

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



**National Association of REALTORS®  
Research Division**

**November 2016**



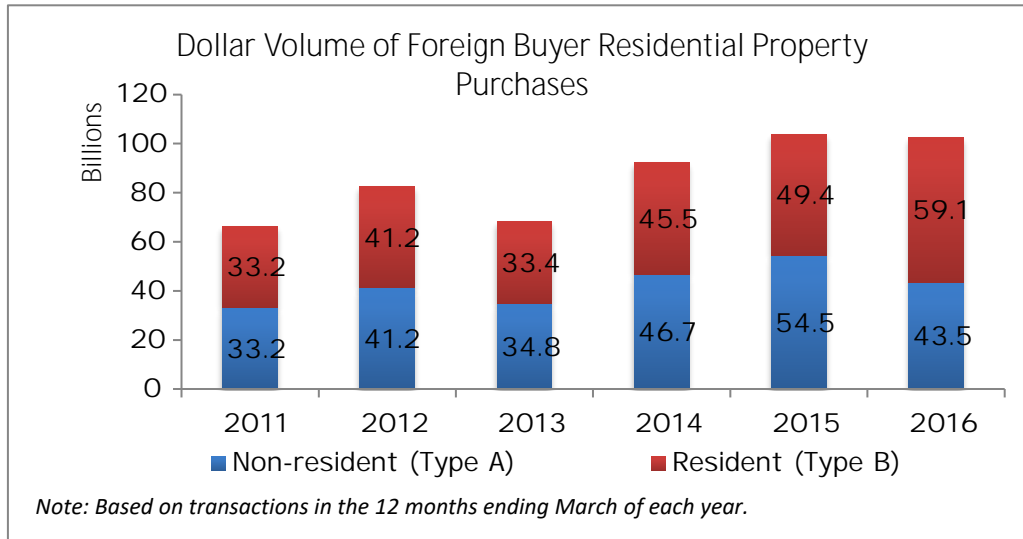
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## Introduction

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**

	Massachusetts	U.S.
Total Population, by Place of Birth	6,794,422	321,418,821
Native /1	5,698,469	278,128,449
Foreign-Born /2	1,095,953	43,290,372
Naturalized	572,765	20,697,103
Not a U.S. Citizen	523,188	22,593,269
Percent, Foreign-Born	16%	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.

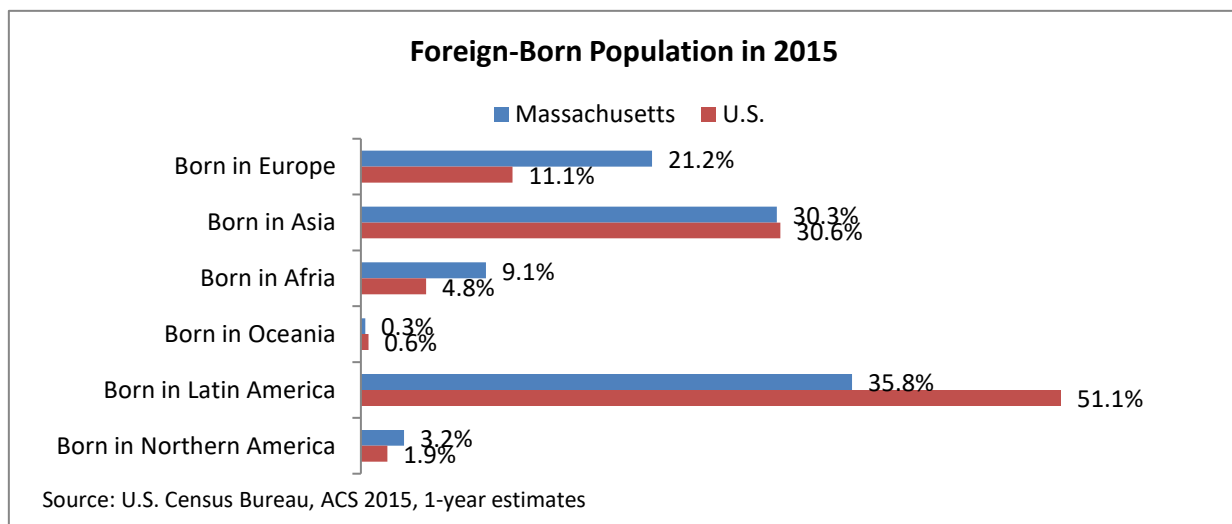
/2 The U.S. Census Bureau uses the term foreign born to refer to anyone who is not a U.S. citizen at birth, naturalized U.S. citizens, lawful permanent residents (immigrants) present in the U.S., temporary migrants such as foreign students), humanitarian migrants (such as refugees and asylees), and persons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

