

**Business Data For Engaging in
International Real Estate Transactions in
District of Columbia**



**National Association of REALTORS®
Research Division**

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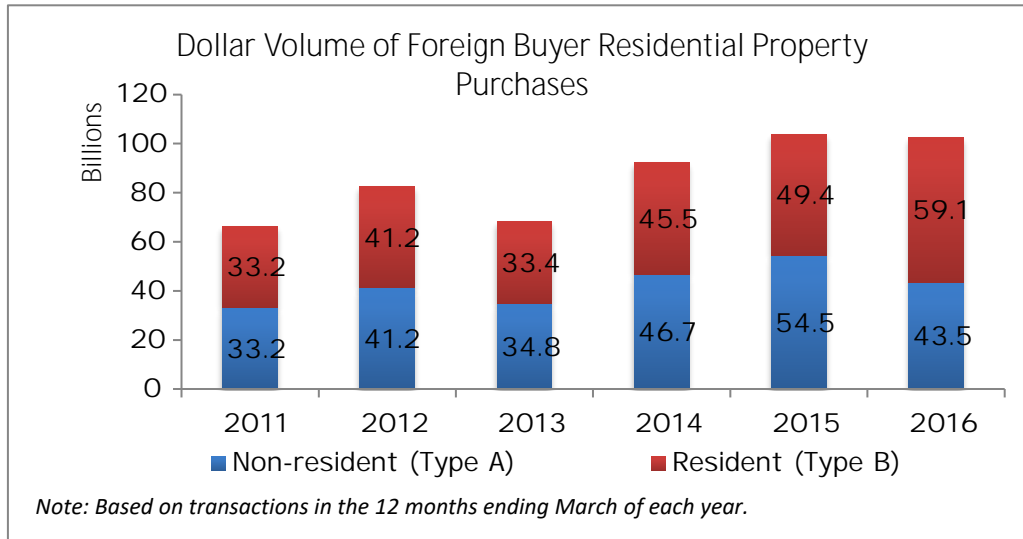
Table of Contents

Introduction	1
Table 1. Population by Place of Birth	2
Table 2. Foreign-born Population	2
Table 3. Language Spoken at Home	3
Table 4. Median Age (years)	4
Table 5. Educational Attainment	4
Table 6. Home Ownership and Median Income	5
Table 7. Persons Obtaining Permanent Residence Status	6
Table 8. Non-Immigrant Admissions	7
Table 9. Non-Immigrant (I-94) Admission Class	7
Table 10. Immigration by Origination Region and Country	8
Table 11. Employment of Multinational Companies	9
Table 12. Top 25 Export Destinations	10
Table 13. Top 25 Import Origins	11

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

	District of Columbia	U.S.
Total Population, by Place of Birth	672,228	321,418,821
Native /1	577,111	278,128,449
Foreign-Born /2	95,117	43,290,372
Naturalized	41,645	20,697,103
Not a U.S. Citizen	53,472	22,593,269
Percent, Foreign-Born	14%	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

	District of Columbia	U.S.
Total Foreign-born Population, Excl. Born at Sea	95,117	43,289,646
Born in Europe	17,175	4,789,662
Born in Asia	21,954	13,249,179
Born in Africa	13,912	2,062,257
Born in Oceania	1,217	238,663
Born in Latin America	38,287	22,111,409
Born in Northern America	2,572	838,476

