

# **Business Data For Engaging in International Real Estate Transactions in Illinois**



**National Association of REALTORS®  
Research Division**

**November 2016**



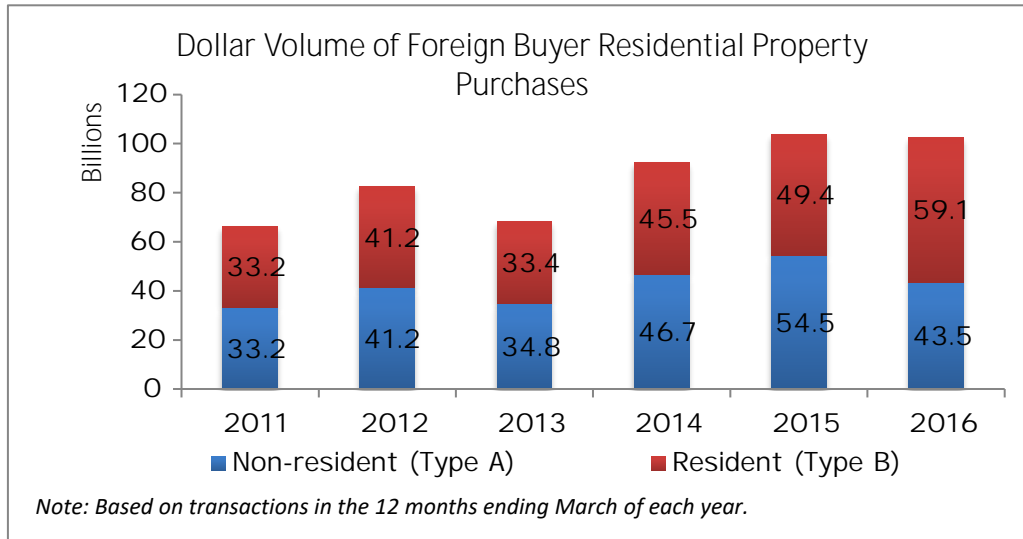
## Table of Contents

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**

	Illinois	U.S.
Total Population, by Place of Birth	12,859,995	321,418,821
Native /1	11,033,839	278,128,449
Foreign-Born /2	1,826,156	43,290,372
Naturalized	880,242	20,697,103
Not a U.S. Citizen	945,914	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.

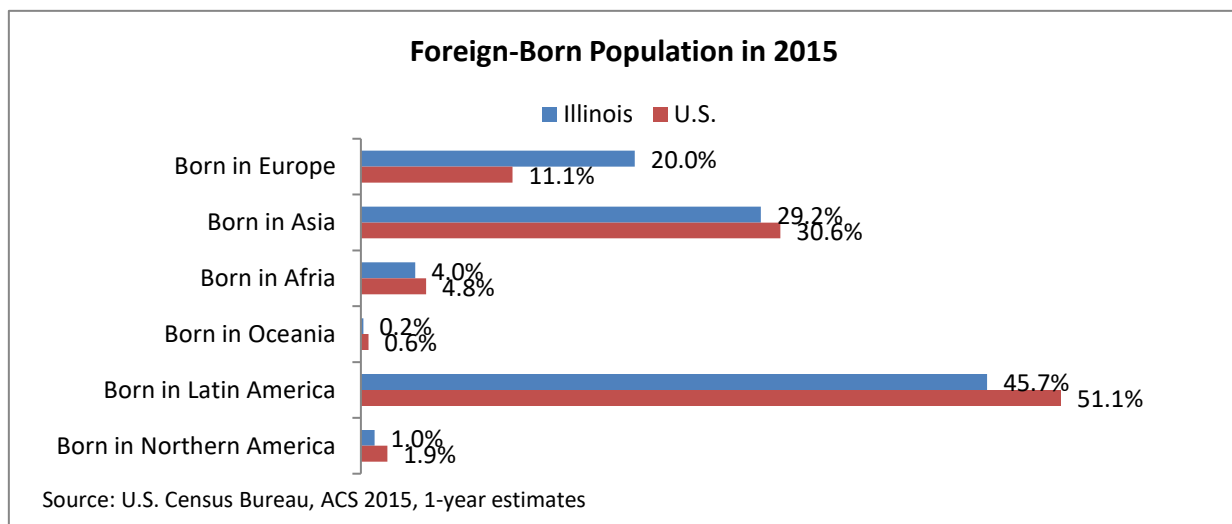
/2 The U.S. Census Bureau uses the term foreign born to refer to anyone who is not a U.S. citizen at birth, naturalized U.S. citizens, lawful permanent residents (immigrants) present in the U.S., temporary migrants such as foreign students), humanitarian migrants (such as refugees and asylees), and persons 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**

