

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 Washington

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Chart 1. Net International Migration as of 2019

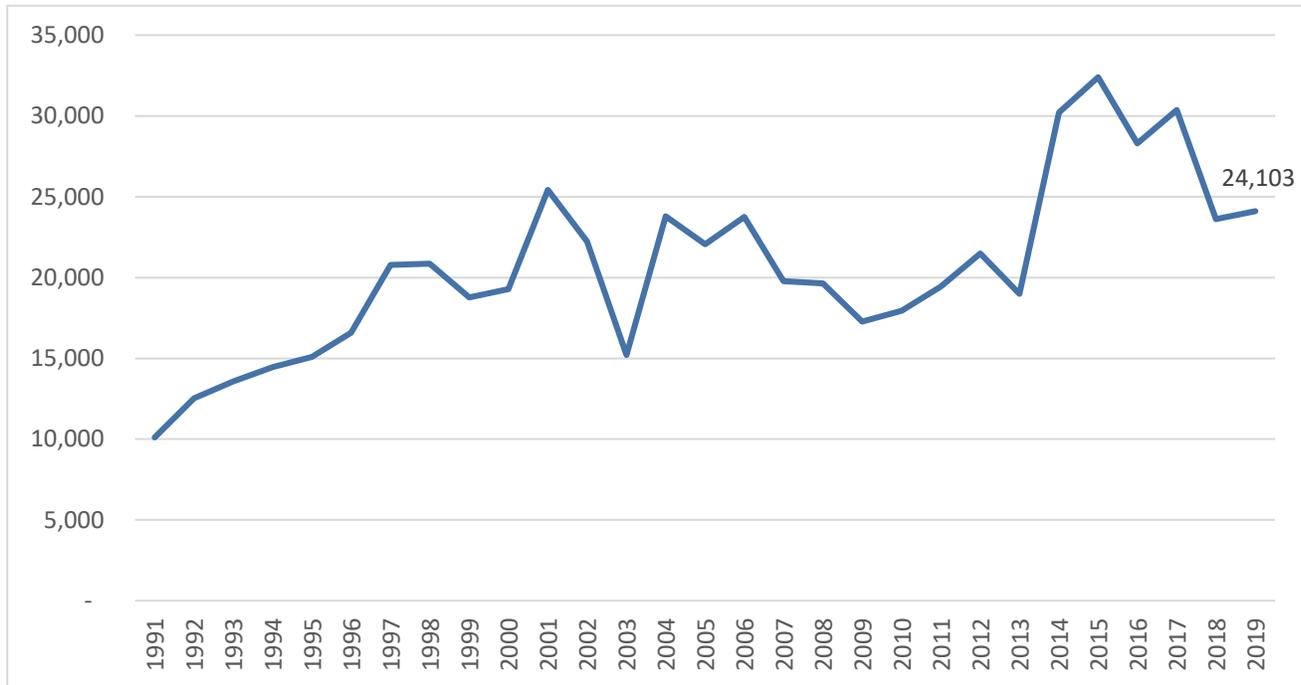


Table 1. Population By Place of Birth in 2018

	Washington	U.S.
Total Population, by Place of Birth	7,535,591	327,167,439
Native /1	6,430,741	282,438,718
Foreign-Born /2	1,104,850	44,728,721
Naturalized	538,513	22,629,737
Not a U.S. Citizen	566,337	22,098,984
Percent, Foreign-Born	15%	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

	Washington		U.S.	
		% share		% share
Total Foreign-born Population, Excl. Born at Sea	1,104,850		17,528	
Born in Europe	156,535	14%	3,923	22%
Born in Asia	484,096	44%	3,853	22%
Born in Africa	71,879	7%	385	2%
Born in Oceania	21,512	2%	209	1%
Born in Latin America	326,531	30%	8,410	48%
Born in Northern America	44,297	4%	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 \$)
Washington		
Total	62.7	\$70,116
Native	64.2	\$70,793
Foreign Born	56.2	\$66,062
Naturalized	74.2	\$73,109
Not a U.S. Citizen	37.8	\$58,149
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