	Massachusetts	U.S.
Total Foreign-born Population, Excl. Born at Sea	1,095,953	43,289,646
Born in Europe	232,857	4,789,662
Born in Asia	332,447	13,249,179
Born in Africa	100,027	2,062,257
Born in Oceania	3,485	238,663
Born in Latin America	392,607	22,111,409
Born in Northern America	34,530	838,476

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



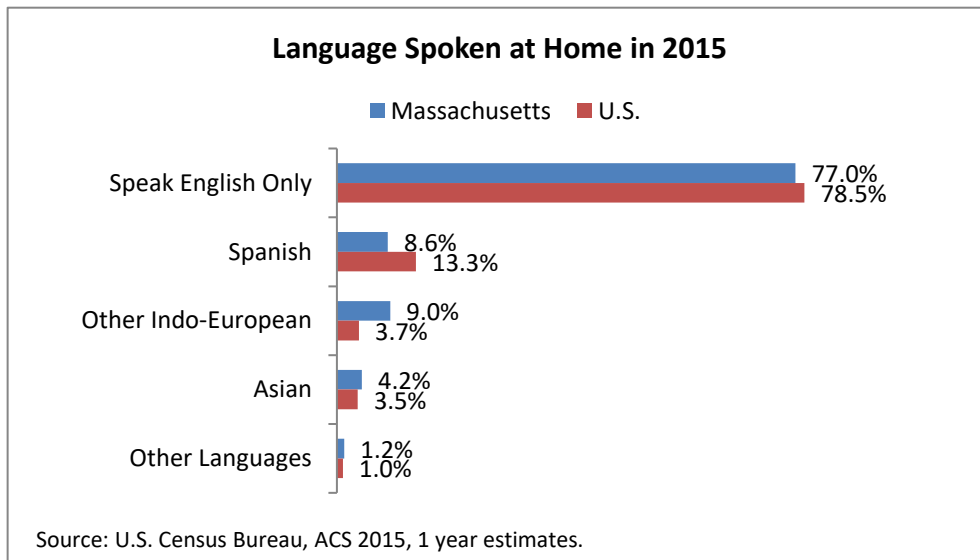
**Table 3. Language Spoken at Home in 2015**

	Massachusetts	U.S.
Population, 5 years and over	6,429,039	301,625,014
Speak English Only	4,953,369	236,908,935
Speak Language Other Than English	1,475,670	64,716,079
Spanish	550,235	40,045,795
Other Indo-European	575,747	11,137,271
Asian	270,376	10,501,131
Other Languages	79,312	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	8.6%	13.3%
Speak Other Indo-European Other Than English	9.0%	3.7%
Speak Asian Other than English	4.2%	3.5%
Speak Other Languages Other Than English	1.2%	1.0%

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



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

	Massachusetts	U.S.
<b>Median Age</b>		
Total Population	39.3	37.4
Native	38.1	35.9
Foreign-Born	42.7	42.6
Naturalized	49.5	50.2
Not a U.S. Citizen	35.6	36.8

