

2012 Profile of International Home Buying Activity

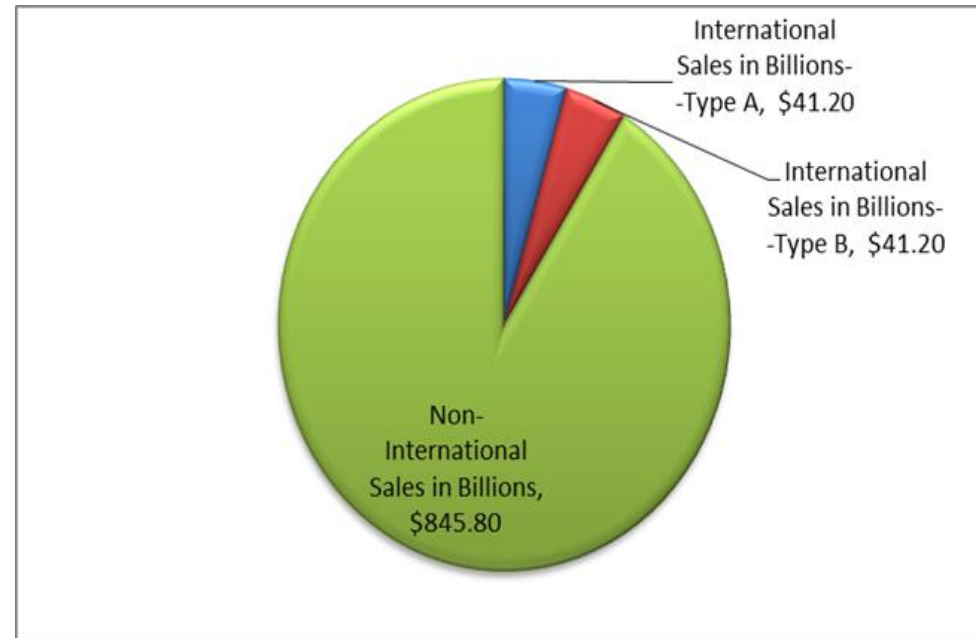
**Purchases of U.S. Real Estate by International Clients for the
Twelve Month Period Ending March 2012**