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

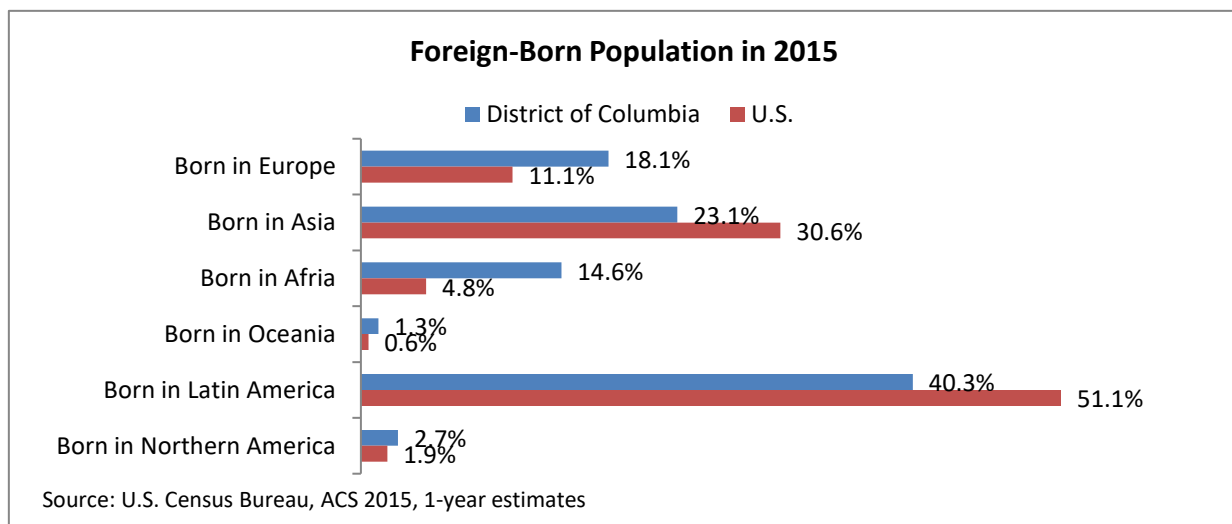


Table 3. Language Spoken at Home in 2015

	District of Columbia	U.S.
Population, 5 years and over	628,998	301,625,014
Speak English Only	519,448	236,908,935
Speak Language Other Than English	109,550	64,716,079
Spanish	56,171	40,045,795
Other Indo-European	30,051	11,137,271
Asian	11,483	10,501,131
Other Languages	11,845	3,031,882

As percent of Population, 5 years and over:

Speak English Only	82.6%	78.5%
Speak Language Other Than English	17.4%	21.5%
Speak Spanish Other Than English	8.9%	13.3%
Speak Other Indo-European Other Than English	4.8%	3.7%
Speak Asian Other than English	1.8%	3.5%
Speak Other Languages Other Than English	1.9%	1.0%

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

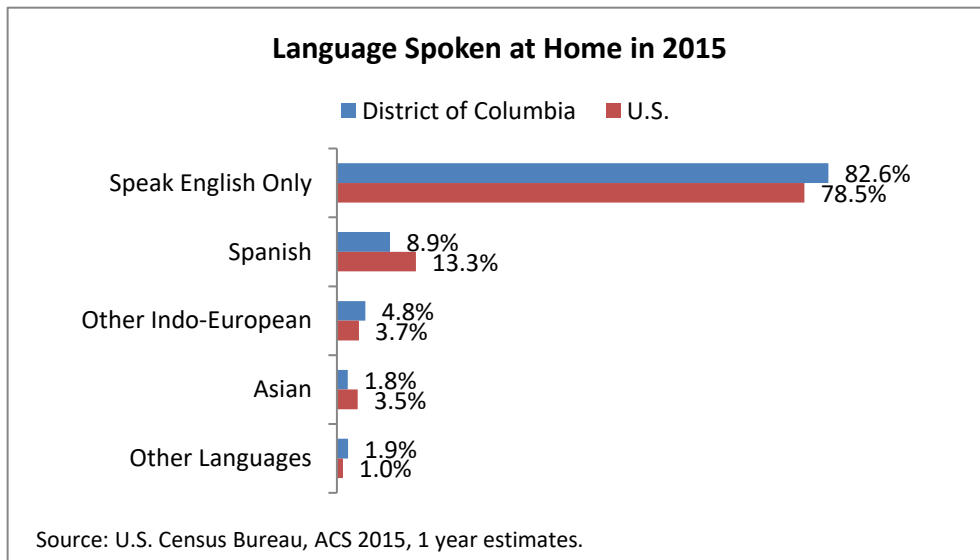


Table 4. Median Age (years) in 2010-2014

	District of Columbia	U.S.
Median Age		
Total Population	33.7	37.4
Native	32.5	35.9
Foreign-Born	38.1	42.6
Naturalized	46.1	50.2
Not a U.S. Citizen	35.2	36.8

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

Table 5. Educational Attainment in 2010-2014

	District of Columbia	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	23.3	18.3
Native	24.2	18.7
Foreign-Born	18.9	16.3
Naturalized	21.8	20.2
Not a U.S. Citizen	16.8	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	30.1	11.0
Native	29.8	10.9
Foreign-Born	31.3	11.7
Naturalized	31.7	13.9
Not a U.S. Citizen	31.0	9.6