	Illinois	U.S.
Total Foreign-born Population, Excl. Born at Sea	1,826,156	43,289,646
Born in Europe	364,774	4,789,662
Born in Asia	532,812	13,249,179
Born in Africa	72,528	2,062,257
Born in Oceania	3,355	238,663
Born in Latin America	834,275	22,111,409
Born in Northern America	18,412	838,476

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



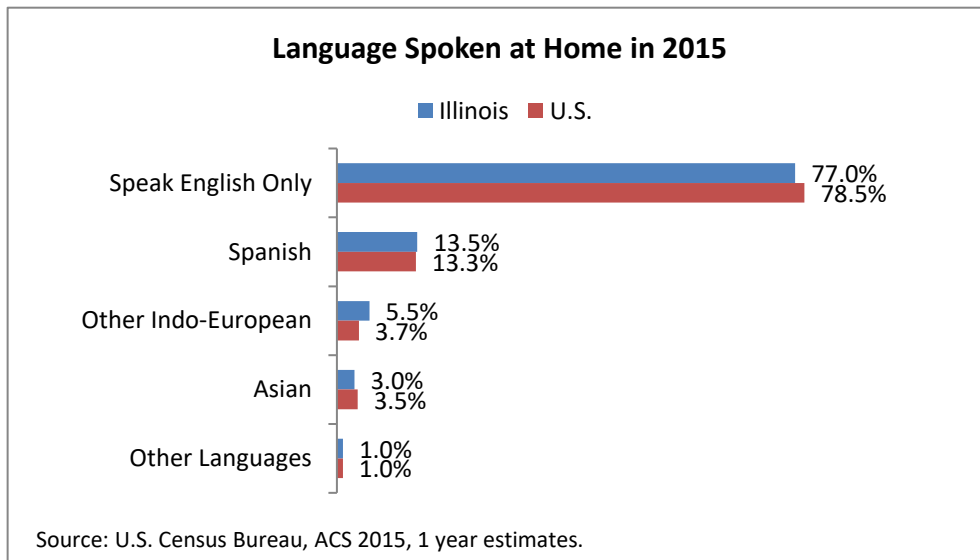
**Table 3. Language Spoken at Home in 2015**

	Illinois	U.S.
Population, 5 years and over	12,080,329	301,625,014
Speak English Only	9,300,143	236,908,935
Speak Language Other Than English	2,780,186	64,716,079
Spanish	1,633,644	40,045,795
Other Indo-European	663,758	11,137,271
Asian	357,196	10,501,131
Other Languages	125,588	3,031,882

As percent of Population, 5 years and over:

Speak English Only	77.0%	78.5%
Speak Language Other Than English	23.0%	21.5%
Speak Spanish Other Than English	13.5%	13.3%
Speak Other Indo-European Other Than English	5.5%	3.7%
Speak Asian Other than English	3.0%	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**

	Illinois	U.S.
<b>Median Age</b>		
Total Population	37	37.4
Native	35.3	35.9
Foreign-Born	42.4	42.6
Naturalized	50.1	50.2
Not a U.S. Citizen	36.7	36.8