Issued June 2012

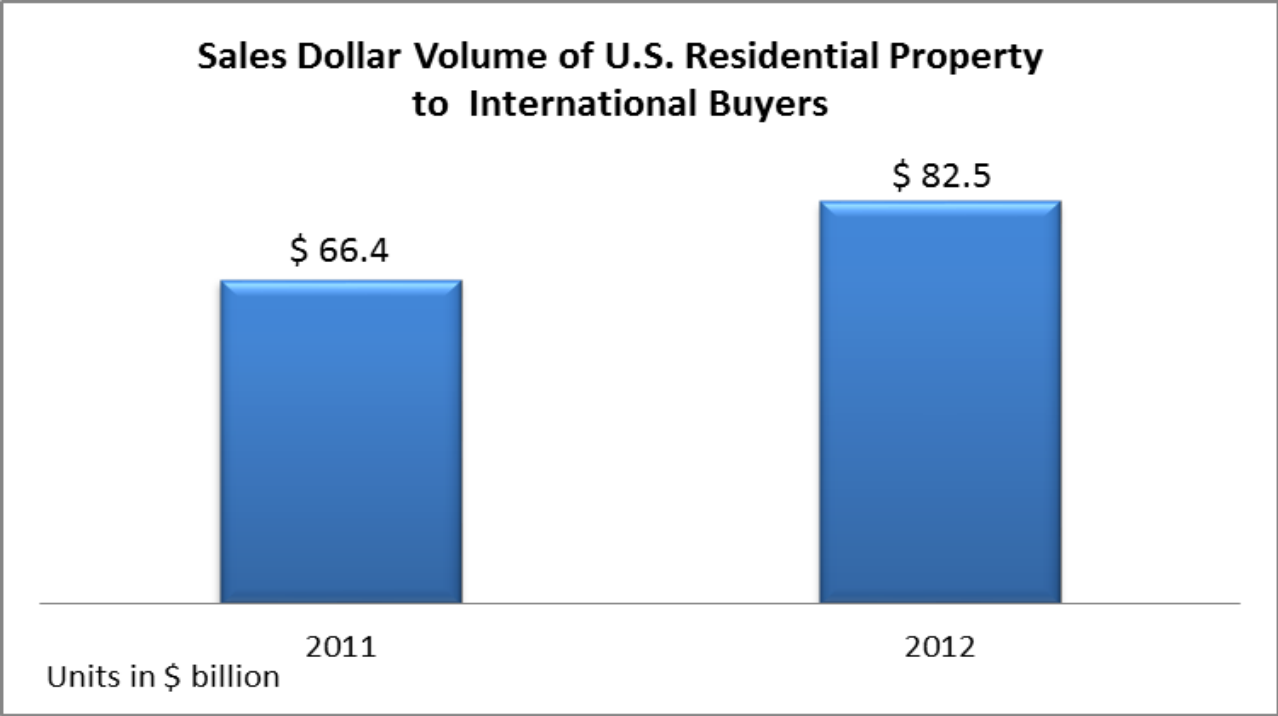


International Sales Estimated at \$82.5 Billion For Twelve Months Ended March 2012

- Annual Survey of Realtors®
- Two Types of International Clients.
 - Type A: Permanent Residences outside U.S.
 - Type B: Recent immigrants and temporary visa holders.
- International Sales are 9 Percent of Total Residential Market.
