

Business Data For Engaging in International Real Estate Transactions in Iowa



**National Association of REALTORS®
Research Division**

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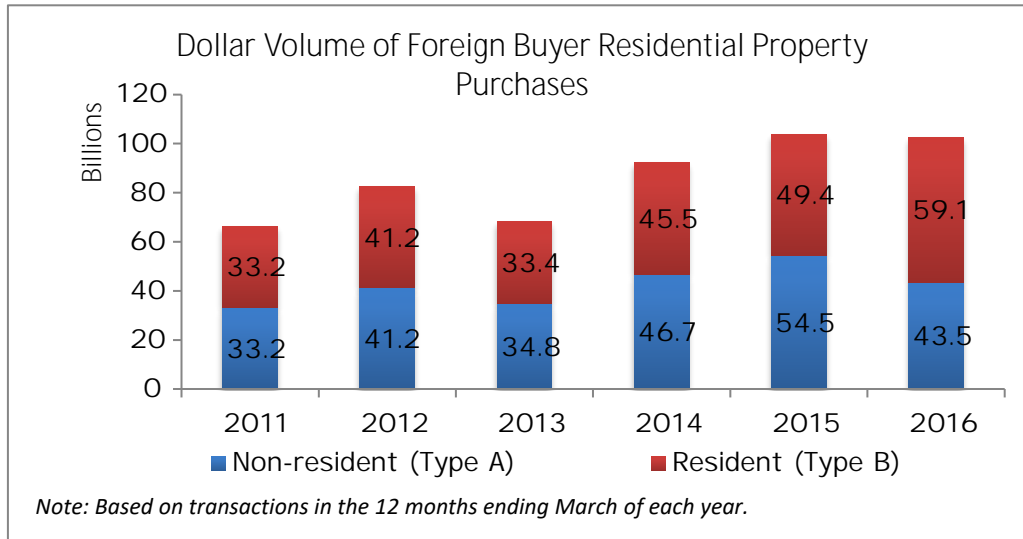
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Introduction

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

	Iowa	U.S.
Total Population, by Place of Birth	3,123,899	321,418,821
Native /1	2,975,178	278,128,449
Foreign-Born /2	148,721	43,290,372
Naturalized	55,685	20,697,103
Not a U.S. Citizen	93,036	22,593,269
Percent, Foreign-Born	5%	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

	Iowa	U.S.
Total Foreign-born Population, Excl. Born at Sea	148,721	43,289,646
Born in Europe	19,191	4,789,662
Born in Asia	53,212	13,249,179
Born in Africa	14,298	2,062,257
Born in Oceania	1,265	238,663
Born in Latin America	58,471	22,111,409
Born in Northern America	2,284	838,476

