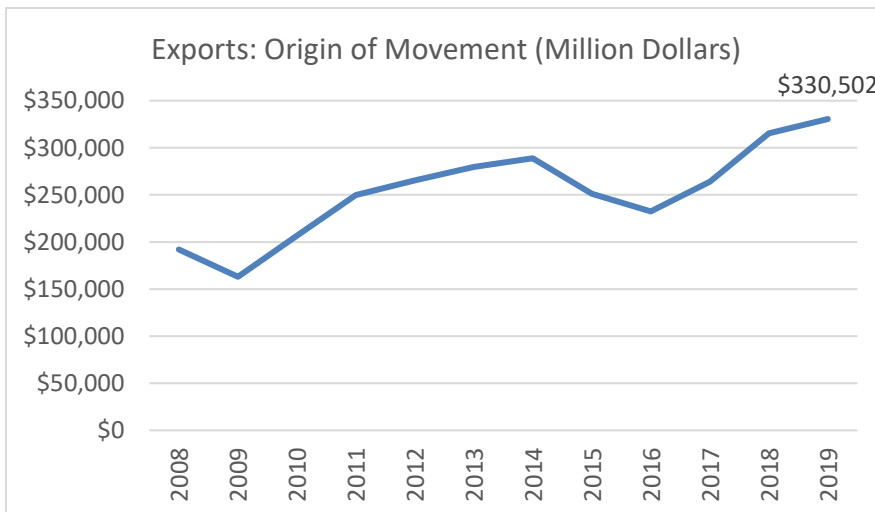


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

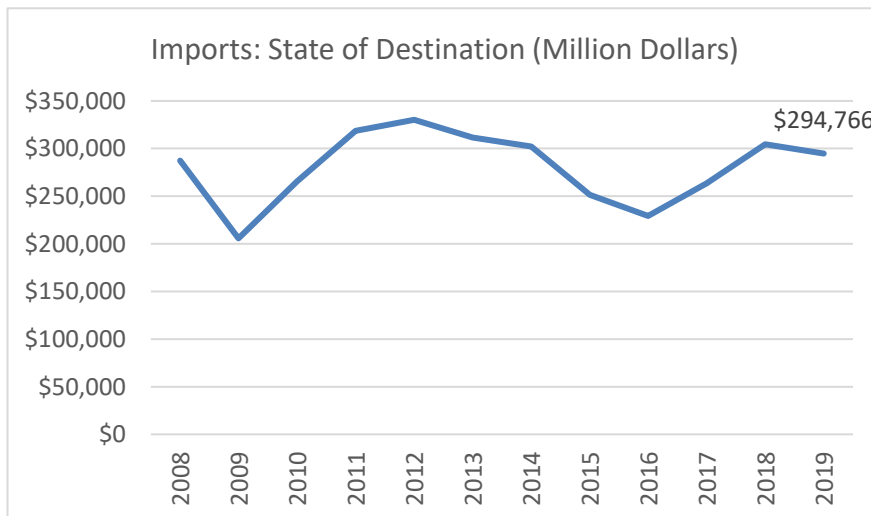
Country	2018 Dollar Volume	Percent Share
World	\$304,623	11.98
Top 25	\$278,445	91.4
Mexico	\$107,020	35.1
China	\$44,495	14.6
Canada	\$20,205	6.6
Japan	\$16,735	5.5
Korea, South	\$8,893	2.9
Saudi Arabia	\$8,160	2.7
Germany	\$7,577	2.5
Malaysia	\$6,840	2.2
Vietnam	\$6,010	2.0
United Kingdom	\$5,374	1.8
Brazil	\$4,754	1.6
Venezuela	\$4,462	1.5
Iraq	\$4,285	1.4
Thailand	\$3,950	1.3
Italy	\$3,764	1.2
Russia	\$3,662	1.2
India	\$3,655	1.2
France	\$3,437	1.1
Taiwan	\$3,286	1.1
Ireland	\$2,731	0.9
Colombia	\$2,656	0.9
Spain	\$1,823	0.6
Netherlands	\$1,779	0.6
Israel	\$1,524	0.5
Singapore	\$1,368	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