- International Sales Grew in U.S. at 24 Percent in Past Year.
- International Sales--A Specialized Market, Facilitated by Language Skills, Cultural Awareness, and Visibility.
- Information on International Market Available from Global Business and Alliances Group:
www.realtor.org/global.



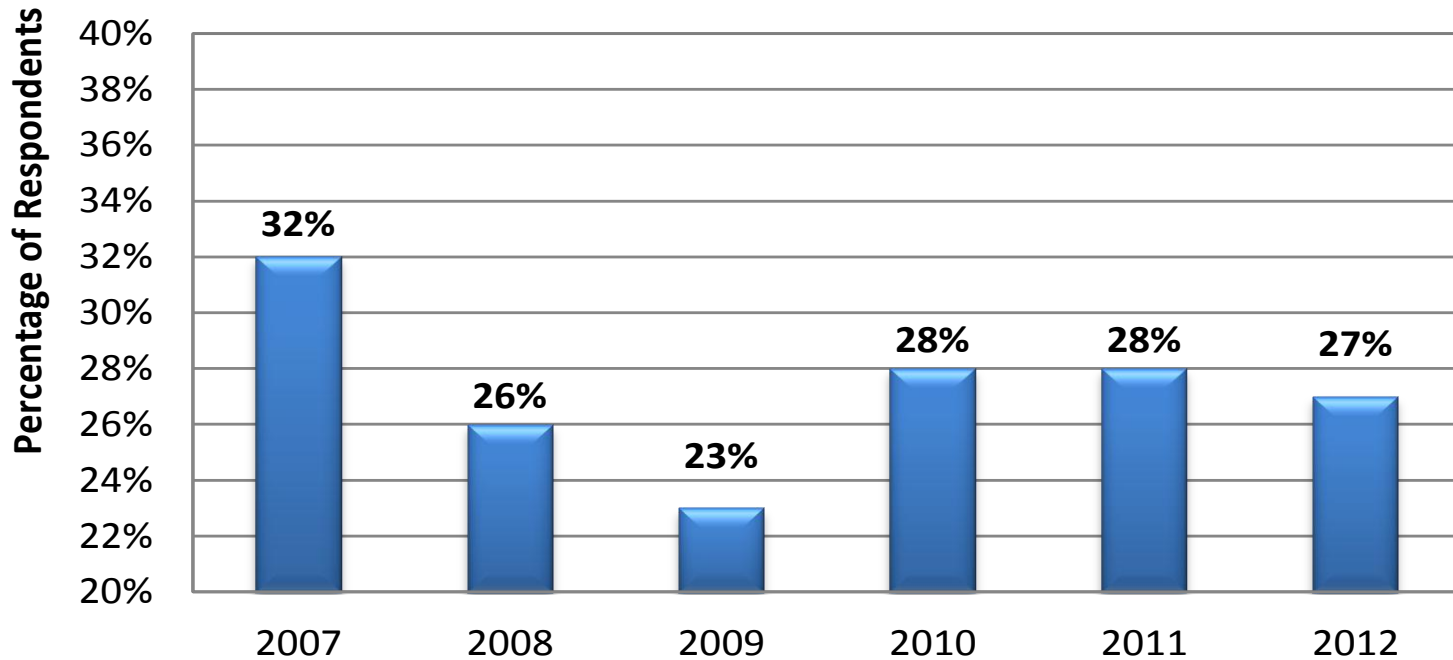
Sales to International Buyers Up By 24 Percent on Yearly Basis



