

2020 State Economic Data for Engaging in International Real Estate

National Association of REALTORS®
Research Group



NATIONAL
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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.

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Chart 1. Net International Migration as of 2019

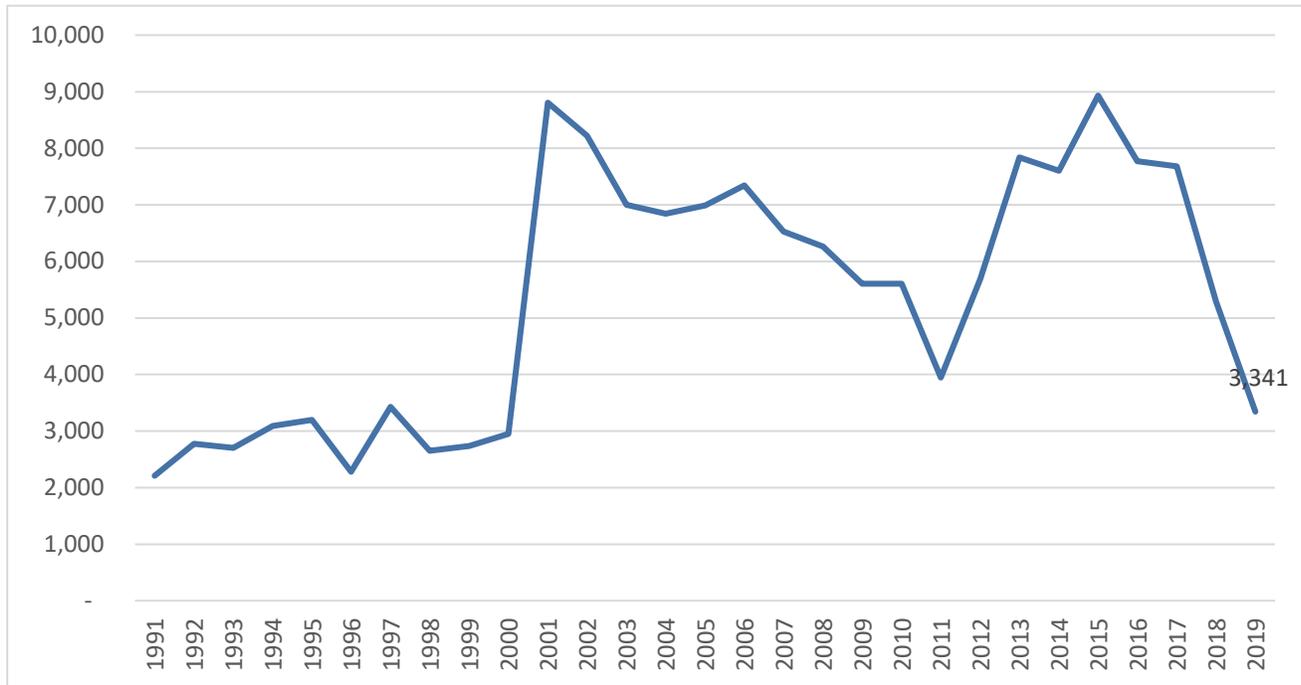


Table 1. Population By Place of Birth in 2018

	Wisconsin	U.S.
Total Population, by Place of Birth	5,813,568	327,167,439
Native /1	5,515,640	282,438,718
Foreign-Born /2	297,928	44,728,721
Naturalized	142,489	22,629,737
Not a U.S. Citizen	155,439	22,098,984
Percent, Foreign-Born	5%	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

	Wisconsin		U.S.	
		% share		% share
Total Foreign-born Population, Excl. Born at Sea	297,928		17,528	
Born in Europe	47,335	16%	3,923	22%
Born in Asia	112,620	38%	3,853	22%
Born in Africa	14,584	5%	385	2%
Born in Oceania	1,567	1%	209	1%
Born in Latin America	115,889	39%	8,410	48%
Born in Northern America	5,933	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 \$)
Wisconsin		
Total	66.9	\$59,209
Native	67.8	\$59,540
Foreign Born	54.4	\$53,055
Naturalized	72.7	\$61,248
Not a U.S. Citizen	34.1	\$47,755
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