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

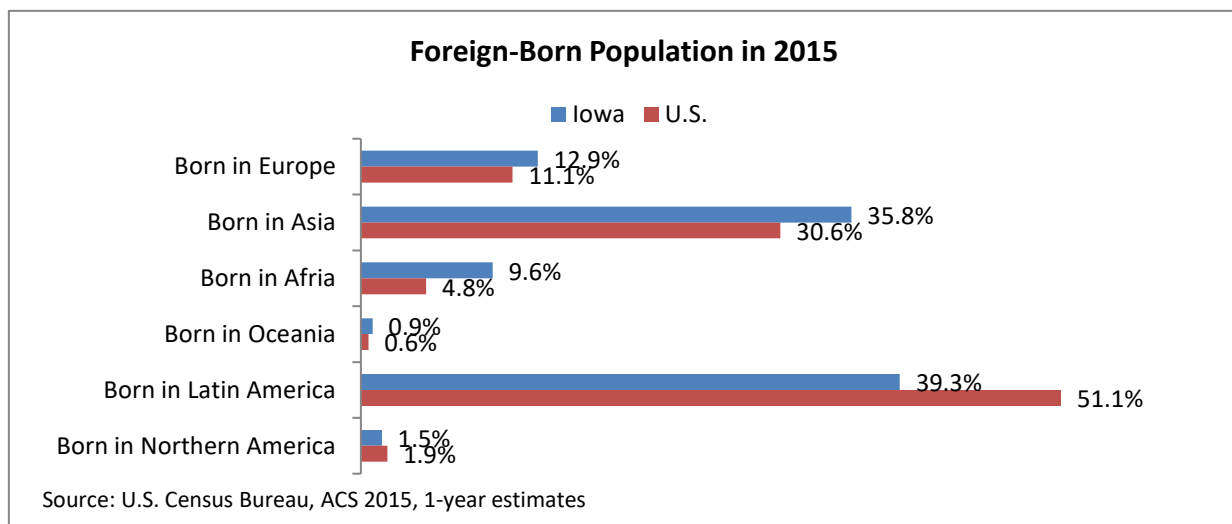


Table 3. Language Spoken at Home in 2015

	Iowa	U.S.
Population, 5 years and over	2,928,815	301,625,014
Speak English Only	2,703,584	236,908,935
Speak Language Other Than English	225,231	64,716,079
Spanish	117,207	40,045,795
Other Indo-European	45,810	11,137,271
Asian	46,332	10,501,131
Other Languages	15,882	3,031,882

As percent of Population, 5 years and over:

Speak English Only	92.3%	78.5%
Speak Language Other Than English	7.7%	21.5%
Speak Spanish Other Than English	4.0%	13.3%
Speak Other Indo-European Other Than English	1.6%	3.7%
Speak Asian Other than English	1.6%	3.5%
Speak Other Languages Other Than English	0.5%	1.0%

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

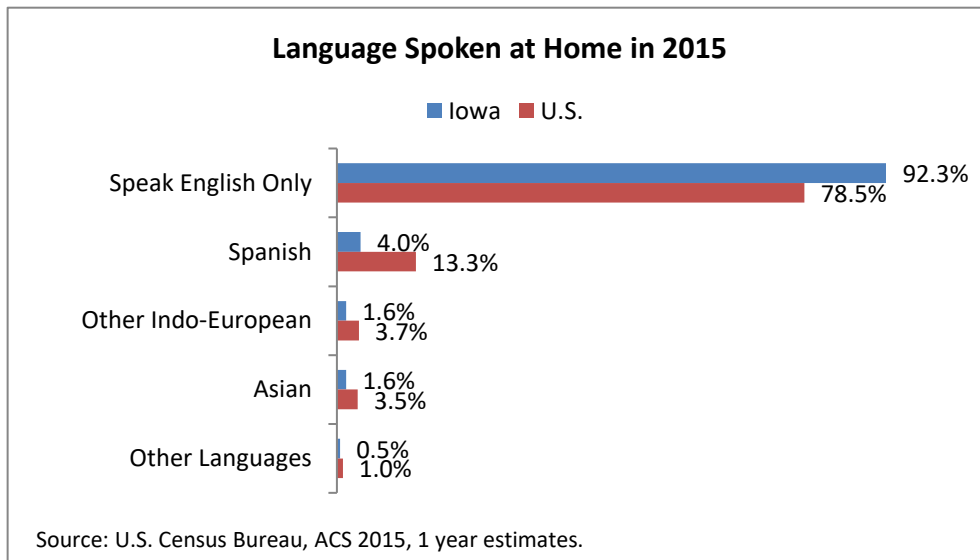


Table 4. Median Age (years) in 2010-2014

	Iowa	U.S.
Median Age		
Total Population	38	37.4
Native	38.3	35.9
Foreign-Born	36.1	42.6
Naturalized	43.4	50.2
Not a U.S. Citizen	32.6	36.8

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

Table 5. Educational Attainment in 2010-2014

	Iowa	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	18.0	18.3
Native	18.3	18.7
Foreign-Born	13.3	16.3
Naturalized	15.5	20.2
Not a U.S. Citizen	11.7	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	8.4	11.0
Native	8.0	10.9
Foreign-Born	14.7	11.7
Naturalized	13.7	13.9
Not a U.S. Citizen	15.5	9.6