#N/A - Data not available

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

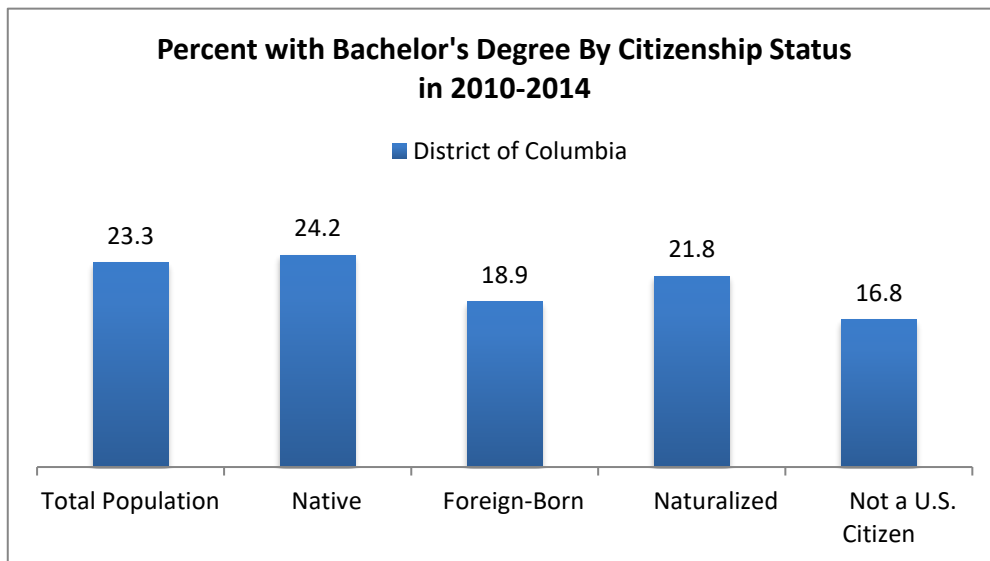


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
District of Columbia		
Total	41.6	69,235
Native	42.6	70,266
Foreign Born	35.4	64,162
Naturalized	49.0	73,550
Not a U.S. Citizen	23.5	59,235
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

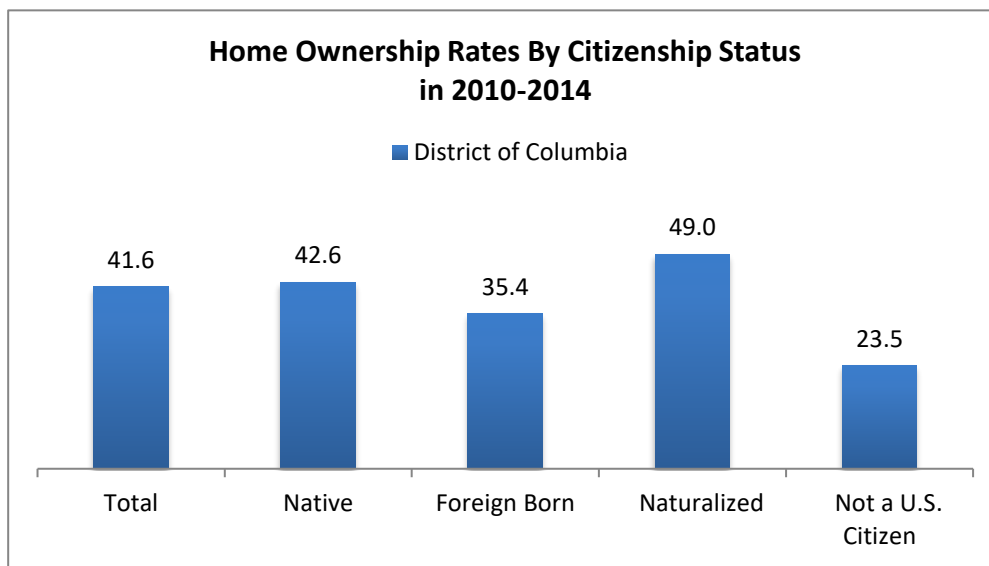
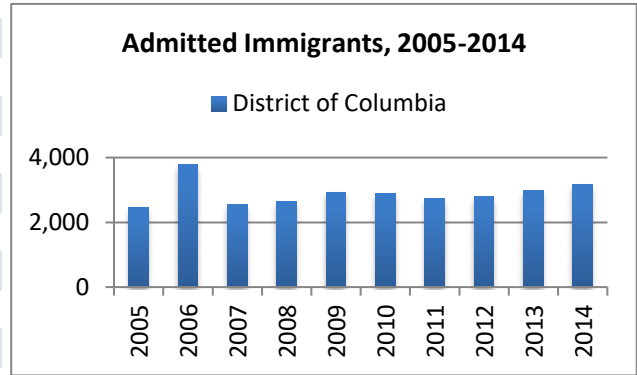