	Wisconsin	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	19.4	19.4
Native	19.7	19.9
Foreign-Born	15.3	17.4
Naturalized	18.2	20.7
Not a U.S. Citizen	12.6	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	10.1	12.1
Native	9.7	11.9
Foreign-Born	16.3	13.1
Naturalized	17.2	14.8
Not a U.S. Citizen	15.5	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

	Wisconsin	U.S.
Civilian Population 16 years old and over	2.7	3.7
Native	2.7	3.8
Foreign-Born	2.8	3.4
Naturalized	2.3	2.8
Not a U.S. Citizen	3.2	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

	Wisconsin	U.S.
Percent of Civilian Labor Force 16 years old and over		
Total Population, 25 years and over	76.7	68.6
Native	82.5	79.5
Foreign-Born	85.9	83.7
Naturalized	83.1	80.7
Not a U.S. Citizen	88.2	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

	Wisconsin	U.S.
2005	7,907	1,122,257
2006	8,339	1,266,129
2007	7,381	1,052,415
2008	7,306	1,107,126
2009	6,727	1,130,818
2010	6,189	1,042,625
2011	6,245	1,062,040
2012	6,049	1,031,631
2013	5,918	990,553
2014	5,997	1,016,518
2015	6,655	1,051,031
2016	7,111	1,183,505
2017	6,681	1,127,167
2018	7,433	1,096,611

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

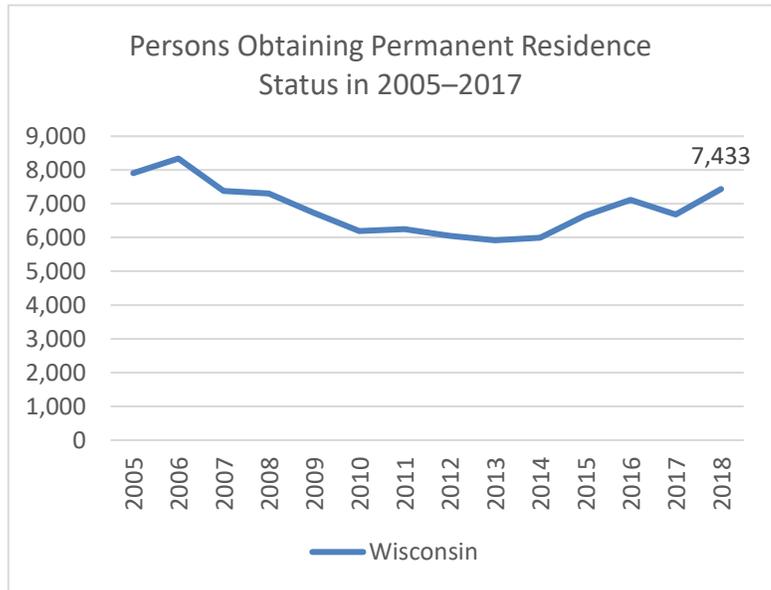


Table 8. Non-immigrant Admissions

	Wisconsin	U.S.
2005	113,346	32,003,435
2006	119,990	33,667,328
2007	130,232	37,149,651
2008	133,090	39,381,928
2009	114,368	36,231,554
2010	130,435	46,471,516
2011	138,809	46,471,516
2012	141,410	53,887,286
2013	157,128	61,052,260
2014	165,414	74,930,606
2015	178,072	76,638,236
2016	214,704	76,786,751
2017	208,651	77,643,267
2018	221,707	81,279,692

