

**Business Data For Engaging in
International Real Estate Transactions in
California**



**National Association of REALTORS®
Research Division**

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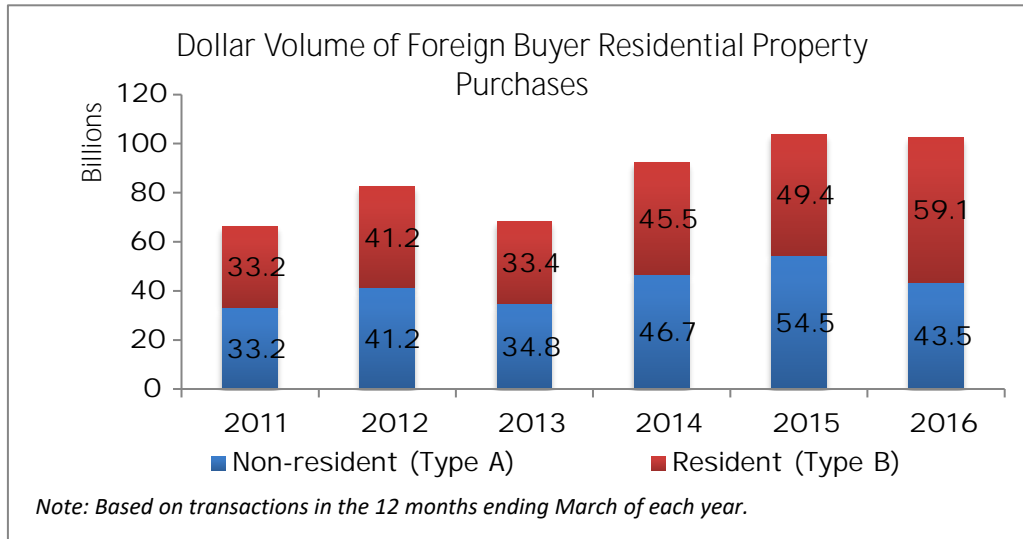
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Introduction

In its *2016 National Association of REALTORS® Profile of International Activity in U.S. Residential Real Estate*, NAR estimated that foreign buyers purchased \$102.6 billion of residential property from

same period. Foreign buyers who reside outside of the United States (Type A) accounted for 41 percent of the dollar volume, while foreign buyers who are recent immigrants (less than two years) or who are temporarily residing in the United States for business, work, education, or vacation purposes (Type B) accounted for an even larger fraction, 59 percent.



The continued expansion of trade and investment among countries and the accompanying mobility and migration of people opens greater opportunities for transacting with international clients. Cultural affinity, foreign language capabilities, and an awareness of business trends are important in cultivating relationships with international clients and bringing the transaction to a successful conclusion.

This Report provides state-level business and economic data that can be used to enhance the knowledge and expertise of those seeking to conduct and assist international real estate transactions with non-U.S. residents and recent immigrants to the United States.

to international transactions as well as the ability to direct specific questions to other NAR resources. For

<http://www.realtor.org/global> and the NAR Research webpage at <http://www.realtor.org/research-and-statistics>.

Table 1. Population By Place of Birth in 2015

	California	U.S.
Total Population, by Place of Birth	39,144,818	321,418,821
Native /1	28,456,482	278,128,449
Foreign-Born /2	10,688,336	43,290,372
Naturalized	5,314,136	20,697,103
Not a U.S. Citizen	5,374,200	22,593,269
Percent, Foreign-Born	27%	13%

/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 2015, 1-year estimates, Table DP02

Table 2. Foreign-Born Population in 2015

	California	U.S.
Total Foreign-born Population, Excl. Born at Sea	10,688,122	43,289,646
Born in Europe	680,397	4,789,662
Born in Asia	4,127,957	13,249,179
Born in Africa	188,077	2,062,257
Born in Oceania	77,155	238,663
Born in Latin America	5,476,742	22,111,409
Born in Northern America	137,794	838,476

