

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 Utah

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

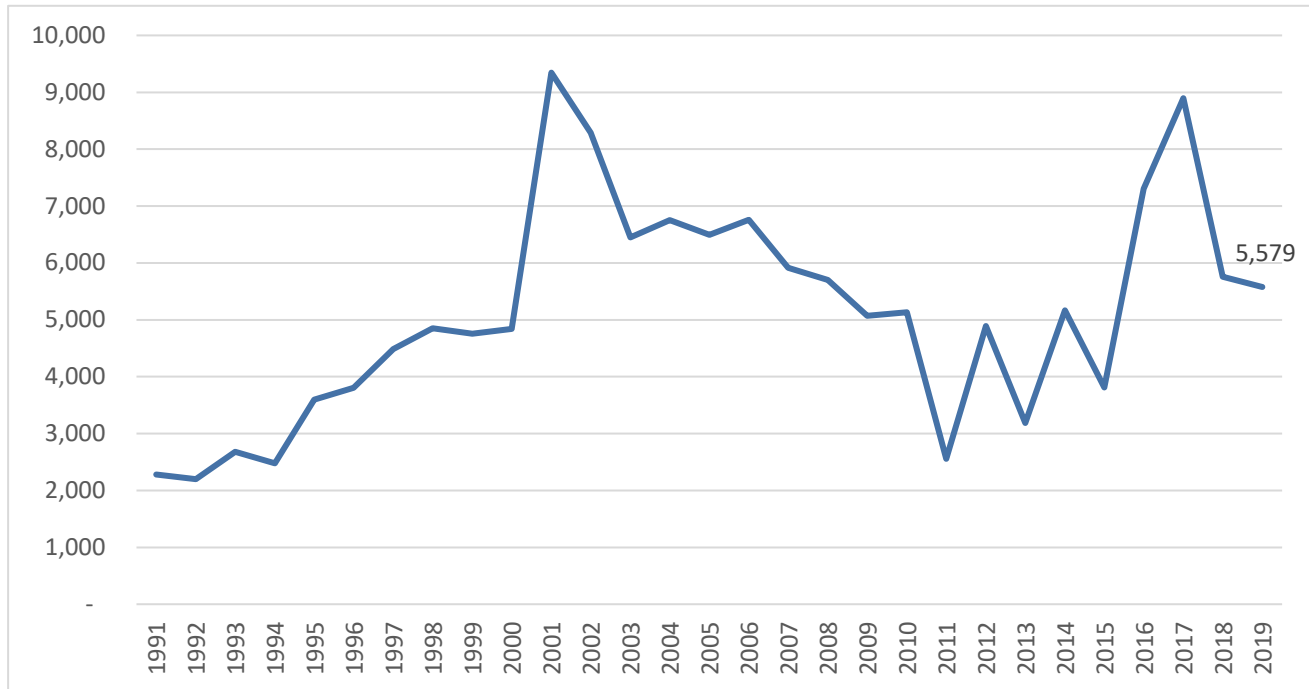


Table 1. Population By Place of Birth in 2018

	Utah	U.S.
Total Population, by Place of Birth	3,161,105	327,167,439
Native /1	2,889,883	282,438,718
Foreign-Born /2	271,222	44,728,721
Naturalized	111,797	22,629,737
Not a U.S. Citizen	159,425	22,098,984
Percent, Foreign-Born	9%	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

	Utah		U.S.	
		% share		% share
Total Foreign-born Population, Excl. Born at Sea	271,222		17,528	
Born in Europe	24,509	9%	3,923	22%
Born in Asia	58,892	22%	3,853	22%
Born in Africa	9,996	4%	385	2%
Born in Oceania	11,007	4%	209	1%
Born in Latin America	159,348	59%	8,410	48%
Born in Northern America	7,470	3%	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 \$)
Utah		
Total	69.9	\$68,374
Native	71.6	\$70,210
Foreign Born	61.8	\$52,976
Naturalized	67.5	\$63,488
Not a U.S. Citizen	40.5	\$47,133
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

	Utah	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	22.0	19.4
Native	22.8	19.9
Foreign-Born	15.4	17.4
Naturalized	18.3	20.7
Not a U.S. Citizen	13.4	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	11.3	12.1
Native	11.6	11.9
Foreign-Born	9.2	13.1
Naturalized	10.5	14.8
Not a U.S. Citizen	8.3	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