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

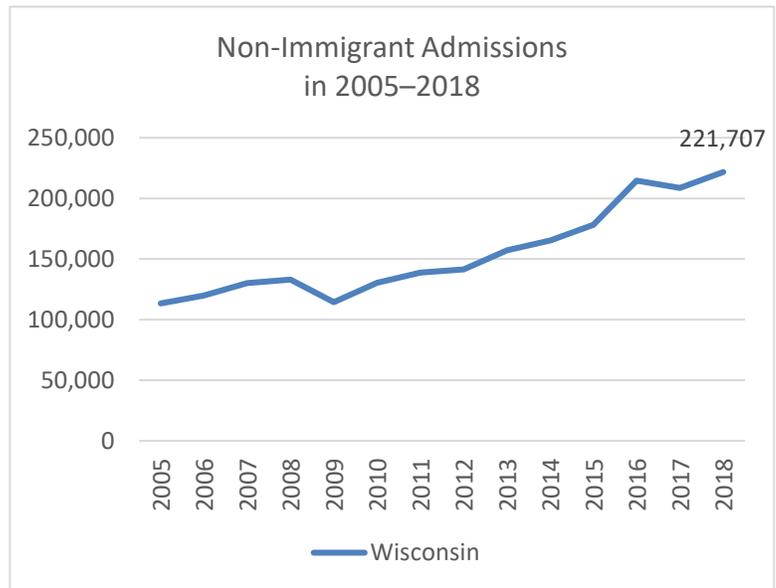


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	53,205	53,108	55,644	56,307	59,761
Business Traveler, Other /2	72,526	82,476	112,246	104,990	113,736
Students and exchange visitors/3	23,530	24,423	25,126	25,904	26,181
Temporary workers and families/4	15,161	17,014	20,435	20,355	21,113
Diplomats/other representatives/5	305	560	457	407	415
All other classes	620	448	686	567	408
Unknown	67	620	110	121	93
Wisconsin	165,414	178,649	214,704	208,651	221,707
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:

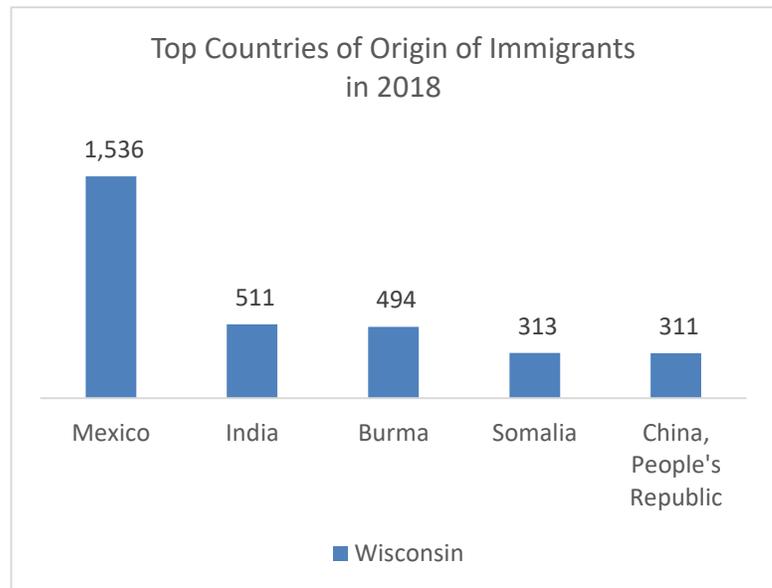
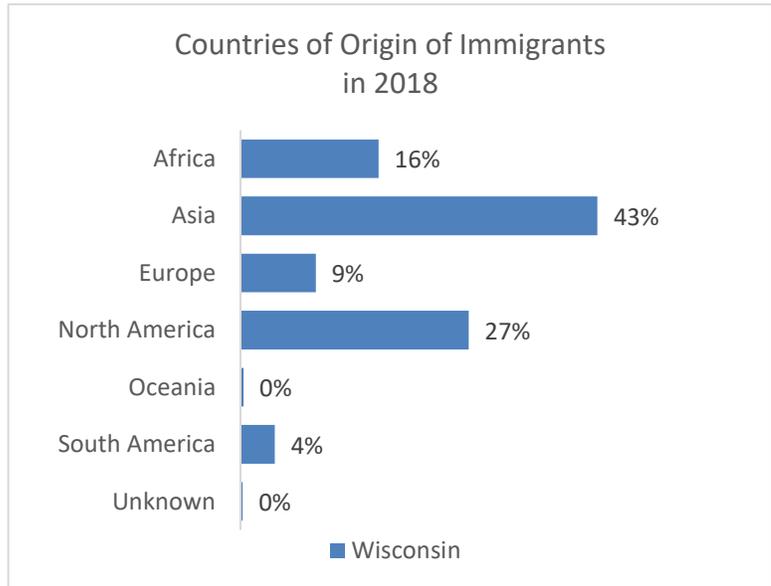
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	7,433
Africa	1,224
Asia	3,166
Europe	668
North America	2,024
Oceania	27
South America	304
Unknown	20
COUNTRY	
Total	7,433
Mexico	1,536
India	511
Burma	494
Somalia	313
China, People's Republic	311
Philippines	221
Malaysia	218
Thailand	148
Vietnam	144
Congo, Democratic Republic	142
Iraq	139
Pakistan	138
Ethiopia	111
Laos	108
Dominican Republic	107
Nepal	93
Afghanistan	83
Jordan	81
Russia	81
Nigeria	79
Colombia	78
Syria	74
Albania	72
Korea, South	72
Cuba	71
Brazil	69