Source: U.S. Census Bureau, ACS 2015, 1-year estimates, Table DP02

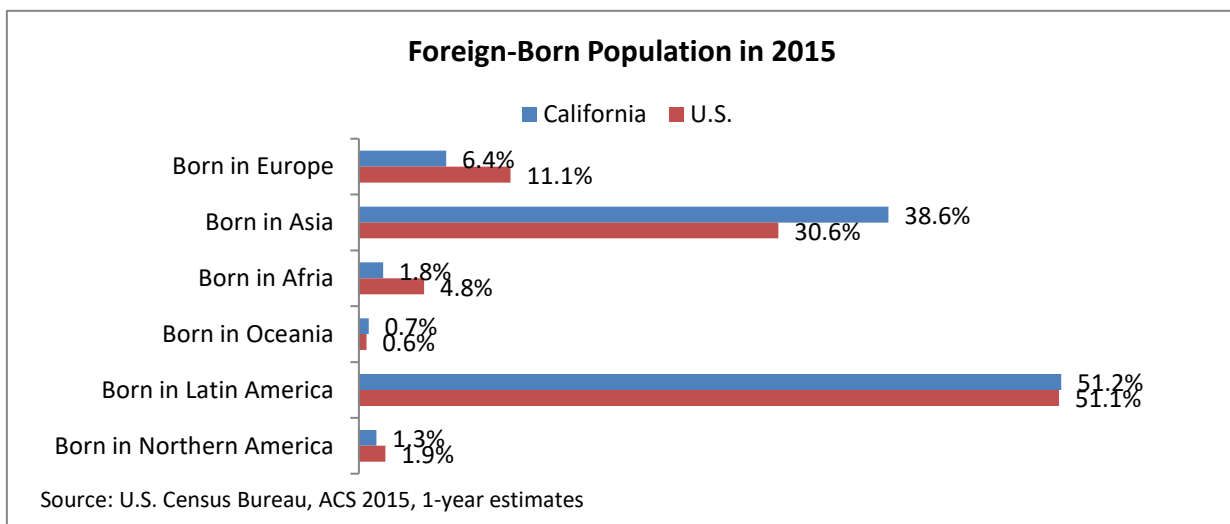


Table 3. Language Spoken at Home in 2015

	California	U.S.
Population, 5 years and over	36,637,169	301,625,014
Speak English Only	20,311,365	236,908,935
Speak Language Other Than English	16,325,804	64,716,079
Spanish	10,646,011	40,045,795
Other Indo-European	1,631,712	11,137,271
Asian	3,663,762	10,501,131
Other Languages	384,319	3,031,882

As percent of Population, 5 years and over:

Speak English Only	55.4%	78.5%
Speak Language Other Than English	44.6%	21.5%
Speak Spanish Other Than English	29.1%	13.3%
Speak Other Indo-European Other Than English	4.5%	3.7%
Speak Asian Other than English	10.0%	3.5%
Speak Other Languages Other Than English	1.0%	1.0%