Twenty Seven Percent of Realtors[®] Reported Working with an International Client

Twelve Months Ending March 2012

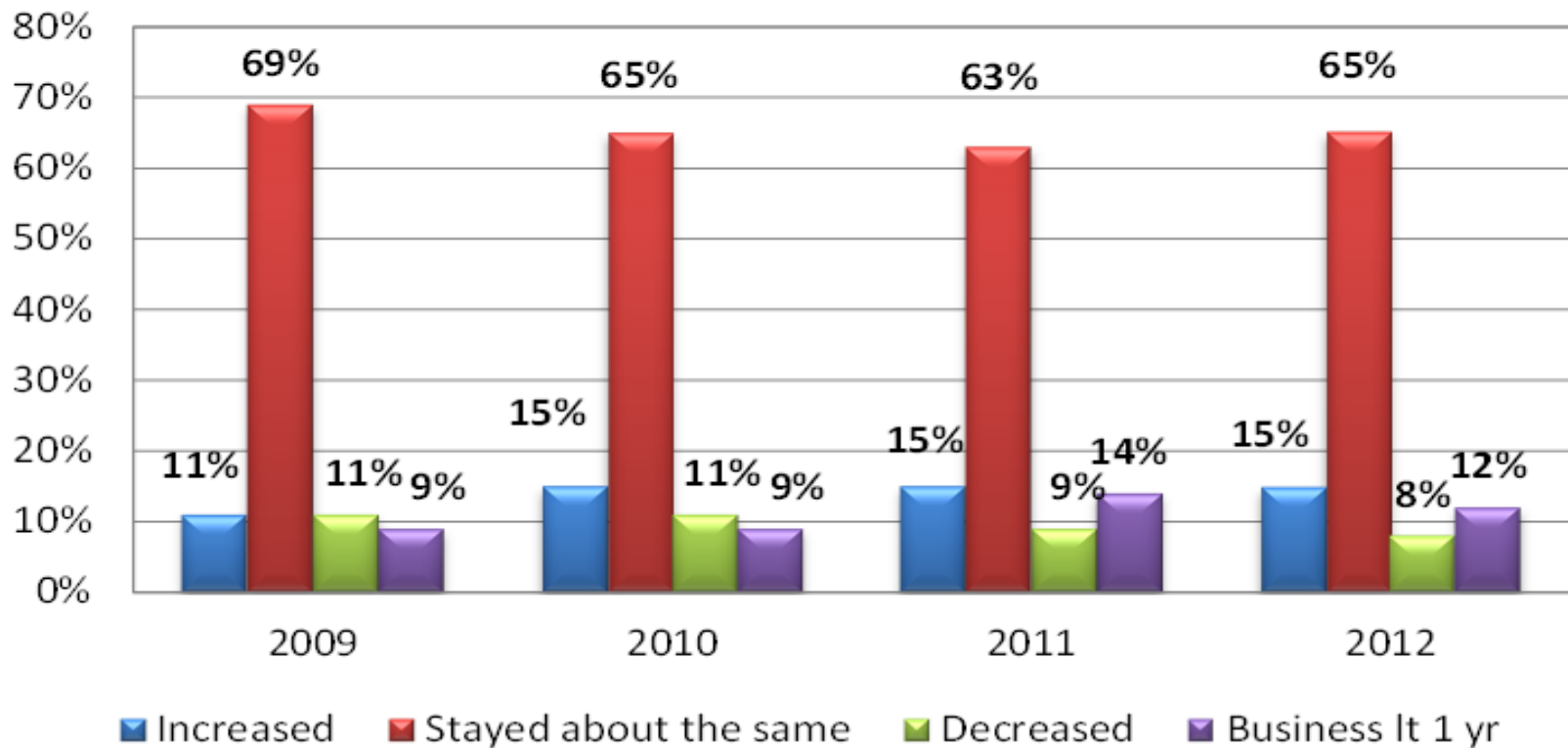