#N/A - Data not available

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

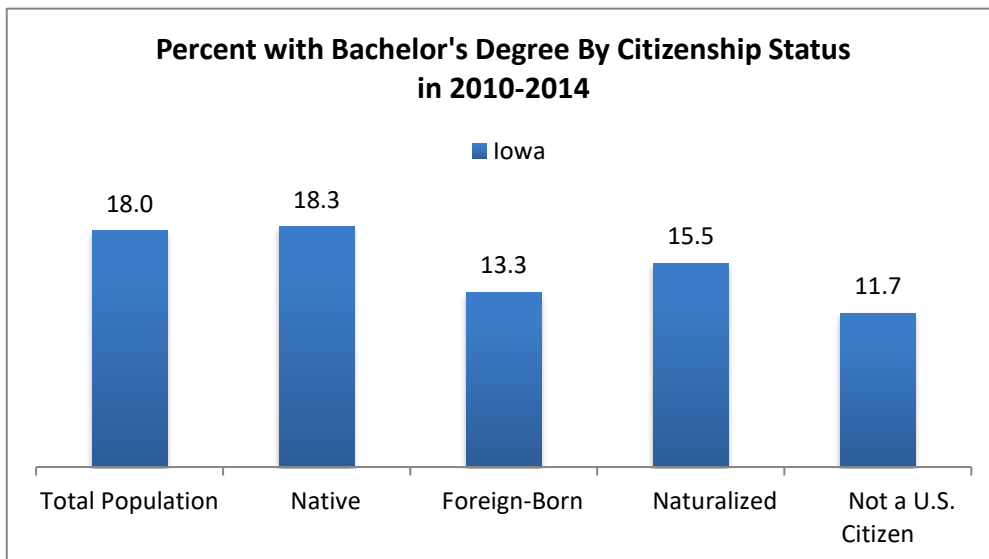


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
Iowa		
Total	71.8	52,716
Native	72.8	53,008
Foreign Born	51.1	46,707
Naturalized	68.2	53,774
Not a U.S. Citizen	37.1	41,112
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

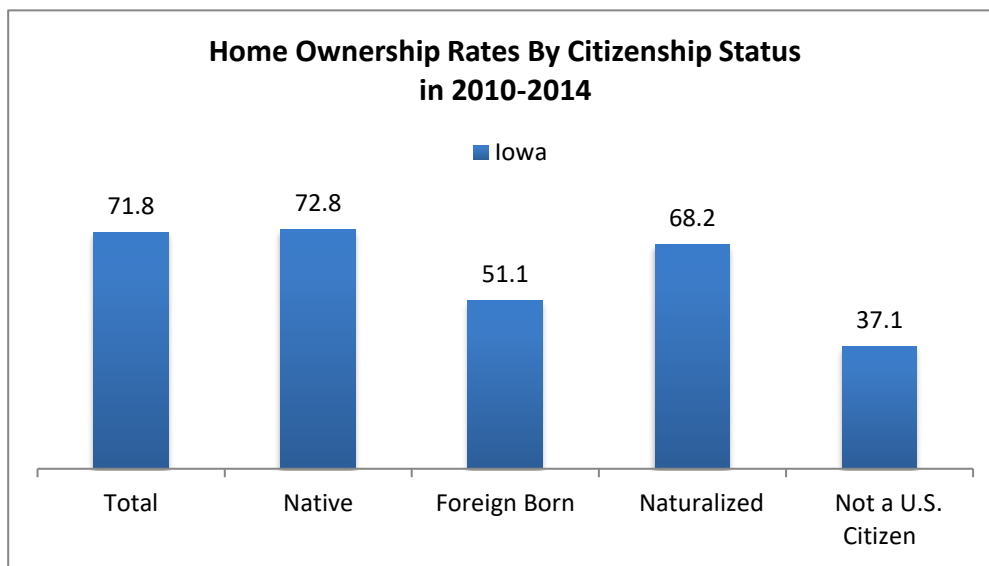
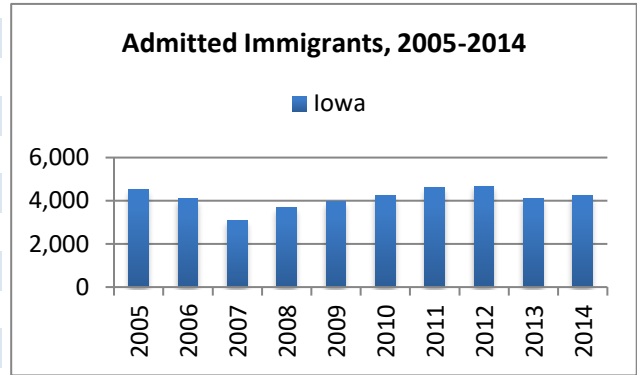