Source: U.S. Census Bureau, ACS 2015, 1-year estimates, Table DP02

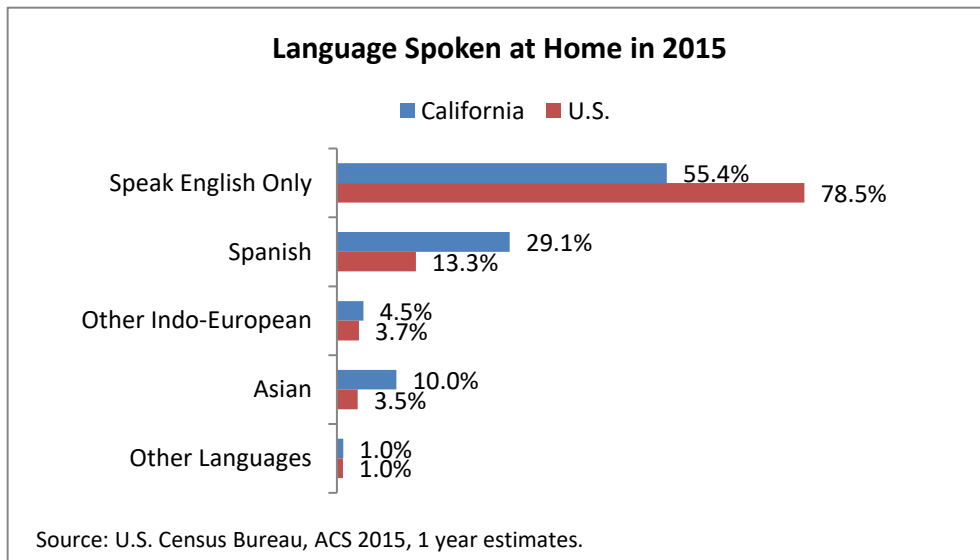


Table 4. Median Age (years) in 2010-2014

	California	U.S.
Median Age		
Total Population	35.6	37.4
Native	29.6	35.9
Foreign-Born	44.5	42.6
Naturalized	51.2	50.2
Not a U.S. Citizen	38.5	36.8

Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

Table 5. Educational Attainment in 2010-2014

	California	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	19.6	18.3
Native	21.5	18.7
Foreign-Born	16.2	16.3
Naturalized	21.2	20.2
Not a U.S. Citizen	11.0	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	11.4	11.0
Native	12.4	10.9
Foreign-Born	9.7	11.7
Naturalized	12.1	13.9
Not a U.S. Citizen	7.1	9.6

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

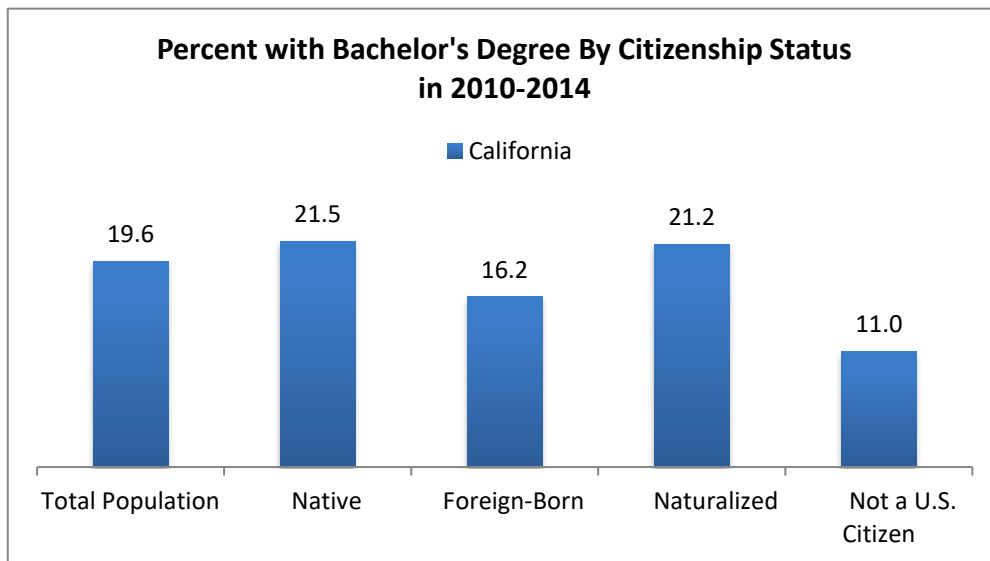


Table 6. Home Ownership and Median Household Income in 2010-2014

California	Home Ownership Rate (in %)	Median HH Income (in \$)
Total	54.8	61,489
Native	57.9	66,175
Foreign Born	48.0	52,271
Naturalized	62.8	64,350
Not a U.S. Citizen	28.4	40,880
U.S.		
Total	64.4	53,482
Native	66.5	54,224
Foreign Born	51.6	49,221
Naturalized	66.0	58,993
Not a U.S. Citizen	34.1	40,064