	Washington	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	22.1	19.4
Native	22.5	19.9
Foreign-Born	20.0	17.4
Naturalized	22.5	20.7
Not a U.S. Citizen	17.3	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	13.2	12.1
Native	12.5	11.9
Foreign-Born	16.1	13.1
Naturalized	15.6	14.8
Not a U.S. Citizen	16.6	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

	Washington	U.S.
Civilian Population 16 years old and over	3.4	3.7
Native	3.5	3.8
Foreign-Born	3.1	3.4
Naturalized	2.4	2.8
Not a U.S. Citizen	3.7	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

	Washington	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	74.9	68.6
Native	77.1	79.5
Foreign-Born	83.8	83.7
Naturalized	78.3	80.7
Not a U.S. Citizen	89.0	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

	Washington	U.S.
2005	26,480	1,122,257
2006	23,803	1,266,129
2007	22,657	1,052,415
2008	23,170	1,107,126
2009	27,562	1,130,818
2010	22,283	1,042,625
2011	23,789	1,062,040
2012	23,060	1,031,631
2013	22,994	990,553
2014	22,710	1,016,518
2015	24,765	1,051,031
2016	27,304	1,183,505
2017	27,363	1,127,167
2018	26,029	1,096,611

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

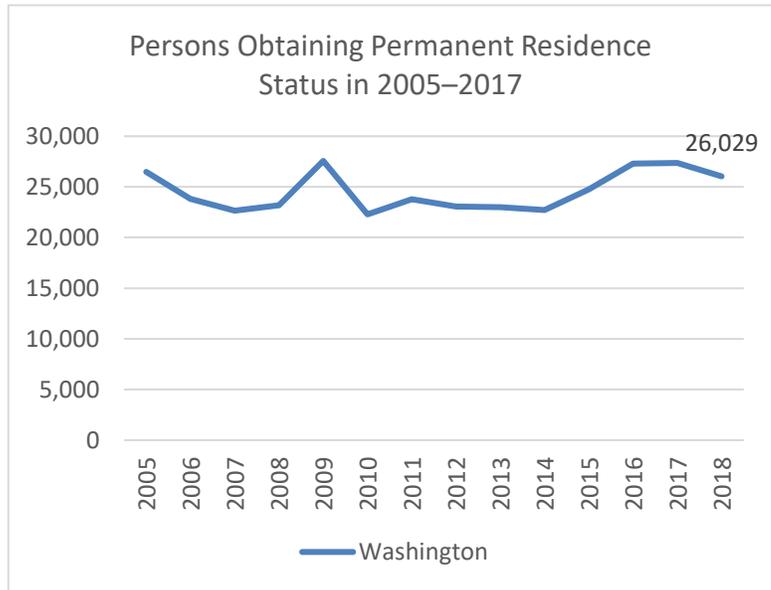


Table 8. Non-immigrant Admissions

	Washington	U.S.
2005	466,718	32,003,435
2006	578,192	33,667,328
2007	646,458	37,149,651
2008	726,762	39,381,928
2009	658,957	36,231,554
2010	895,444	46,471,516
2011	1,158,160	46,471,516
2012	1,262,020	53,887,286
2013	1,415,063	61,052,260
2014	1,141,456	74,930,606
2015	1,174,095	76,638,236
2016	1,390,331	76,786,751
2017	1,364,520	77,643,267
2018	1,508,851	81,279,692