	Utah	U.S.
Civilian Population 16 years old and over	2.7	3.7
Native	2.7	3.8
Foreign-Born	2.5	3.4
Naturalized	2.1	2.8
Not a U.S. Citizen	2.8	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

	Utah	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	80.0	68.6
Native	80.1	79.5
Foreign-Born	86.4	83.7
Naturalized	81.9	80.7
Not a U.S. Citizen	89.3	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

	Utah	U.S.
2005	5,082	1,122,257
2006	5,749	1,266,129
2007	5,168	1,052,415
2008	6,087	1,107,126
2009	6,466	1,130,818
2010	6,085	1,042,625
2011	6,426	1,062,040
2012	5,932	1,031,631
2013	5,503	990,553
2014	6,166	1,016,518
2015	6,883	1,051,031
2016	7,271	1,183,505
2017	6,390	1,127,167
2018	5,723	1,096,611

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

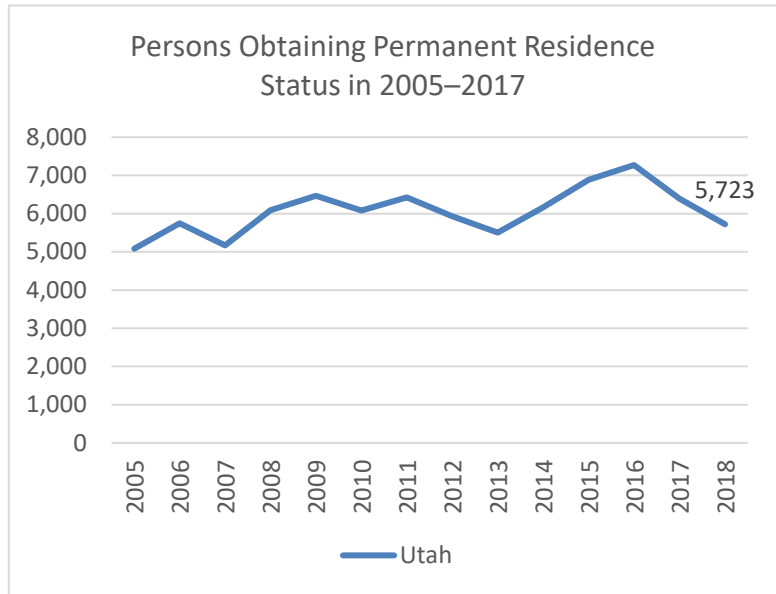


Table 8. Non-immigrant Admissions

	Utah	U.S.
2005	94,699	32,003,435
2006	104,196	33,667,328
2007	121,771	37,149,651
2008	129,441	39,381,928
2009	108,182	36,231,554
2010	129,933	46,471,516
2011	135,495	46,471,516
2012	145,433	53,887,286
2013	157,969	61,052,260
2014	166,272	74,930,606
2015	187,597	76,638,236
2016	244,728	76,786,751
2017	240,826	77,643,267
2018	258,446	81,279,692