Table 7. Persons Obtaining Permanent Residence Status

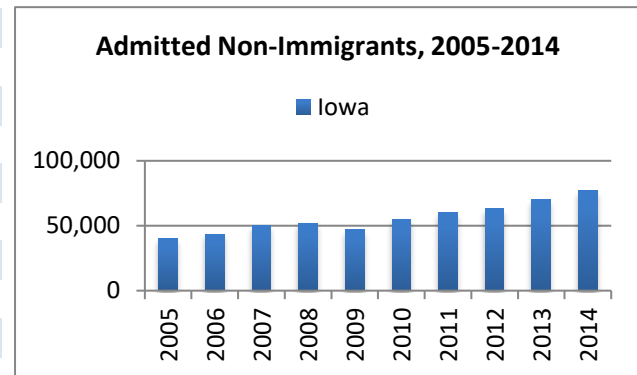
	Iowa	U.S.
2005	4,535	1,122,257
2006	4,085	1,266,129
2007	3,103	1,052,415
2008	3,696	1,107,126
2009	3,963	1,130,818
2010	4,245	1,042,625
2011	4,624	1,062,040
2012	4,679	1,031,631
2013	4,105	990,553
2014	4,225	1,016,518



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

Table 8. Non-immigrant Admissions

	Iowa	U.S.
2005	40,381	32,003,435
2006	43,543	33,667,328
2007	49,997	37,149,651
2008	52,055	39,381,928
2009	46,881	36,231,554
2010	55,130	46,471,516
2011	60,538	46,471,516
2012	63,247	53,887,286
2013	69,959	61,052,260
2014	77,408	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	15,480	17,399	18,198	17,976	18,984
Business Traveler, Other /2	19,773	22,144	24,066	29,676	33,976
Students and exchange visitors/3	13,306	14,046	13,745	14,402	15,328
Temporary workers and families/4	5,959	6,421	6,613	7,314	8,168
Diplomats/other representatives/5	98	107	170	233	518
All other classes	241	230	188	264	393
Unknown	273	191	267	94	41
Iowa	55,130	60,538	63,247	69,959	77,408
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.