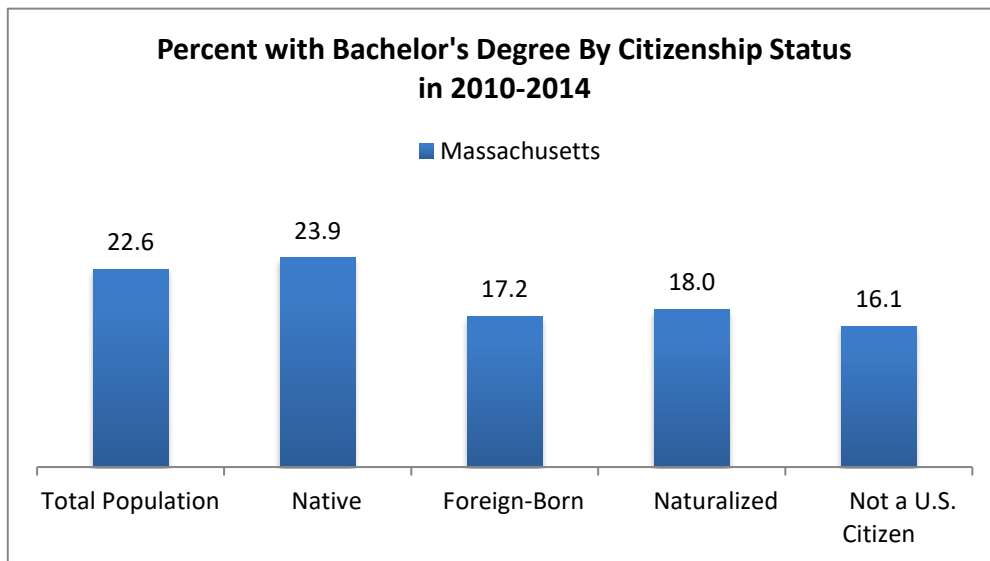
Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

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

	Massachusetts	U.S.
<b>Percent With Bachelor's Degree</b>		
Total Population, 25 years and over	22.6	18.3
Native	23.9	18.7
Foreign-Born	17.2	16.3
Naturalized	18.0	20.2
Not a U.S. Citizen	16.1	12.5
<b>Percent With Graduate or Professional Degree</b>		
Total Population, 25 years and over	17.4	11.0
Native	17.2	10.9
Foreign-Born	18.1	11.7
Naturalized	17.2	13.9
Not a U.S. Citizen	19.2	9.6

#N/A - Data not available

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

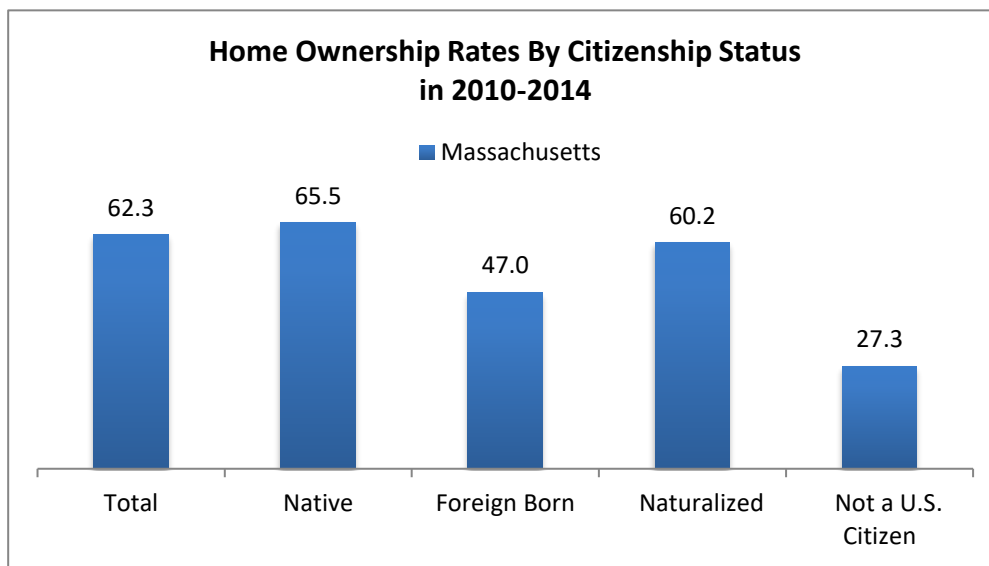


**Table 6. Home Ownership and Median Household Income in 2010-2014**

	Home Ownership Rate (in %)	Median HH Income (in \$)
<b>Massachusetts</b>		
Total	62.3	67,846
Native	65.5	70,385
Foreign Born	47.0	57,209
Naturalized	60.2	61,924
Not a U.S. Citizen	27.3	51,357
<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