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

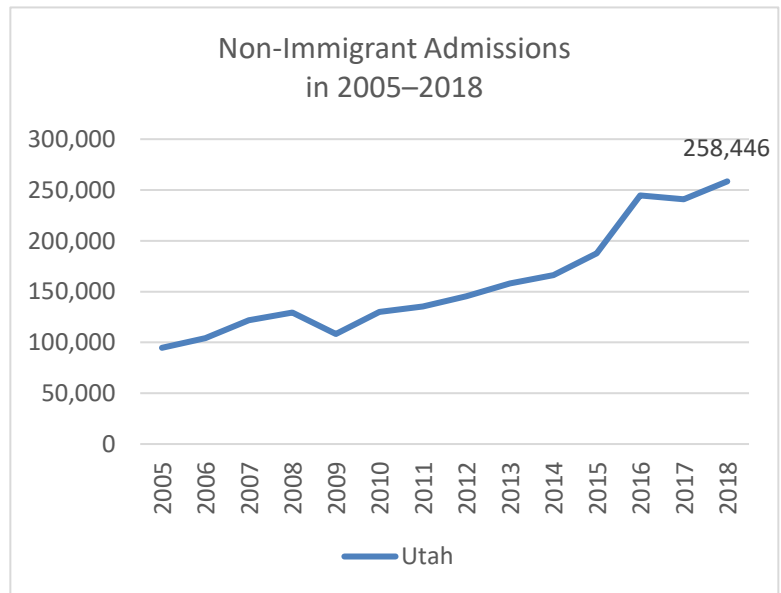


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	60,888	62,642	74,161	76,063	75,170
Business Traveler, Other /2	80,618	99,426	139,915	136,636	153,493
Students and exchange visitors/3	13,482	13,729	14,516	14,387	15,284
Temporary workers and families/4	9,776	10,485	14,228	12,289	13,243
Diplomats/other representatives/5	936	832	1,033	855	831
All other classes	472	421	727	442	338
Unknown	100	472	148	154	87
Utah	166,272	188,007	244,728	240,826	258,446
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:

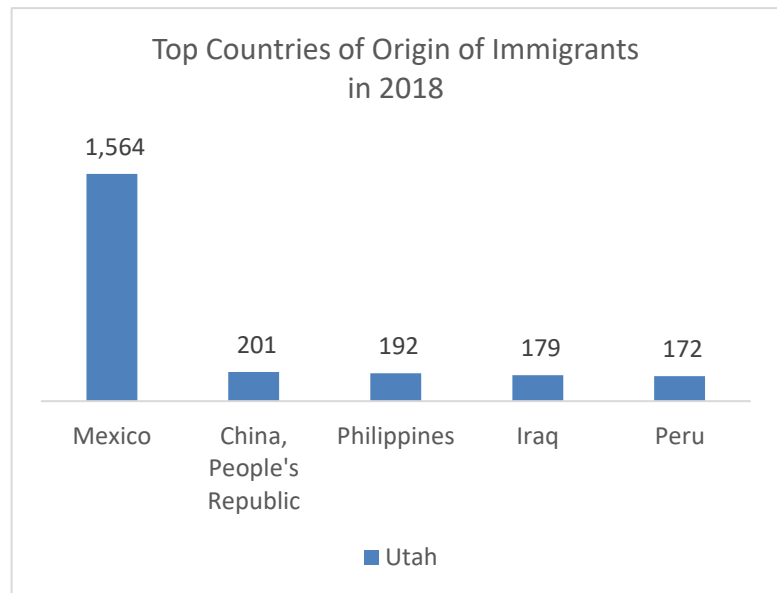
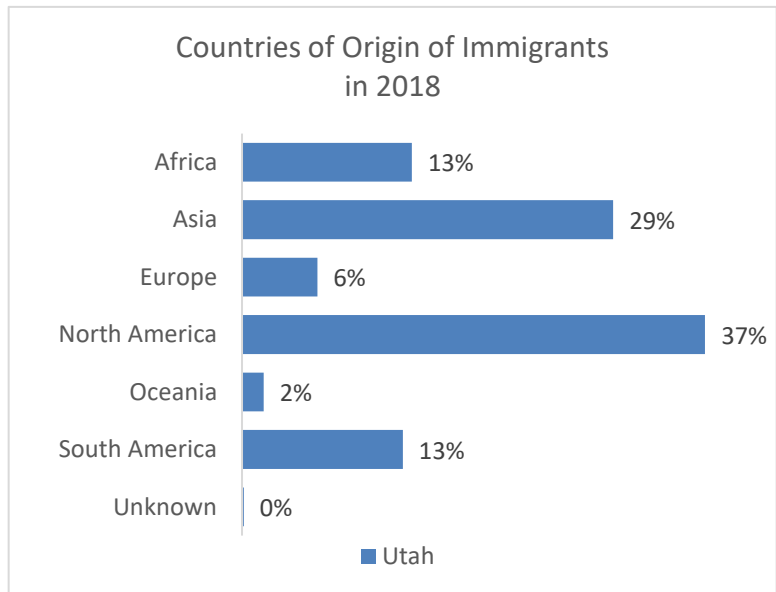
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	5,723
Africa	769
Asia	1,681
Europe	341
North America	2,098
Oceania	98
South America	728
Unknown	8
COUNTRY	
Total	5,723
Mexico	1,564
China, People's Republic	201
Philippines	192
Iraq	179
Peru	172
Brazil	167
Vietnam	140
India	135
Guatemala	130
El Salvador	127
Congo, Democratic Republic	126
Afghanistan	107
Somalia	105
Colombia	94
Venezuela	94
Syria	82
United Kingdom	79
Canada	75
Thailand	73
Nepal	72
Argentina	71
Korea, South	67
Tanzania	66
Chile	62
Burma	60
Ethiopia	57