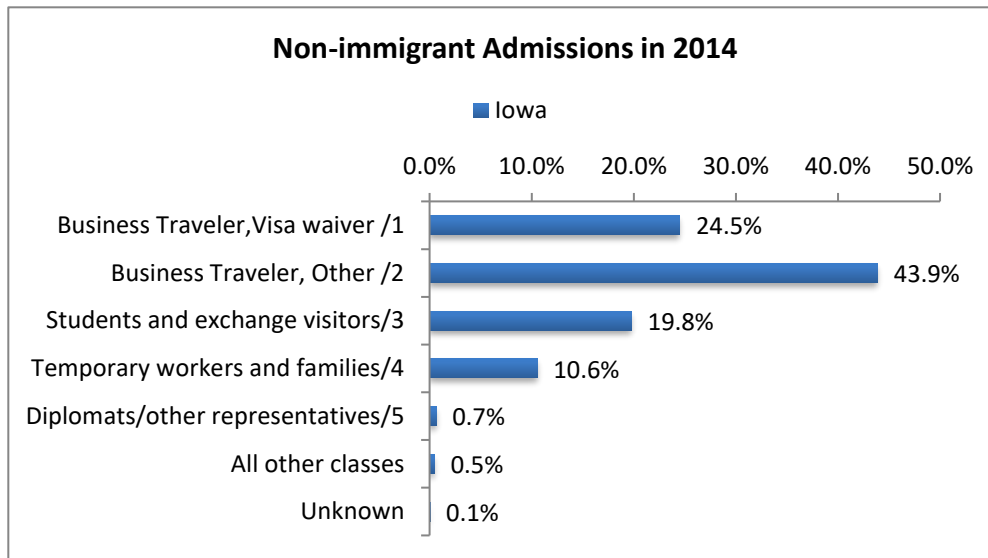
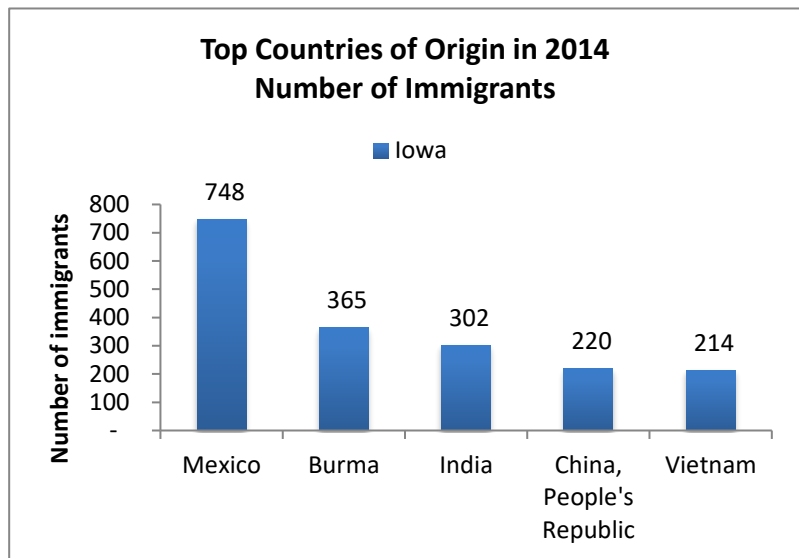
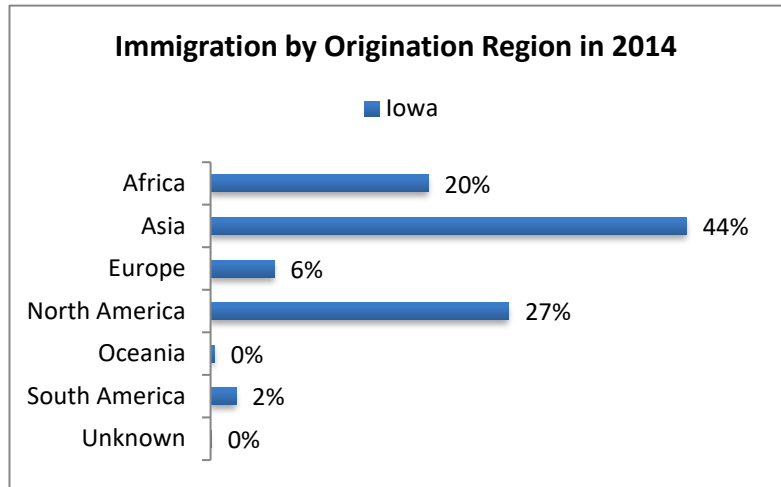


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	4,225
Africa	847
Asia	1,851
Europe	248
North America	1,160
Oceania	16
South America	99
Unknown	4
COUNTRY	
Total	4,225
Mexico	748
Burma	365
India	302
China, People's Republic	220
Vietnam	214
Congo, Democratic Republic	139
Guatemala	138
Philippines	130
El Salvador	94
Sudan	85
Ethiopia	83
Nepal	81
Canada	78
Liberia	72
Kenya	70
Iraq	66
Somalia	65
Togo	61
Bhutan	57
Thailand	57
Pakistan	54
Egypt	52
Korea, South	45
Malaysia	44
United Kingdom	39
Cuba	36