Realtors[®] with International Clients



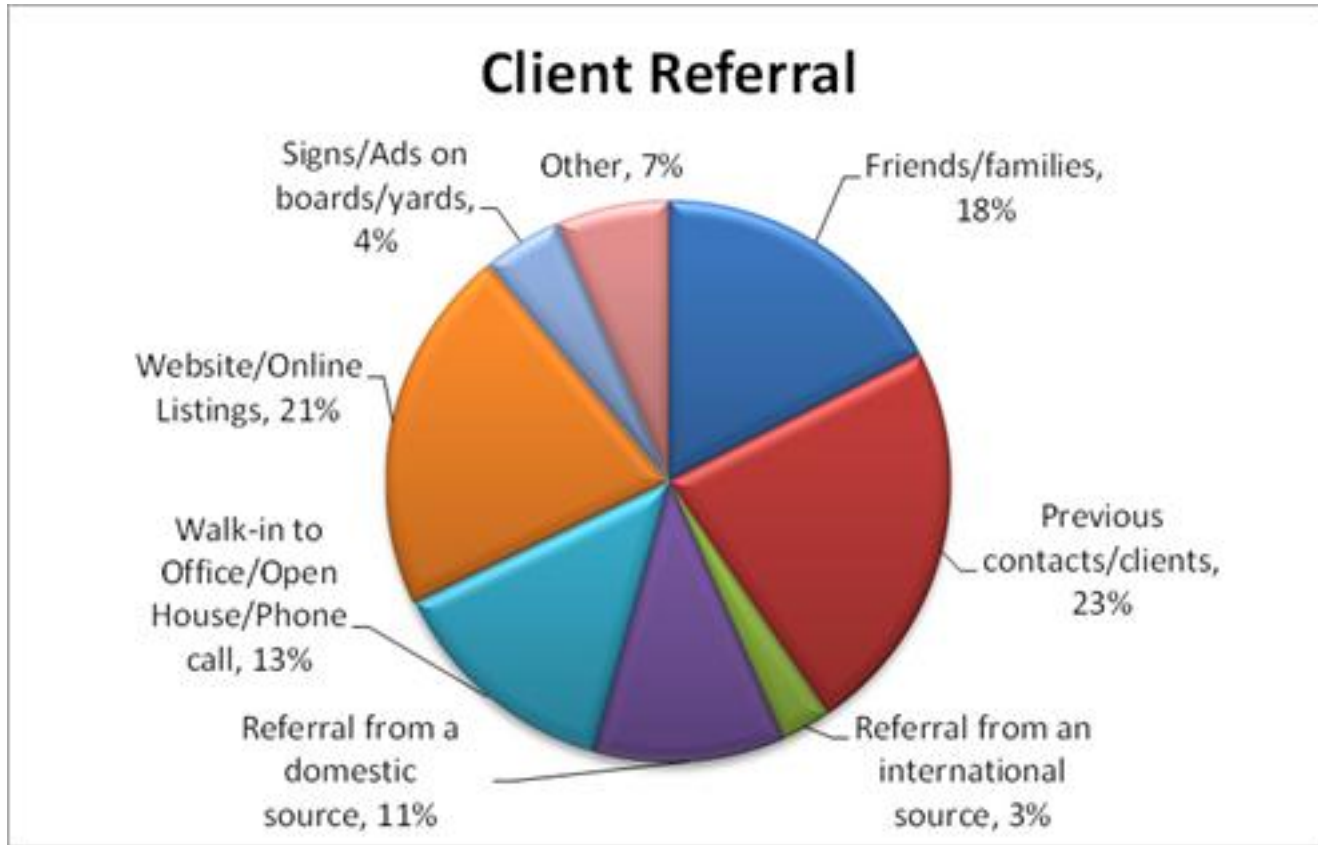
Realtors® Report Increases in the Number of International Clients