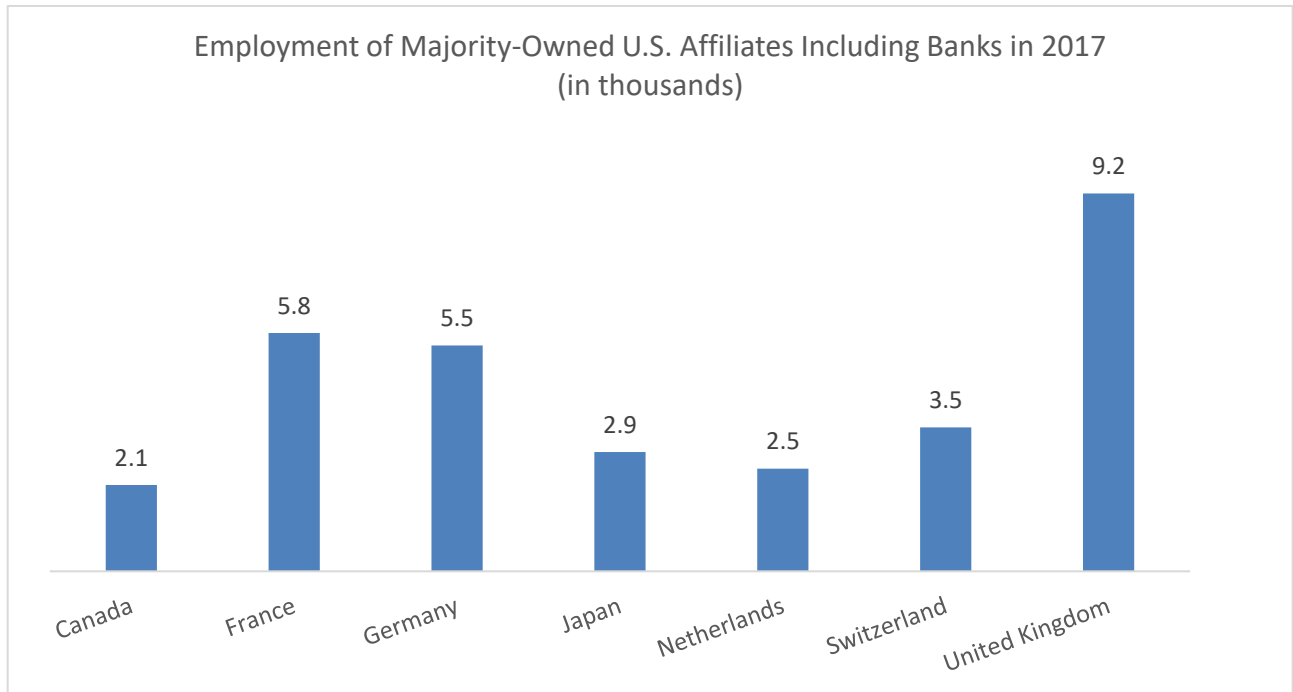


D-Data withheld to limit disclosure

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	\$14,373	0.86
Top 25	\$13,592	94.6
United Kingdom	\$5,096	35.5
Canada	\$1,784	12.4
Japan	\$806	5.6
Hong Kong	\$738	5.1
Mexico	\$725	5.0
Taiwan	\$712	5.0
China	\$577	4.0
Netherlands	\$446	3.1
Germany	\$405	2.8
Korea, South	\$402	2.8
Australia	\$274	1.9
India	\$224	1.6
France	\$215	1.5
Singapore	\$181	1.3
Switzerland	\$165	1.1
Italy	\$162	1.1
Belgium	\$128	0.9
Brazil	\$104	0.7
Spain	\$93	0.6
Malaysia	\$82	0.6
Israel	\$63	0.4
Philippines	\$63	0.4
Thailand	\$58	0.4
Austria	\$45	0.3
Chile	\$43	0.3

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.