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

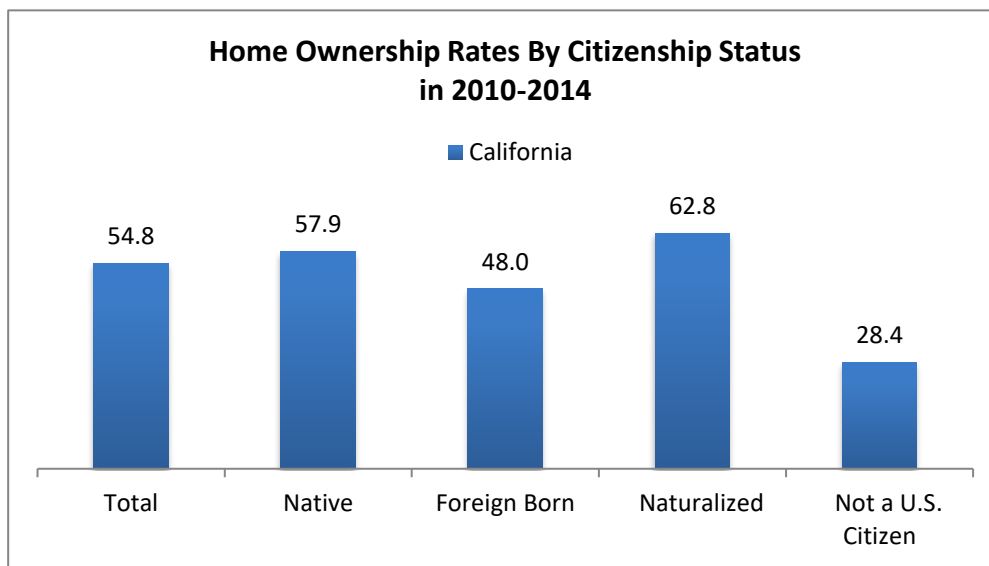
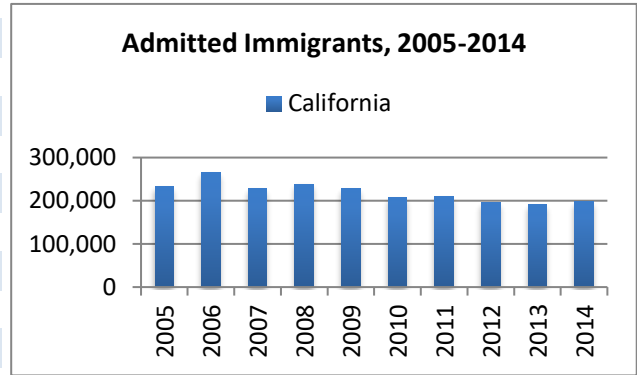


Table 7. Persons Obtaining Permanent Residence Status

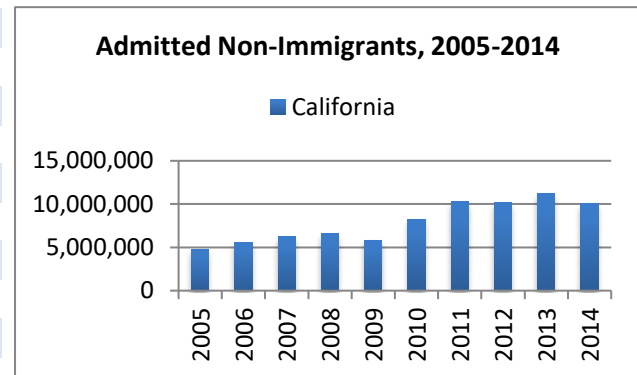
	California	U.S.
2005	232,014	1,122,257
2006	264,667	1,266,129
2007	228,941	1,052,415
2008	238,444	1,107,126
2009	227,876	1,130,818
2010	208,446	1,042,625
2011	210,591	1,062,040
2012	196,622	1,031,631
2013	191,806	990,553
2014	198,379	1,016,518



Source of data: Department of Homeland Security
Yearbook of Immigration Statistics, 2014 ,Table 4.

Table 8. Non-immigrant Admissions

	California	U.S.
2005	4,716,841	32,003,435
2006	5,573,588	33,667,328
2007	6,253,111	37,149,651
2008	6,590,690	39,381,928
2009	5,834,364	36,231,554
2010	8,251,404	46,471,516
2011	10,306,971	46,471,516
2012	10,208,709	53,887,286
2013	11,182,804	61,052,260
2014	10,102,622	74,930,606



Source of data: Department of Homeland Security
Yearbook of Immigration Statistics, 2014 ,Table 30.