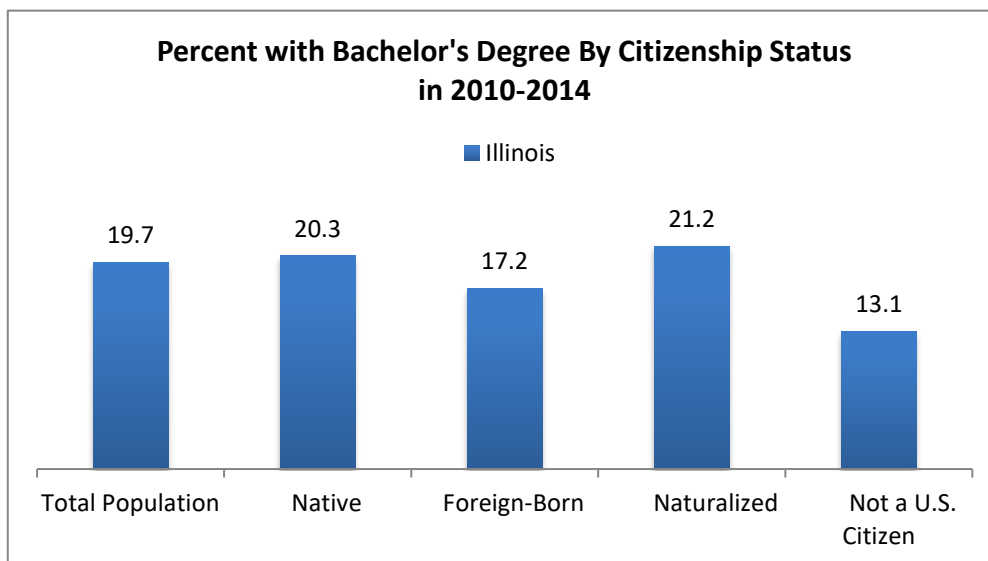
Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

**Table 5. Educational Attainment in 2010-2014**

	Illinois	U.S.
<b>Percent With Bachelor's Degree</b>		
Total Population, 25 years and over	19.7	18.3
Native	20.3	18.7
Foreign-Born	17.2	16.3
Naturalized	21.2	20.2
Not a U.S. Citizen	13.1	12.5
<b>Percent With Graduate or Professional Degree</b>		
Total Population, 25 years and over	12.2	11.0
Native	12.1	10.9
Foreign-Born	12.5	11.7
Naturalized	14.6	13.9
Not a U.S. Citizen	10.4	9.6