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

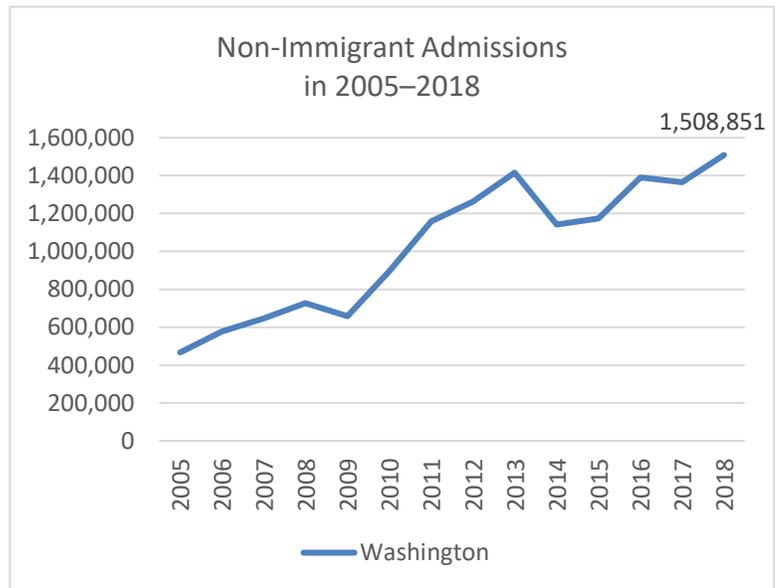


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	437,673	444,797	450,571	468,391	497,679
Business Traveler, Other /2	544,523	563,652	748,906	689,209	775,001
Students and exchange visitors/3	57,107	60,013	63,346	65,299	68,519
Temporary workers and families/4	78,969	82,312	103,700	117,768	144,136
Diplomats/other representatives/5	10,476	11,032	12,181	13,406	13,820
All other classes	11,138	10,893	9,914	8,756	8,369
Unknown	1,570	11,138	1,713	1,691	1,327
Washington	1,141,456	1,183,837	1,390,331	1,364,520	1,508,851
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:

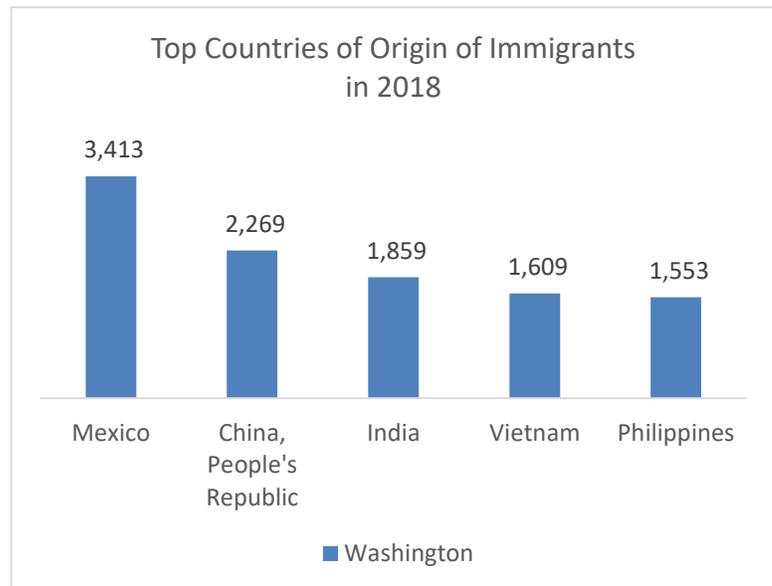
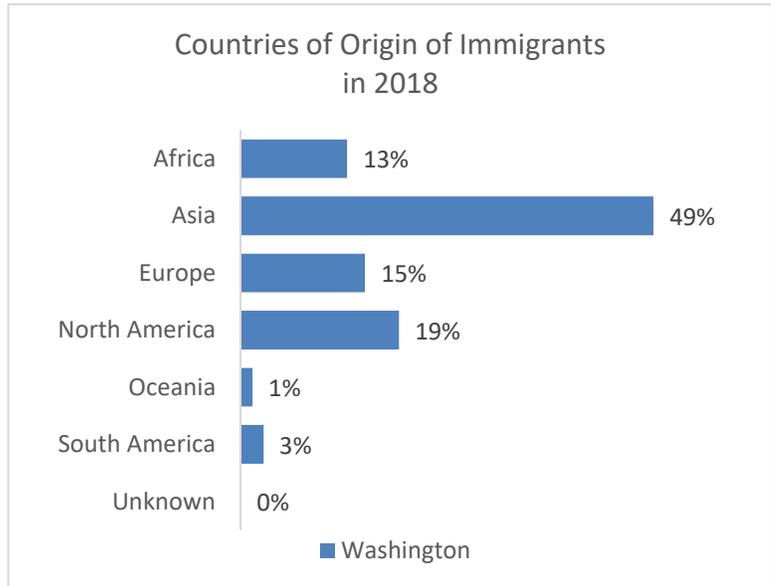
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	26,029
Africa	3,313
Asia	12,828
Europe	3,868
North America	4,919
Oceania	373
South America	714
Unknown	14
COUNTRY	
Total	26,029
Mexico	3,413
China, People's Republic	2,269
India	1,859
Vietnam	1,609
Philippines	1,553
Ukraine	1,448
Ethiopia	907
Afghanistan	801
Korea, South	684
Canada	637
Iraq	616
Russia	493
Iran	403
Kenya	377
Somalia	369
United Kingdom	332
Nepal	325
Moldova	272
Brazil	263
Taiwan	240
Eritrea	239
El Salvador	230
Cambodia	229
Pakistan	226
Guatemala	201
Thailand	191