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

	2010	2011	2012	2013	2014
Business Traveler, Visa waiver /1	2,444,096	2,860,698	2,947,638	3,025,507	3,048,692
Business Traveler, Other /2	5,082,597	6,657,464	6,551,023	7,440,548	6,254,130
Students and exchange visitors/3	264,697	284,117	276,379	302,741	347,904
Temporary workers and families/4	374,422	420,398	361,579	340,024	375,517
Diplomats/other representatives/5	22,749	24,116	22,225	23,847	27,519
All other classes	39,641	46,025	37,041	40,705	45,879
Unknown	23,202	14,153	12,824	9,432	2,981
California	8,251,404	10,306,971	10,208,709	11,182,804	10,102,622
U.S.	46,471,516	46,471,516	53,887,286	61,052,260	74,930,606

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, 2014, Table 30.

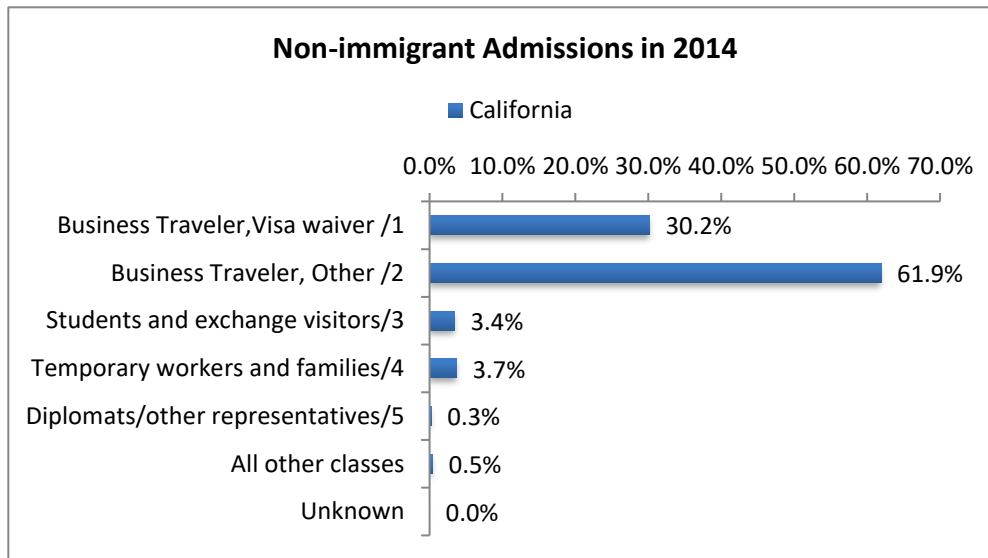
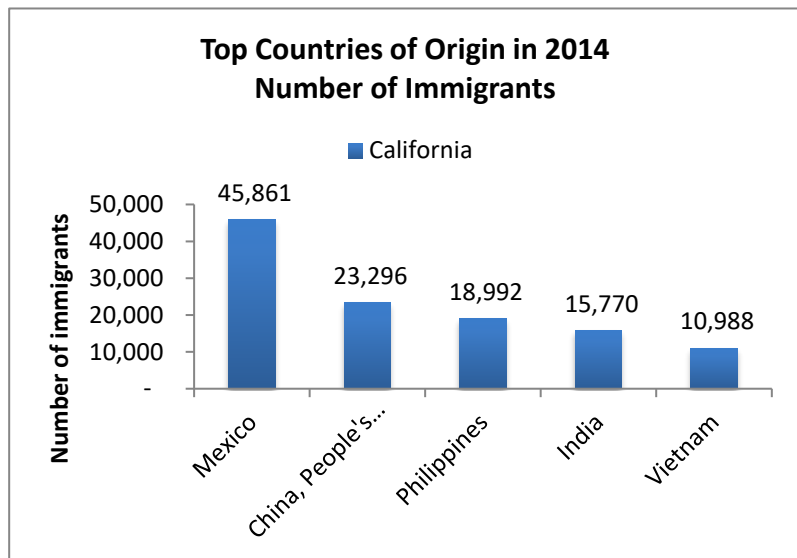
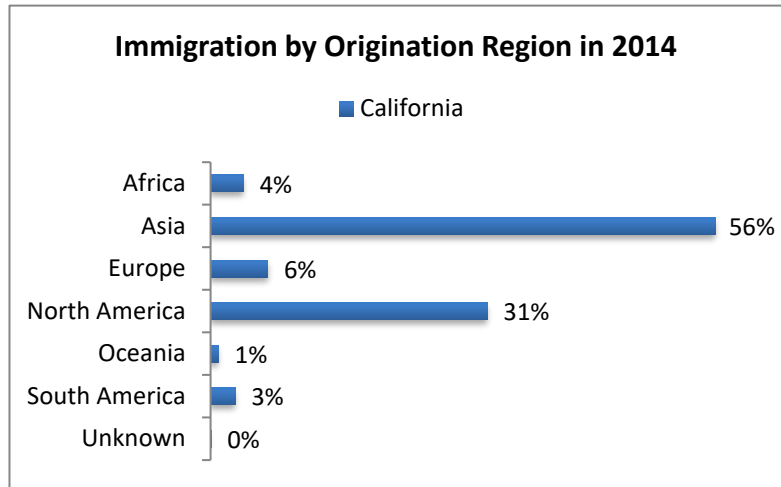