Twelve Months Ending March 2012

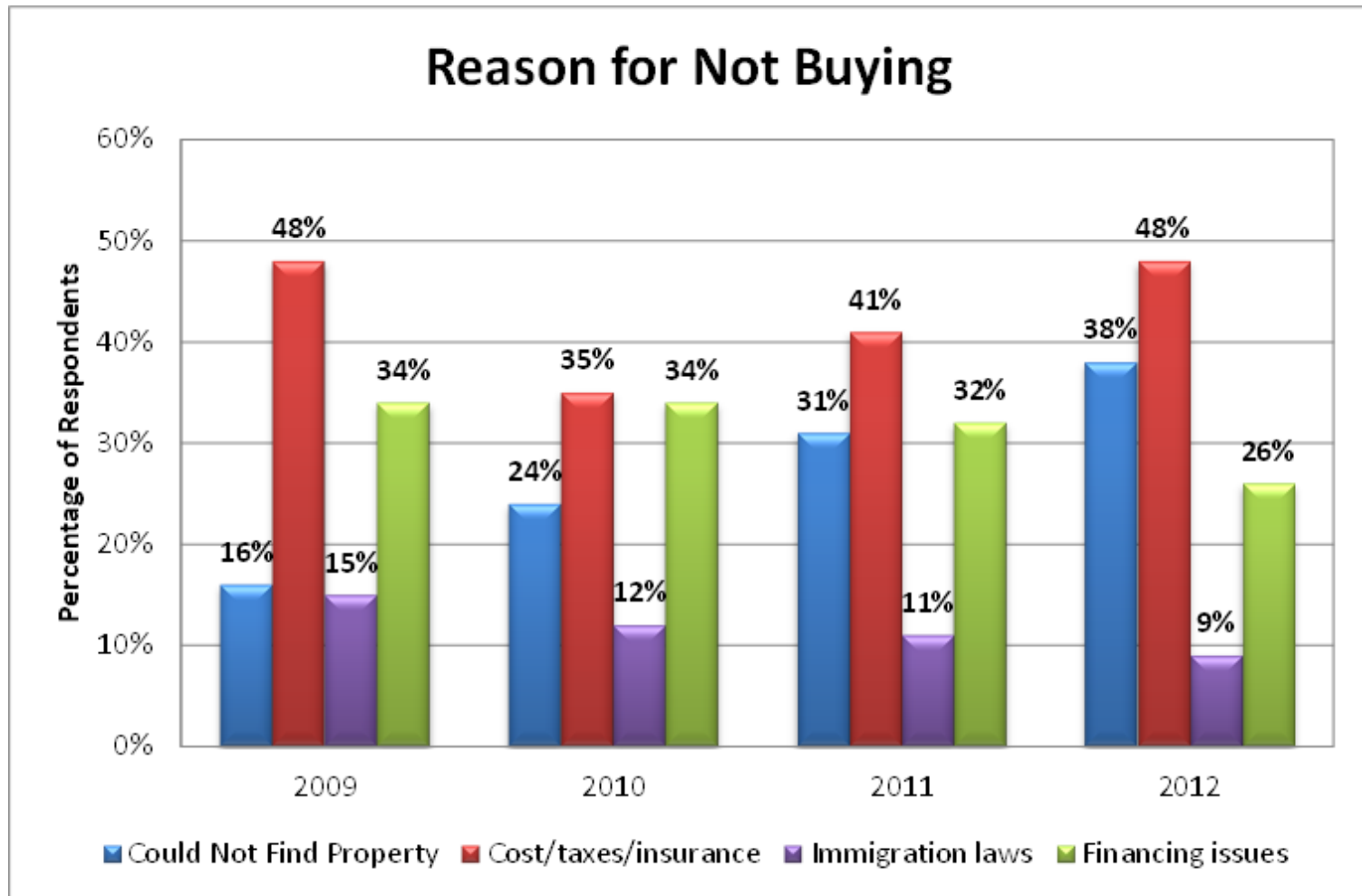
Change in Clients: Past Year



Websites and Referrals Important in Obtaining Clients



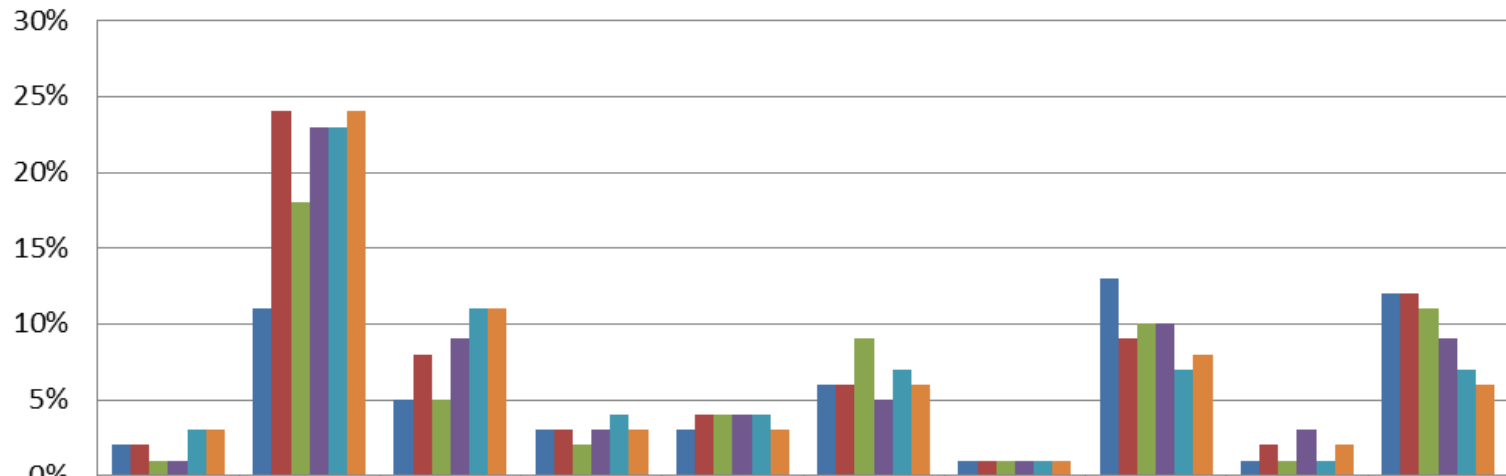
Major Reasons for Not Buying Could Not Find a Property, Financing, and Cost/Taxes