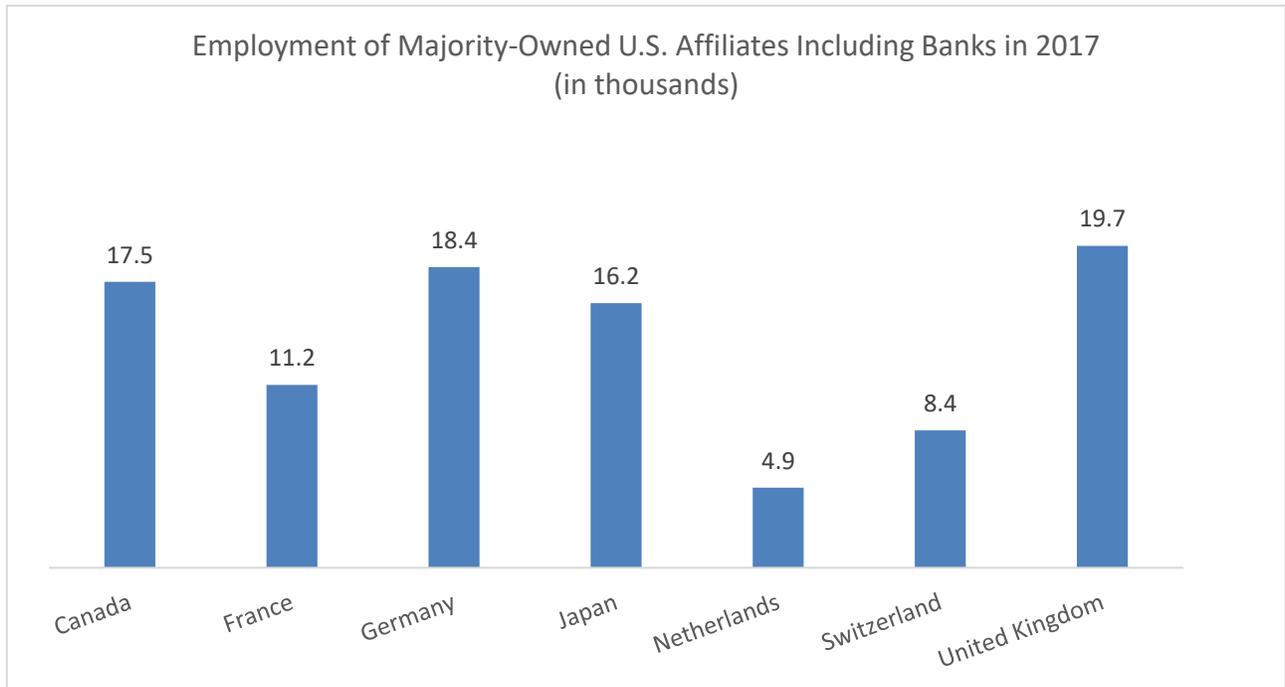


D-Data withheld to limit disclosure

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	\$77,700	4.67
Top 25	\$66,300	85.3
China	\$16,001	20.6
Canada	\$9,065	11.7
Japan	\$6,089	7.8
Korea, South	\$4,582	5.9
United Kingdom	\$4,045	5.2
Taiwan	\$2,298	3.0
Mexico	\$2,140	2.8
United Arab Emirates	\$2,081	2.7
India	\$1,839	2.4
Ireland	\$1,820	2.3
Australia	\$1,568	2.0
Qatar	\$1,549	2.0
Russia	\$1,445	1.9
Netherlands	\$1,442	1.9
Philippines	\$1,431	1.8
Turkey	\$1,035	1.3
Ethiopia	\$986	1.3
Israel	\$962	1.2
Bahrain	\$903	1.2
Vietnam	\$902	1.2
Singapore	\$887	1.1
France	\$828	1.1
Germany	\$824	1.1
Oman	\$817	1.1
Poland	\$763	1.0

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.