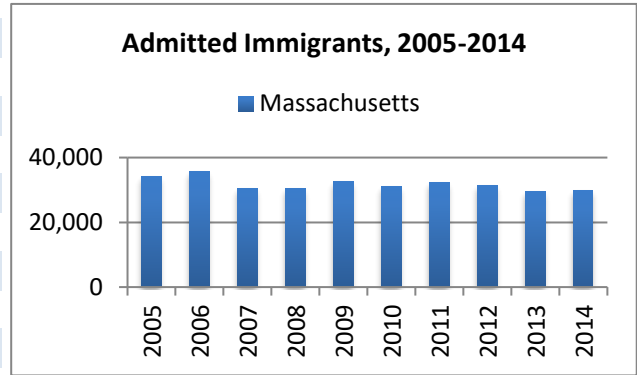
#N/A - Data not available

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



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

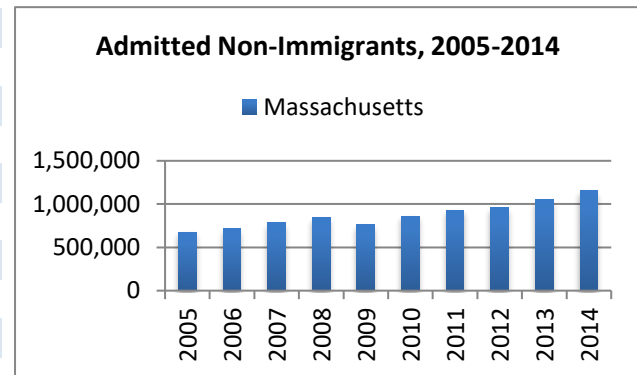
	Massachusetts	U.S.
2005	34,232	1,122,257
2006	35,558	1,266,129
2007	30,555	1,052,415
2008	30,369	1,107,126
2009	32,607	1,130,818
2010	31,069	1,042,625
2011	32,236	1,062,040
2012	31,392	1,031,631
2013	29,482	990,553
2014	29,776	1,016,518



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

**Table 8. Non-immigrant Admissions**

	Massachusetts	U.S.
2005	677,021	32,003,435
2006	716,538	33,667,328
2007	781,508	37,149,651
2008	847,608	39,381,928
2009	765,247	36,231,554
2010	860,717	46,471,516
2011	930,826	46,471,516
2012	963,171	53,887,286
2013	1,056,505	61,052,260
2014	1,156,761	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	452,446	499,935	509,839	510,996	506,908
Business Traveler, Other /2	230,201	245,587	266,904	346,945	427,921
Students and exchange visitors/3	113,422	117,395	118,816	125,379	142,123
Temporary workers and families/4	53,156	58,768	58,660	63,810	69,121
Diplomats/other representatives/5	3,409	3,600	3,461	4,285	5,517
All other classes	3,364	2,955	3,067	3,857	4,572
Unknown	4,719	2,586	2,424	1,233	599
<b>Massachusetts</b>	<b>860,717</b>	<b>930,826</b>	<b>963,171</b>	<b>1,056,505</b>	<b>1,156,761</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).