#N/A - Data not available

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

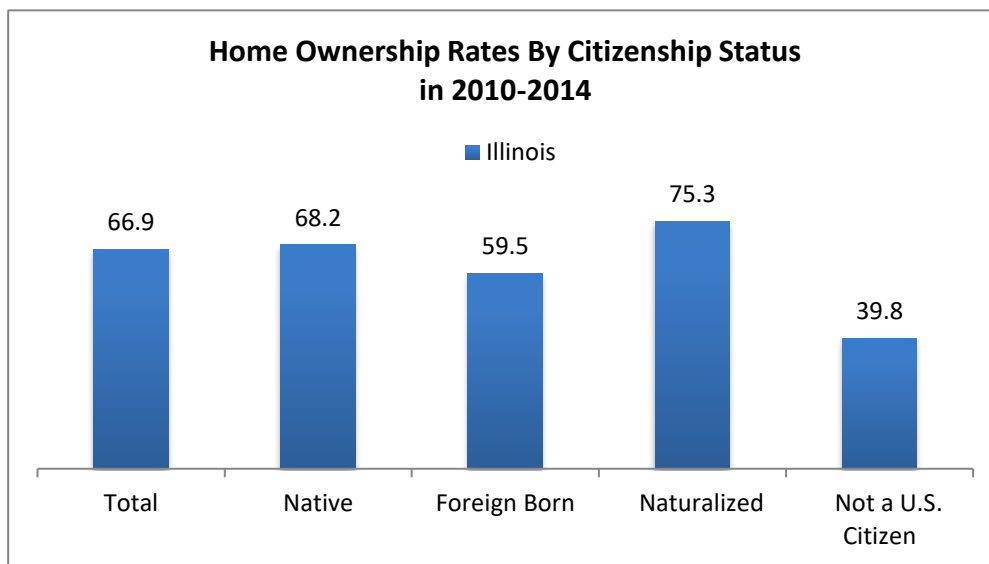


**Table 6. Home Ownership and Median Household Income in 2010-2014**

	Home Ownership Rate (in %)	Median HH Income (in \$)
<b>Illinois</b>		
Total	66.9	57,166
Native	68.2	58,212
Foreign Born	59.5	52,220
Naturalized	75.3	62,413
Not a U.S. Citizen	39.8	43,180
<b>U.S.</b>		
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

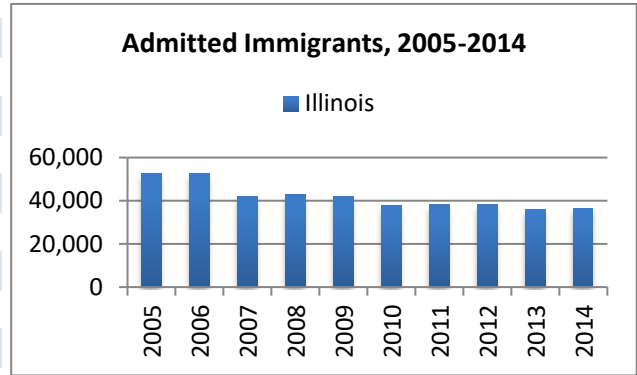
#N/A - Data not available

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



**Table 7. Persons Obtaining Permanent Residence Status**

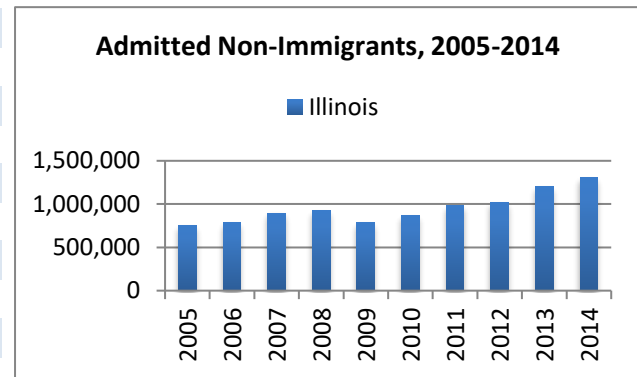
	Illinois	U.S.
2005	52,415	1,122,257
2006	52,452	1,266,129
2007	41,971	1,052,415
2008	42,723	1,107,126
2009	41,889	1,130,818
2010	37,909	1,042,625
2011	38,325	1,062,040
2012	38,373	1,031,631
2013	35,988	990,553
2014	36,535	1,016,518



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

**Table 8. Non-immigrant Admissions**

	Illinois	U.S.
2005	750,924	32,003,435
2006	791,277	33,667,328
2007	896,799	37,149,651
2008	923,067	39,381,928
2009	783,554	36,231,554
2010	873,547	46,471,516
2011	979,740	46,471,516
2012	1,021,476	53,887,286
2013	1,197,625	61,052,260
2014	1,309,781	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	380,932	439,175	445,339	458,073	462,781
Business Traveler, Other /2	352,458	395,636	427,605	575,736	659,525
Students and exchange visitors/3	60,042	61,646	62,227	68,999	82,947
Temporary workers and families/4	67,511	70,939	73,201	84,498	94,481
Diplomats/other representatives/5	4,504	4,590	5,529	4,677	5,059
All other classes	2,426	2,138	1,942	4,118	4,602
Unknown	5,674	5,616	5,633	1,524	386
<b>Illinois</b>	<b>873,547</b>	<b>979,740</b>	<b>1,021,476</b>	<b>1,197,625</b>	<b>1,309,781</b>
<b>U.S.</b>	<b>46,471,516</b>	<b>46,471,516</b>	<b>53,887,286</b>	<b>61,052,260</b>	<b>74,930,606</b>

<sup>1</sup> Includes GB, GMB, GT, GMT, WB, and WT admissions.