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	198,379
Africa	7,199
Asia	110,634
Europe	12,567
North America	60,653
Oceania	1,781
South America	5,389
Unknown	156
COUNTRY	
Total	198,379
Mexico	45,861
China, People's Republic	23,296
Philippines	18,992
India	15,770
Vietnam	10,988
Korea, South	6,570
El Salvador	6,064
Iran	5,428
Iraq	3,758
Afghanistan	3,458
Guatemala	3,376
Pakistan	2,313
United Kingdom	2,261
Armenia	2,205
Taiwan	2,154
Egypt	2,095
Canada	2,081
Japan	1,837
Russia	1,701
Peru	1,522
Thailand	1,185
Brazil	1,162
Nepal	1,119
France	1,048
Germany	1,026
Ethiopia	1,000



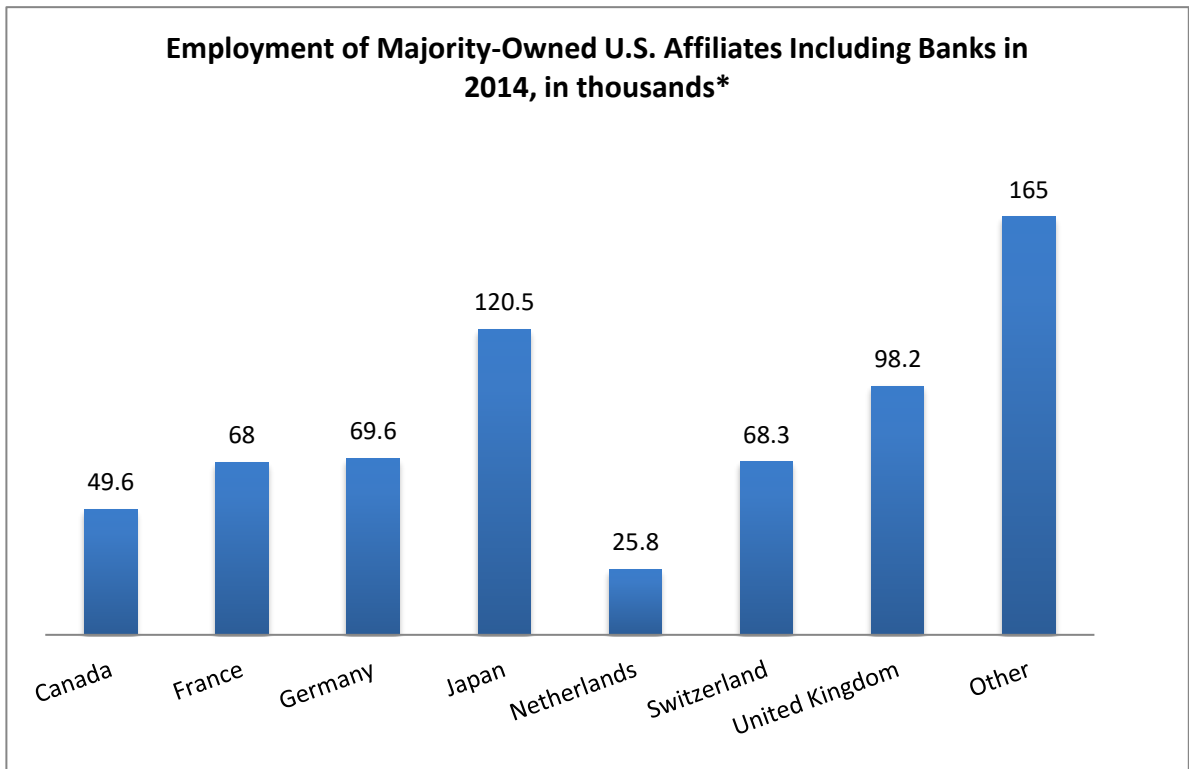
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 665