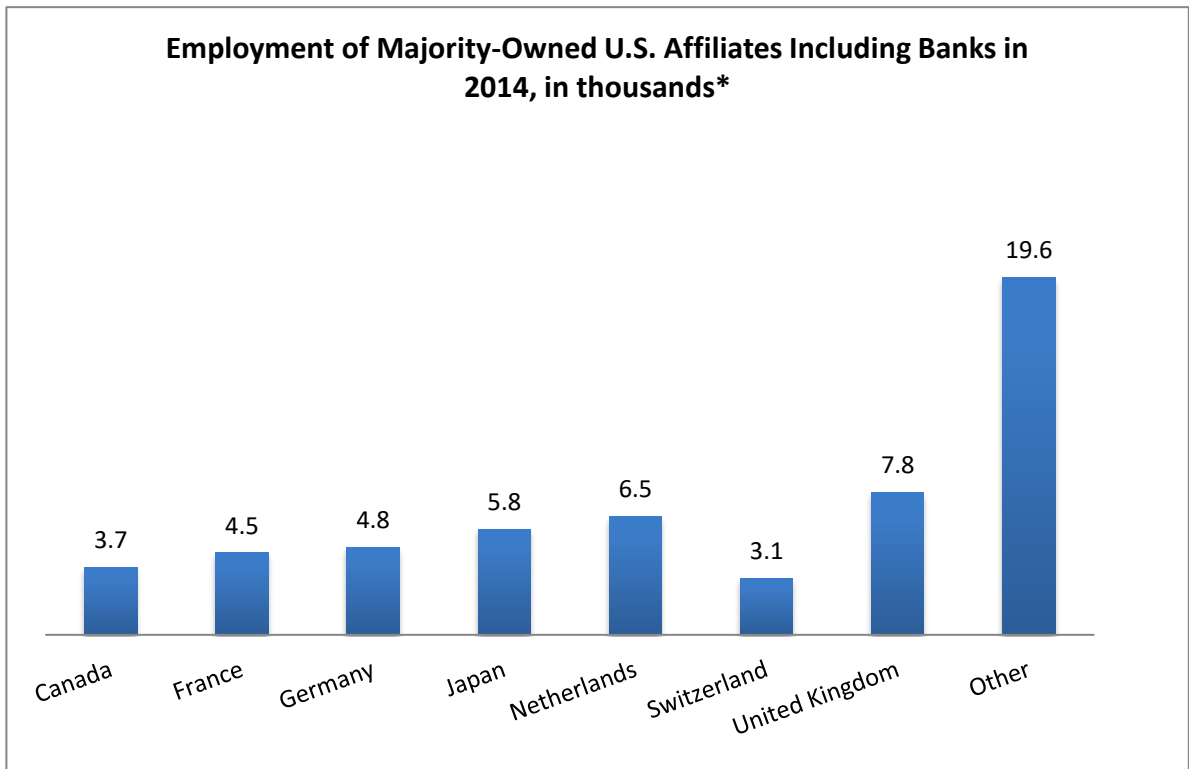
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 56



* 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	14,622	13,114		
Top 25	12,615	11,880	86.3	90.6
Canada	4,371	3,835	29.9	29.2
Mexico	2,500	2,086	17.1	15.9
China	751	1,142	5.1	8.7
Japan	881	1,129	6.0	8.6
Germany	661	493	4.5	3.8
Korea, South	343	344	2.3	2.6
Australia	514	338	3.5	2.6
France	340	330	2.3	2.5
United Kingdom	374	289	2.6	2.2
Brazil	633	257	4.3	2.0
Netherlands	230	202	1.6	1.5
Hong Kong	109	194	0.7	1.5
Colombia	59	145	0.4	1.1
Taiwan	92	134	0.6	1.0
Ireland	19	120	0.1	0.9
Singapore	132	106	0.9	0.8
Italy	96	102	0.7	0.8
Saudi Arabia	81	93	0.6	0.7
Spain	61	90	0.4	0.7
Peru	45	87	0.3	0.7
Costa Rica	26	77	0.2	0.6
India	85	75	0.6	0.6
Philippines	52	73	0.4	0.6
New Zealand	51	70	0.4	0.5
Chile	109	67	0.7	0.5

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	9,432	9,444		
Top 25	9,064	9,094	96.1	96.3
Canada	3,127	2,796	33.2	29.6
Mexico	1,430	1,610	15.2	17.1
China	1,293	1,548	13.7	16.4
Germany	680	595	7.2	6.3
Japan	498	383	5.3	4.1
Italy	299	286	3.2	3.0
France	221	191	2.3	2.0
Taiwan	184	184	1.9	1.9
Spain	111	168	1.2	1.8
India	193	166	2.0	1.8
United Kingdom	99	141	1.1	1.5
Korea, South	137	131	1.5	1.4
Brazil	136	120	1.4	1.3
Netherlands	66	101	0.7	1.1
Austria	69	96	0.7	1.0
Israel	73	91	0.8	1.0
Denmark	79	79	0.8	0.8
Vietnam	39	74	0.4	0.8
Poland	72	73	0.8	0.8
Switzerland	44	63	0.5	0.7
Thailand	36	45	0.4	0.5
Indonesia	11	42	0.1	0.4
Chile	99	40	1.1	0.4
Belgium	31	39	0.3	0.4
Argentina	37	34	0.4	0.4

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