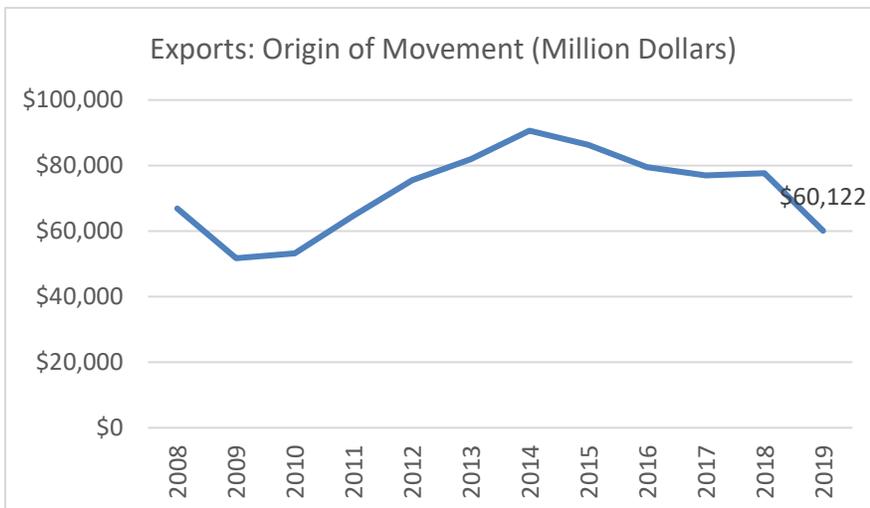


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

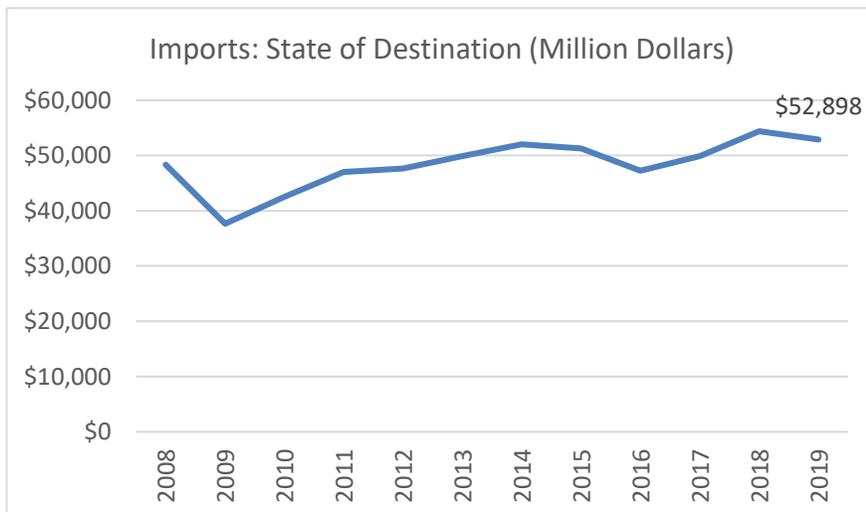
Country	2018 Dollar Volume	Percent Share
World	\$54,395	2.14
Top 25	\$51,681	95.0
China	\$16,359	30.1
Canada	\$13,585	25.0
Japan	\$6,268	11.5
Korea, South	\$1,982	3.6
Mexico	\$1,532	2.8
Russia	\$1,304	2.4
Taiwan	\$1,255	2.3
Vietnam	\$1,250	2.3
Germany	\$911	1.7
Indonesia	\$688	1.3
Malaysia	\$641	1.2
France	\$571	1.1
Thailand	\$550	1.0
Brazil	\$505	0.9
United Kingdom	\$496	0.9
India	\$482	0.9
Argentina	\$478	0.9
Italy	\$461	0.8
Netherlands	\$432	0.8
Australia	\$406	0.7
Saudi Arabia	\$397	0.7
Philippines	\$322	0.6
New Zealand	\$276	0.5
United Arab Emirates	\$272	0.5
Singapore	\$259	0.5

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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