<sup>2</sup> Includes B1, B2 and a limited number of Border Crossing Card (BCC) admissions.

<sup>3</sup> Includes principals, spouses, and children (F, J, M admissions).

<sup>4</sup> Includes principals, spouses, and children (CW1, E, H, I, L, O, P, Q, R, TD and TN admissions).

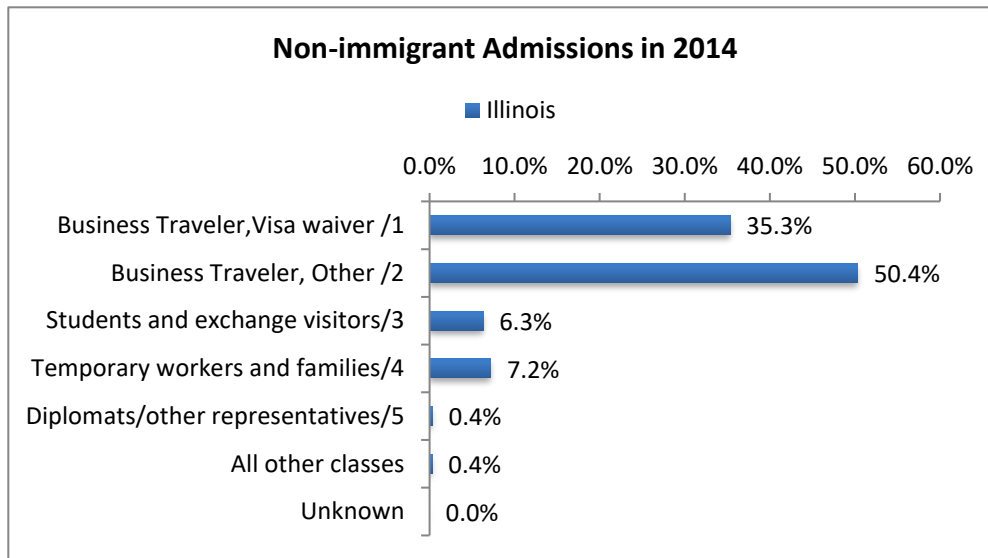
<sup>5</sup> Includes principals, spouses, and children (A, G, N admissions).

Notes:

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

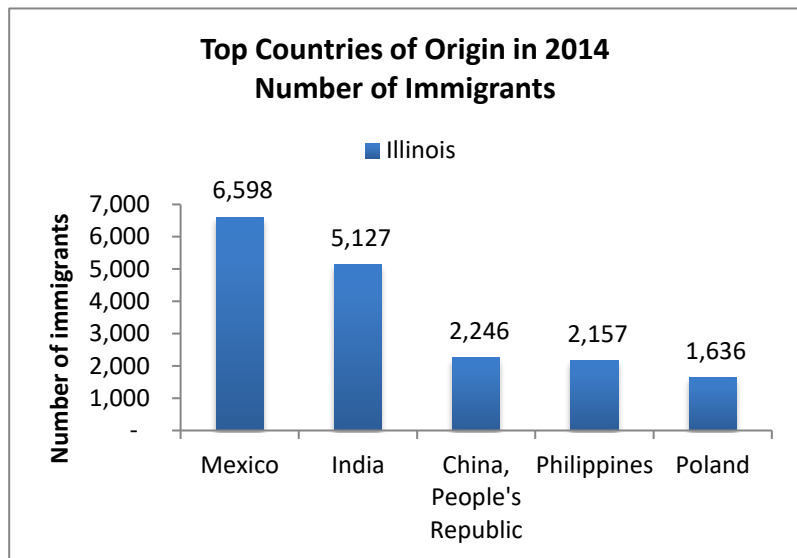
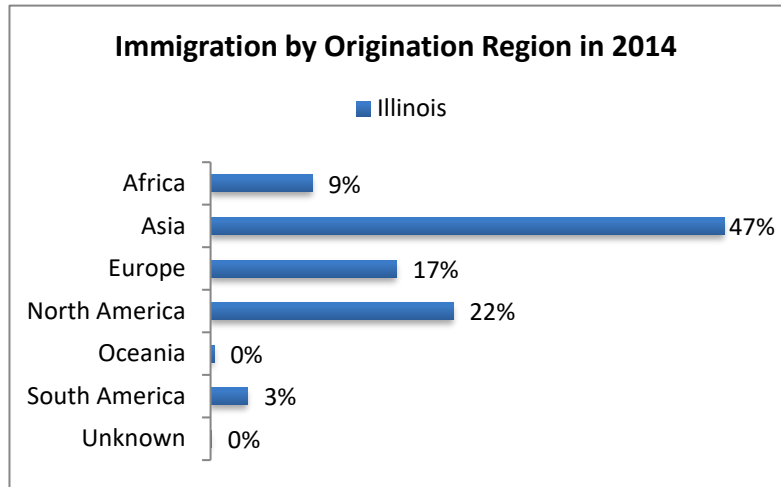
The majority of short-term admissions from Canada and Mexico are excluded.

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	36,535
Africa	3,417
Asia	17,285
Europe	6,258
North America	8,162
Oceania	121
South America	1,252
Unknown	40
COUNTRY	
Total	36,535
Mexico	6,598
India	5,127
China, People's Republic	2,246
Philippines	2,157
Poland	1,636
Pakistan	1,336
Iraq	1,009
Ukraine	836
Congo, Democratic Republic	771
Korea, South	747
Nigeria	651
Jordan	599
Bulgaria	544
Vietnam	499
Burma	445
United Kingdom	376
Ecuador	373
Canada	325
Romania	325
Russia	317
Guatemala	314
Nepal	304
Colombia	298
Syria	275
Iran	270
Moldova	265



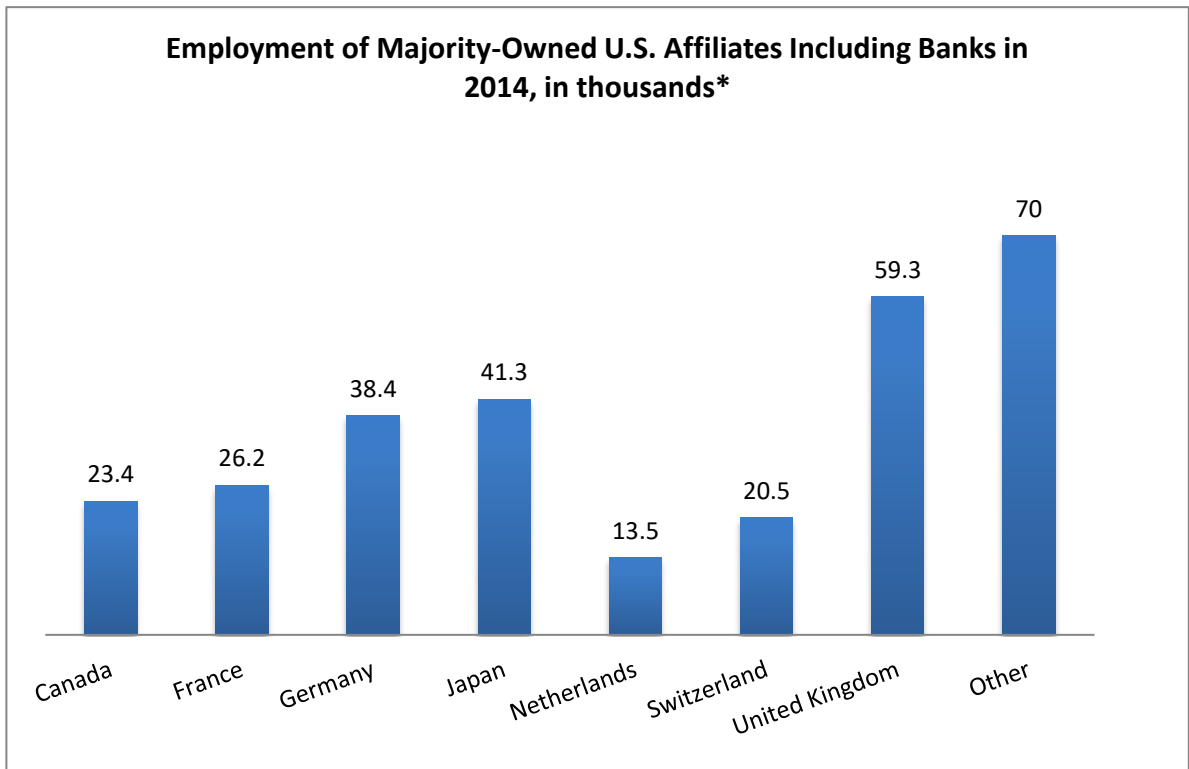
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 293