Residents from Most Countries Have Some Participation in U.S. Residential Market

Major Purchasers Listed Below

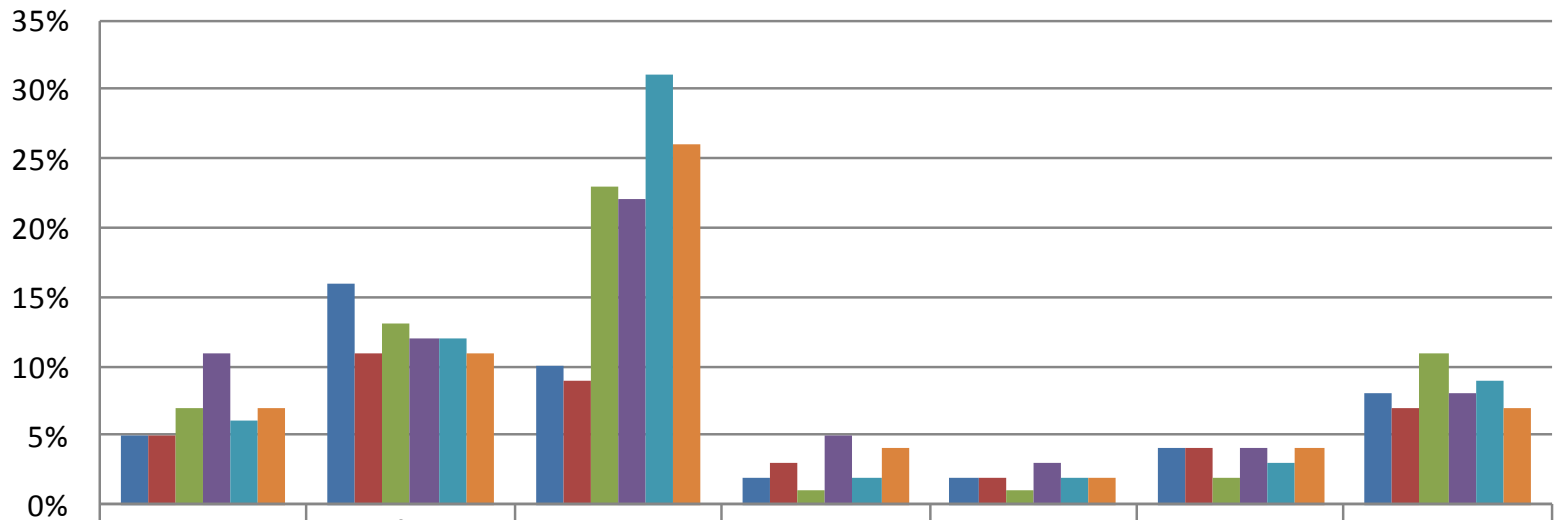
Percent of International Sales by Country



	Brazil	Canada	China	France	Germany	India	Japan	Mexico	Russia	U.K.
■ 2007	2%	11%	5%	3%	3%	6%	1%	13%	1%	12%
■ 2008	2%	24%	8%	3%	4%	6%	1%	9%	2%	12%
■ 2009	1%	18%	5%	2%	4%	9%	1%	10%	1%	11%
■ 2010	1%	23%	9%	3%	4%	5%	1%	10%	3%	9%
■ 2011	3%	23%	11%	4%	4%	7%	1%	7%	1%	7%
■ 2012	3%	24%	11%	3%	3%	6%	1%	8%	2%	6%