* Value of 0 in the chart indicates that the data was suppressed.

Source: U.S. Bureau of Economic Analysis, Foreign Direct Investment in the U.S. (FDIUS), Majority-Owned U.S. Affiliates Table on Employment by State and Country, 2007-2014

Table 12. Top 25 Export Destinations of the State Based on 2015 Dollar Value (in Millions)

Country	2012 Dollar Volume	2015 Dollar Volume	2012 Share	2015 Share
World	161,757	165,367		
Top 25	143,696	146,837	88.8	88.8
Mexico	26,380	26,820	16.3	16.2
Canada	17,424	16,929	10.8	10.2
China	13,969	14,417	8.6	8.7
Japan	13,047	11,741	8.1	7.1
Hong Kong	7,827	8,766	4.8	5.3
Korea, South	8,246	8,698	5.1	5.3
Taiwan	6,315	7,821	3.9	4.7
Netherlands	4,339	5,633	2.7	3.4
Germany	4,980	5,345	3.1	3.2
United Kingdom	4,344	5,147	2.7	3.1
India	3,209	4,588	2.0	2.8
Singapore	4,011	3,931	2.5	2.4
Australia	4,062	3,433	2.5	2.1
Belgium	2,765	2,941	1.7	1.8
France	2,661	2,683	1.6	1.6
United Arab Emirates	1,812	2,431	1.1	1.5
Italy	1,856	2,013	1.1	1.2
Switzerland	1,741	2,003	1.1	1.2
Malaysia	2,398	1,831	1.5	1.1
Israel	2,658	1,801	1.6	1.1
Thailand	1,793	1,692	1.1	1.0
Spain	1,148	1,684	0.7	1.0
Chile	2,137	1,564	1.3	0.9
Brazil	3,009	1,548	1.9	0.9
Philippines	1,563	1,379	1.0	0.8

Source: U.S. Census Bureau, State Trade Data by Country

Table 13. Top 25 Import Origins of the State Based on 2015 Dollar Value (in Millions)

Country	2012 Dollar Volume	2015 Dollar Volume	2012 Share	2015 Share
World	376,487	408,180		
Top 25	344,258	382,523	91.4	93.7
China	127,757	143,470	33.9	35.1
Mexico	36,059	45,069	9.6	11.0
Japan	41,473	38,503	11.0	9.4
Canada	25,842	27,854	6.9	6.8
Malaysia	9,811	16,797	2.6	4.1
Korea, South	12,270	15,533	3.3	3.8
Germany	12,045	12,706	3.2	3.1
Taiwan	11,198	12,526	3.0	3.1
Thailand	8,407	10,043	2.2	2.5
Vietnam	5,492	8,836	1.5	2.2
Saudi Arabia	8,469	6,161	2.2	1.5
Indonesia	4,614	4,681	1.2	1.1
United Kingdom	4,156	4,564	1.1	1.1
Singapore	3,513	4,180	0.9	1.0
India	2,880	3,855	0.8	0.9
Ecuador	6,400	3,727	1.7	0.9
Italy	2,881	3,654	0.8	0.9
France	2,504	3,631	0.7	0.9
Philippines	3,129	3,304	0.8	0.8
Colombia	4,132	2,608	1.1	0.6
Switzerland	1,989	2,464	0.5	0.6
Ireland	2,947	2,366	0.8	0.6
Brazil	2,410	2,121	0.6	0.5
Israel	1,906	1,996	0.5	0.5
Australia	1,974	1,874	0.5	0.5

Source: U.S. Census Bureau, State Trade Data by Country