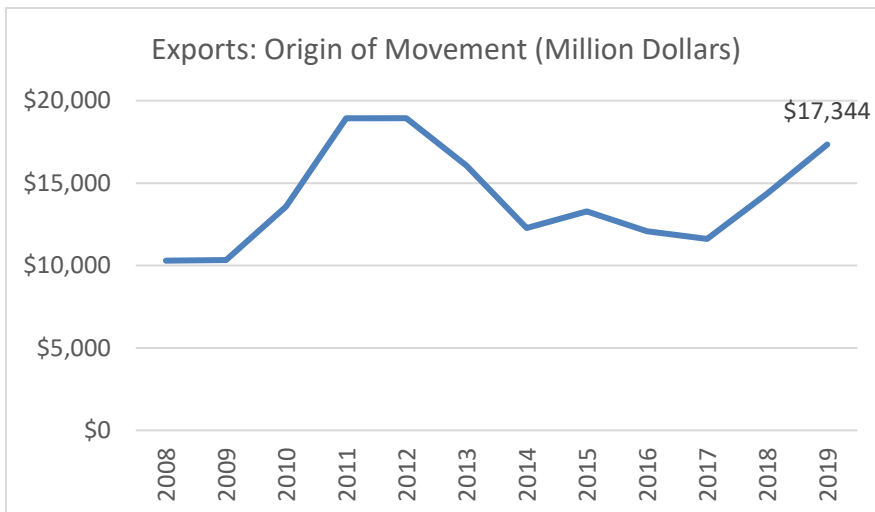


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

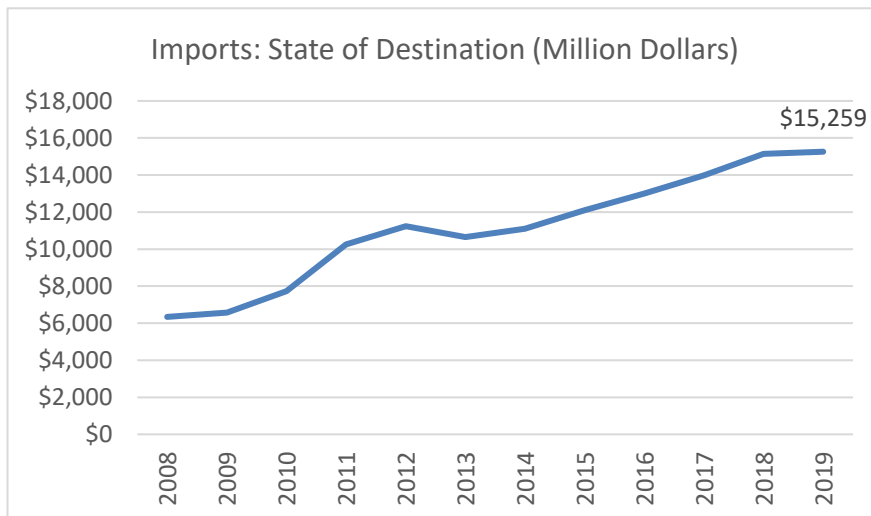
Country	2018 Dollar Volume	Percent Share
World	\$15,142	0.60
Top 25	\$14,351	94.8
Mexico	\$3,606	23.8
China	\$2,726	18.0
Canada	\$1,916	12.7
Peru	\$1,647	10.9
Brazil	\$962	6.4
Taiwan	\$481	3.2
Japan	\$314	2.1
Germany	\$277	1.8
Chile	\$260	1.7
Nicaragua	\$258	1.7
France	\$227	1.5
Vietnam	\$210	1.4
Singapore	\$177	1.2
United Kingdom	\$167	1.1
Italy	\$148	1.0
Argentina	\$142	0.9
Austria	\$141	0.9
Korea, South	\$127	0.8
India	\$120	0.8
Switzerland	\$103	0.7
Israel	\$95	0.6
Malaysia	\$72	0.5
Spain	\$70	0.5
Netherlands	\$54	0.4
Ireland	\$52	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.





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