Table 7. Persons Obtaining Permanent Residence Status

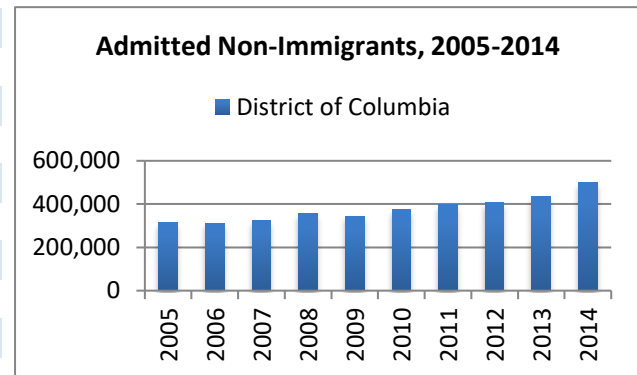
	District of Columbia	U.S.
2005	2,457	1,122,257
2006	3,775	1,266,129
2007	2,541	1,052,415
2008	2,652	1,107,126
2009	2,934	1,130,818
2010	2,897	1,042,625
2011	2,724	1,062,040
2012	2,811	1,031,631
2013	2,981	990,553
2014	3,169	1,016,518



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

Table 8. Non-immigrant Admissions

	District of Columb	U.S.
2005	316,687	32,003,435
2006	312,585	33,667,328
2007	325,881	37,149,651
2008	357,198	39,381,928
2009	344,761	36,231,554
2010	372,865	46,471,516
2011	396,615	46,471,516
2012	405,915	53,887,286
2013	434,495	61,052,260
2014	498,628	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	159,450	173,493	174,931	174,944	193,742
Business Traveler, Other /2	109,511	120,402	127,457	152,239	187,921
Students and exchange visitors/3	25,009	25,380	24,470	26,336	29,340
Temporary workers and families/4	12,964	13,043	13,184	14,277	15,995
Diplomats/other representatives/5	63,164	62,124	63,909	64,751	69,687
All other classes	810	815	751	1,292	1,789
Unknown	1,957	1,358	1,213	656	154
District of Columbia	372,865	396,615	405,915	434,495	498,628
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.

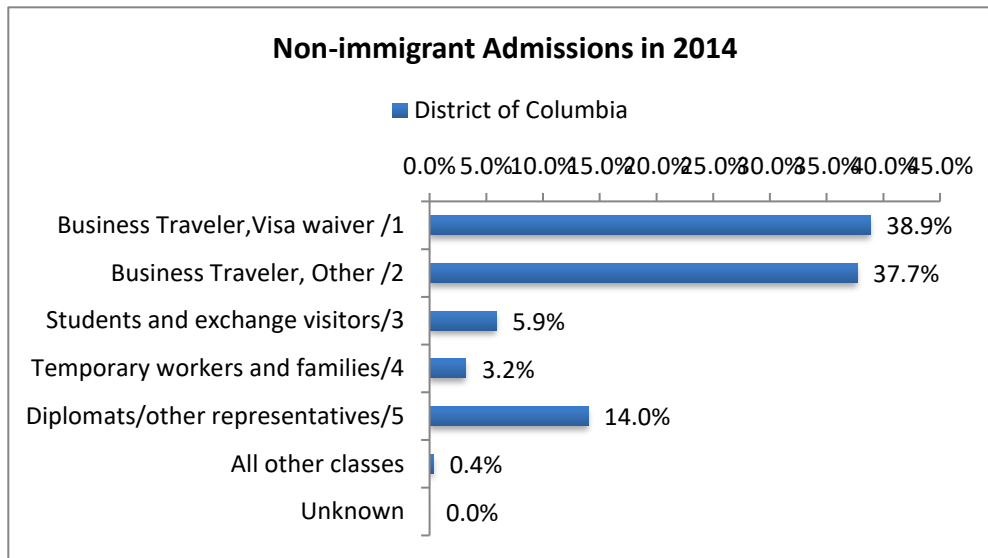


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	3,169
Africa	958
Asia	915
Europe	430
North America	629
Oceania	D
South America	218
Unknown	D
COUNTRY	
Total	3,169
Ethiopia	519
China, People's Republic	396
El Salvador	289
Cameroon	90
United Kingdom	82
Nigeria	77
India	62
Mexico	62
Dominican Republic	61
Philippines	60
Afghanistan	55
France	52
Eritrea	47
Peru	47
Honduras	45
Colombia	43
Spain	39
Vietnam	38
Germany	37
Guatemala	37
Nepal	36
Jamaica	35
Brazil	31
Canada	31
Japan	30
Iran	29