\* 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	68,158	63,402		
Top 25	60,137	56,744	88.2	89.5
Canada	19,415	17,421	28.5	27.5
Mexico	6,376	9,078	9.4	14.3
China	4,142	4,941	6.1	7.8
Germany	2,664	3,137	3.9	4.9
Australia	5,351	2,638	7.9	4.2
Japan	2,105	2,049	3.1	3.2
Netherlands	1,245	1,920	1.8	3.0
United Kingdom	2,047	1,747	3.0	2.8
Brazil	2,344	1,700	3.4	2.7
Belgium	1,882	1,612	2.8	2.5
Singapore	1,458	1,175	2.1	1.9
Hong Kong	652	1,160	1.0	1.8
Korea, South	960	1,102	1.4	1.7
Saudi Arabia	729	911	1.1	1.4
France	1,309	797	1.9	1.3
India	1,085	703	1.6	1.1
Chile	1,469	694	2.2	1.1
South Africa	1,277	672	1.9	1.1
Taiwan	949	634	1.4	1.0
United Arab Emirates	363	633	0.5	1.0
Switzerland	158	532	0.2	0.8
Colombia	403	443	0.6	0.7
Indonesia	531	355	0.8	0.6
Argentina	412	347	0.6	0.5
Russia	812	343	1.2	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	126,405	121,252		
Top 25	119,305	114,597	94.4	94.5
China	27,799	31,178	22.0	25.7
Canada	39,305	29,745	31.1	24.5
Mexico	9,030	13,117	7.1	10.8
Japan	8,853	7,109	7.0	5.9
Germany	4,853	4,573	3.8	3.8
Korea, South	4,668	4,067	3.7	3.4
Vietnam	574	2,681	0.5	2.2
Taiwan	2,236	2,221	1.8	1.8
Ireland	1,316	1,985	1.0	1.6
United Kingdom	2,014	1,917	1.6	1.6
Italy	1,604	1,784	1.3	1.5
Brazil	685	1,782	0.5	1.5
Malaysia	1,853	1,646	1.5	1.4
India	1,158	1,410	0.9	1.2
France	1,582	1,302	1.3	1.1
Thailand	987	1,173	0.8	1.0
Switzerland	2,571	1,122	2.0	0.9
Australia	617	1,007	0.5	0.8
Netherlands	3,144	926	2.5	0.8
Singapore	901	829	0.7	0.7
Indonesia	617	822	0.5	0.7
Spain	889	617	0.7	0.5
New Zealand	565	582	0.4	0.5
Russia	709	523	0.6	0.4
Belgium	774	480	0.6	0.4

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