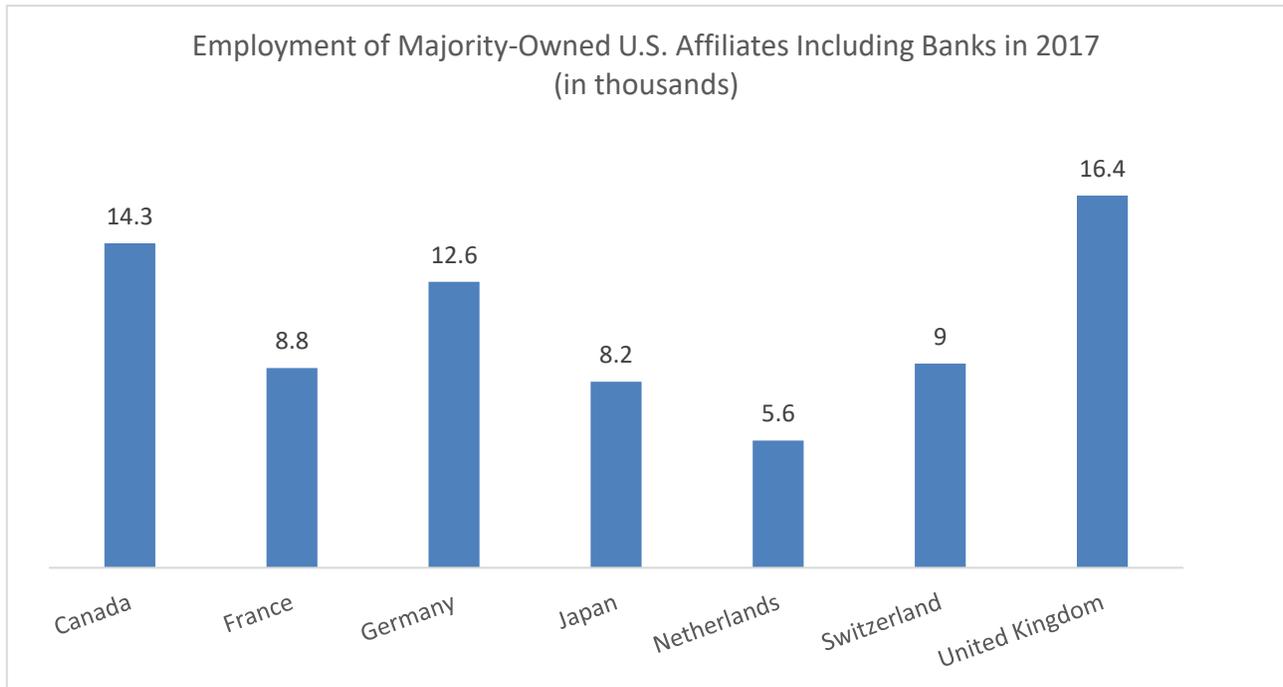


D-Data withheld to limit disclosure

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	\$22,709	1.36
Top 25	\$20,086	88.4
Canada	\$7,027	30.9
Mexico	\$3,453	15.2
China	\$1,633	7.2
Germany	\$814	3.6
United Kingdom	\$792	3.5
Japan	\$734	3.2
Korea, South	\$591	2.6
Australia	\$573	2.5
France	\$498	2.2
Netherlands	\$449	2.0
Belgium	\$398	1.8
Brazil	\$393	1.7
Italy	\$319	1.4
Hong Kong	\$291	1.3
India	\$280	1.2
Thailand	\$267	1.2
Singapore	\$221	1.0
United Arab Emirates	\$200	0.9
Taiwan	\$196	0.9
Chile	\$187	0.8
Saudi Arabia	\$186	0.8
Malaysia	\$156	0.7
Poland	\$148	0.7
South Africa	\$145	0.6
Spain	\$133	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.