D-Data withheld to limit disclosure

Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

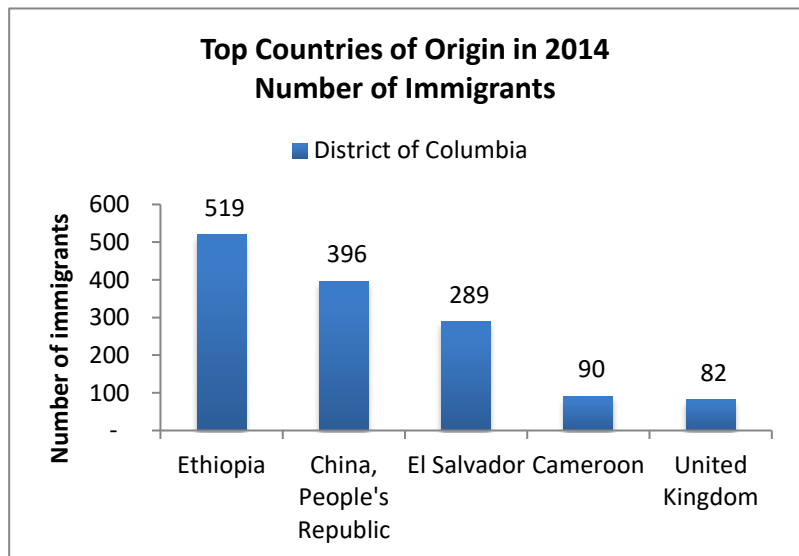
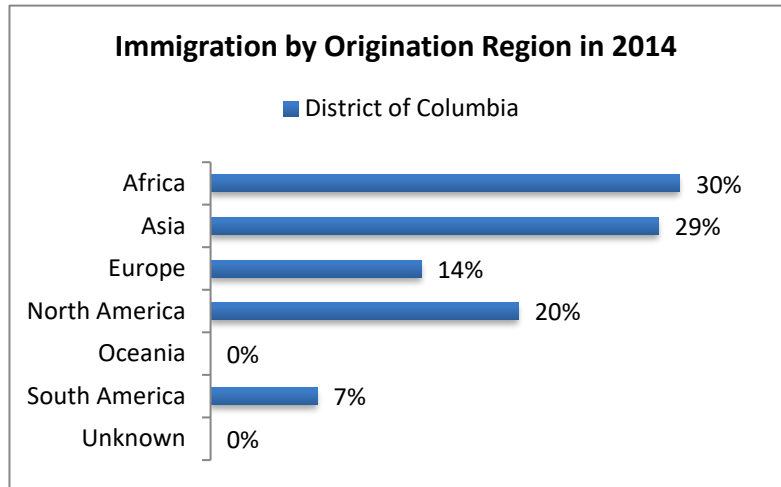
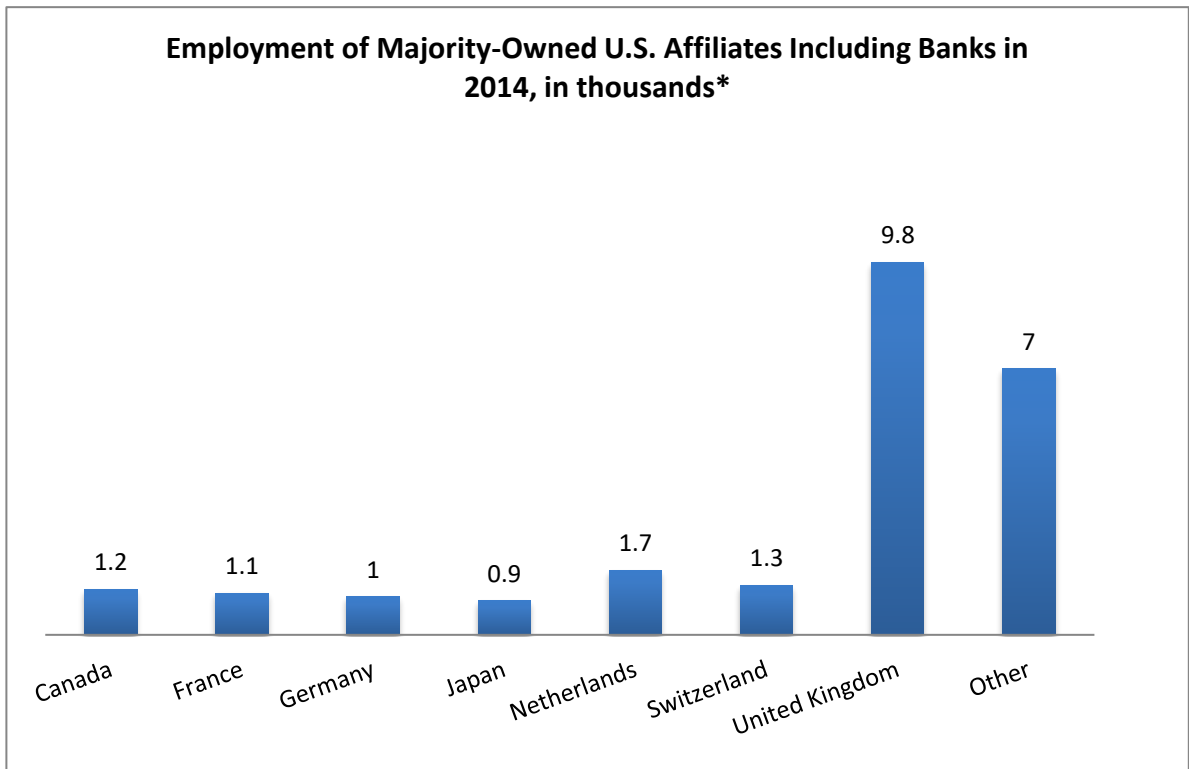