International Buyers Are Throughout the U.S. But Concentrated in a Few States

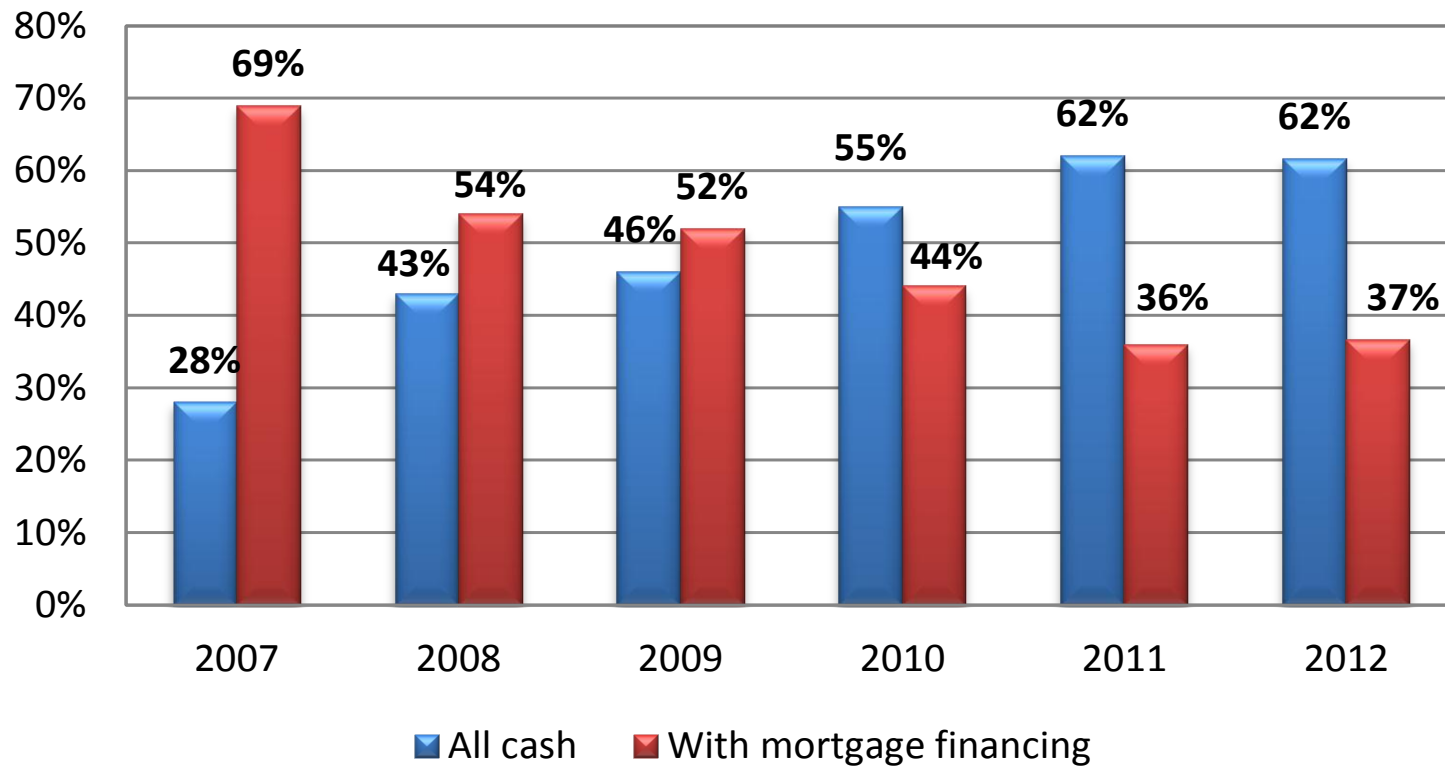
Percent of International Sales by State



	Arizona	California	Florida	Georgia	Nevada	New York	Texas
2007	5%	16%	10%	2%	2%	4%	8%
2008	5%	11%	9%	3%	2%	4%	7%
2009	7%	13%	23%	1%	1%	2%	11%
2010	11%	12%	22%	5%	3%	4%	8%
2011	6%	12%	31%	2%	2%	3%	9%
2012	7%	11%	26%	4%	2%	4%	7%

International Purchasers Cash for Majority of Purchases

Type of Financing



The International Market: Specialized Skills Helpful

- **Language Skills: Fluency on Buyer Side of Market Said to be Important.**
- **Cultural Awareness: Explaining U.S. Practices to Foreign Buyer. Explaining Foreign Questions and Concerns to American Seller.**
- **Understanding of Bringing an International Transaction to Closure: Negotiating Skills, Understanding Why Buyer “Can’t Find a Suitable Property”.**
- **Global Business and Alliances Group Can Provide Information: www.realtor.org/global.**

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Major Conclusions

- **Overall Sales Increased in 2012 by 24% from Year Before.**
- **27% of REALTORS worked with international clients (of which about had at least one successful sales closing)**
- **Canadians Led the Way In U.S. Residential Home Purchases, Followed by China, Mexico, Britain, and India.**
- **Florida Was the Biggest Beneficiary of Foreign Interest.**
- **California, Arizona, Texas, Georgia, and New York were Other Popular Destinations.**
- **Foreigners Purchased Homes in the Upper End, with the Median Price at \$212,000, Higher than the U.S. Domestic Price of \$165,000.**
- **Foreigners Were in Many Cases Buying on an All-Cash Basis, with 62 Percent Reporting as Such. This Reflects Very Tight Mortgage Conditions for Non-Residents.**
- **A Niche Market Requiring Specialized Language and Cultural Skills.**
- **Information: www.realtor.org/global.**