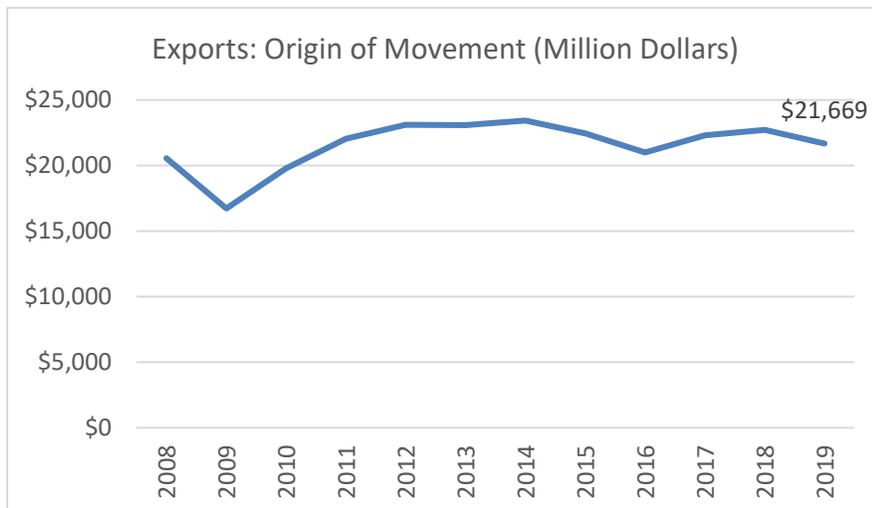


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

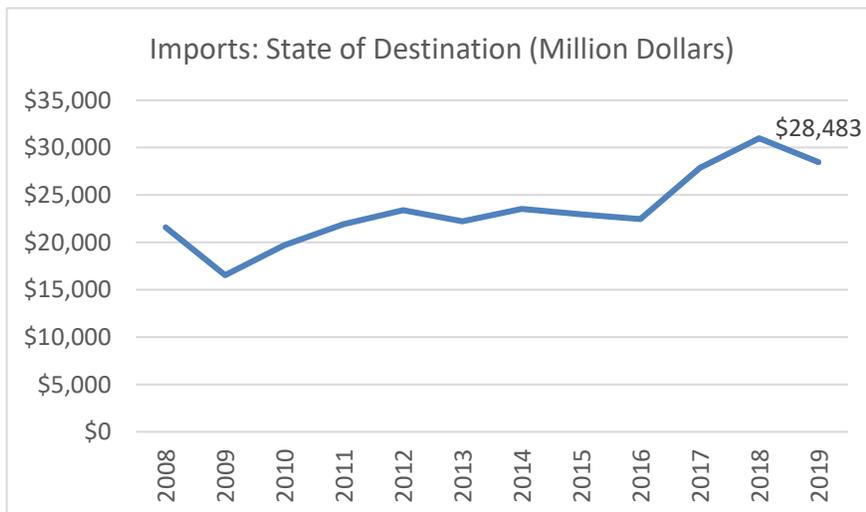
Country	2018 Dollar Volume	Percent Share
World	\$30,992	1.22
Top 25	\$29,078	93.8
China	\$8,171	26.4
Canada	\$4,806	15.5
Ireland	\$3,249	10.5
Mexico	\$2,901	9.4
Germany	\$1,925	6.2
Vietnam	\$993	3.2
Italy	\$881	2.8
India	\$765	2.5
Japan	\$697	2.2
Taiwan	\$649	2.1
United Kingdom	\$632	2.0
France	\$535	1.7
Korea, South	\$388	1.3
Indonesia	\$299	1.0
Singapore	\$255	0.8
Netherlands	\$243	0.8
Belgium	\$226	0.7
Malaysia	\$205	0.7
Spain	\$198	0.6
Philippines	\$191	0.6
Switzerland	\$190	0.6
Thailand	\$180	0.6
Finland	\$177	0.6
Turkey	\$172	0.6
Austria	\$149	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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