Table 11. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies Operating in District of Columbia

Total Employed (thousands) 24



* 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	2,014	1,089		
Top 25	1,935	1,058	96.1	97.1
United Arab Emirates	1,615	686	80.2	63.0
Oman	16	72	0.8	6.6
Morocco	104	47	5.2	4.3
Bahrain	27	41	1.3	3.8
Norway	2	26	0.1	2.4
Brazil	10	26	0.5	2.4
Kuwait	4	25	0.2	2.3
Argentina	1	19	0.1	1.8
Italy	28	17	1.4	1.6
United Kingdom	4	14	0.2	1.3
Chile	4	13	0.2	1.2
Canada	5	10	0.3	1.0
Switzerland	36	10	1.8	0.9
Denmark	19	8	0.9	0.7
Kazakhstan	0	8	0.0	0.7
Mexico	2	5	0.1	0.5
Germany	3	5	0.1	0.5
El Salvador	6	5	0.3	0.4
India	29	5	1.5	0.4
China	3	3	0.2	0.3
Tunisia	0	3	0.0	0.2
Colombia	11	2	0.5	0.2
France	2	2	0.1	0.2
Nigeria	3	2	0.1	0.2
Senegal	1	2	0.0	0.2

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	447	912		
Top 25	395	864	88.4	94.7
Japan	42	164	9.4	17.9
India	11	140	2.5	15.4
United Kingdom	28	125	6.2	13.7
Germany	55	59	12.3	6.5
Canada	63	55	14.1	6.0
France	40	47	8.9	5.1
Italy	21	33	4.8	3.6
Qatar	3	29	0.7	3.1
China	20	27	4.4	3.0
Netherlands	5	26	1.2	2.8
Kuwait	3	24	0.6	2.7
Argentina	17	22	3.8	2.5
Djibouti	1	16	0.2	1.7
Korea, South	6	15	1.4	1.6
Australia	7	14	1.5	1.5
Ireland	5	10	1.1	1.1
Bahrain	0	10	0.0	1.1
Malaysia	6	10	1.2	1.0
Spain	12	9	2.7	1.0
Mexico	20	7	4.5	0.8
Sweden	3	6	0.6	0.6
Switzerland	4	5	1.0	0.6
Brazil	7	4	1.6	0.4
Austria	14	4	3.1	0.4
Portugal	3	4	0.6	0.4

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