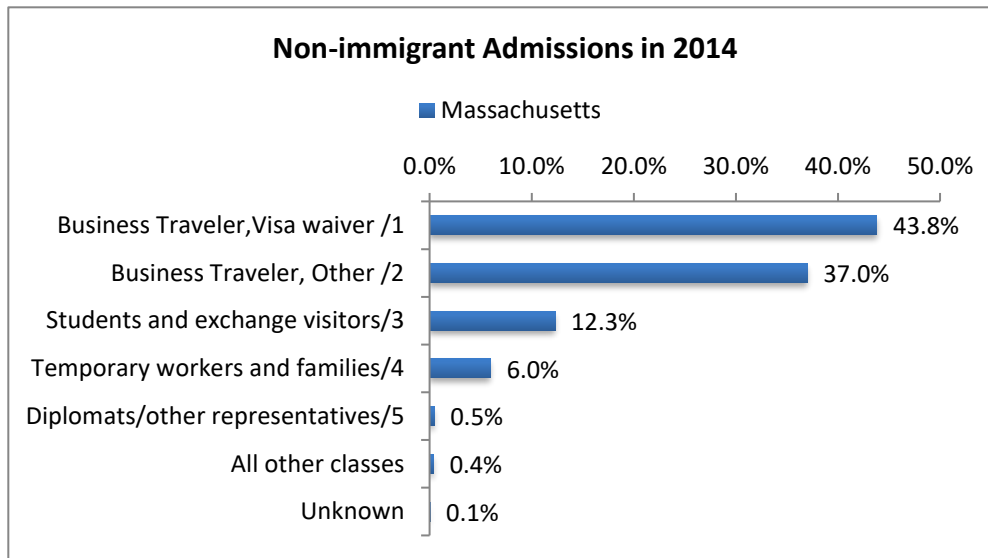
<sup>5</sup> Includes principals, spouses, and children (A, G, N admissions).

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.



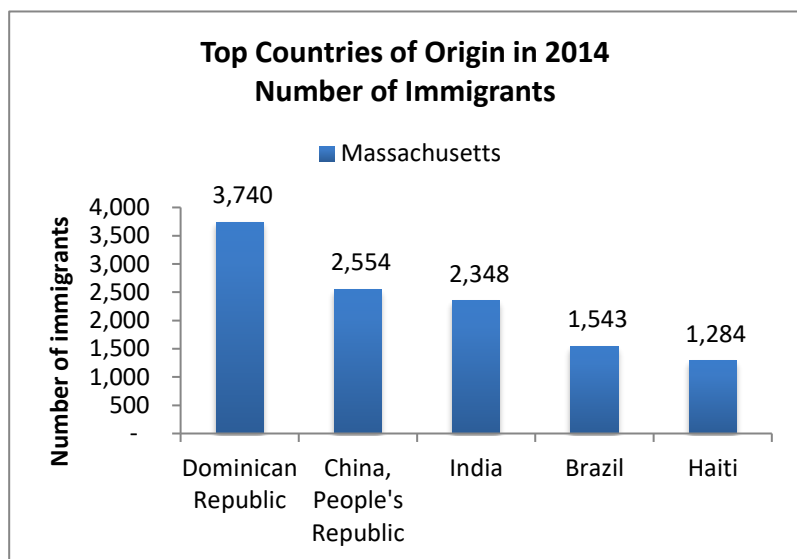
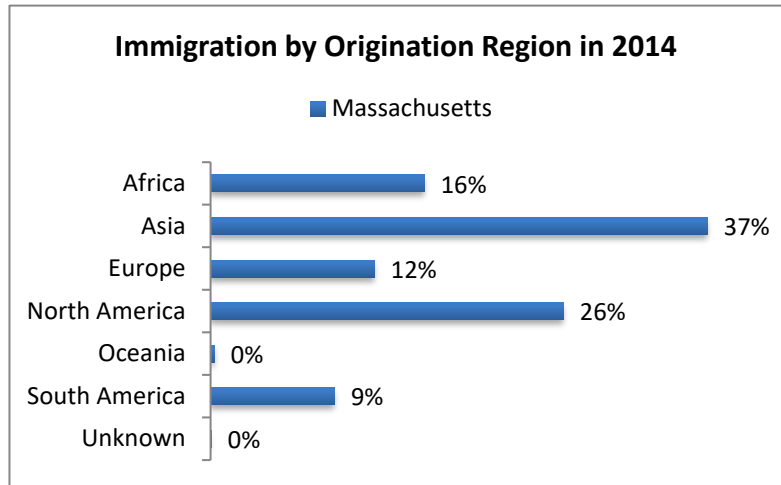
**Table 10. Immigration by Origination Region and Country in 2014**

REGION	
Total	29,776
Africa	4,692
Asia	10,901
Europe	3,599
North America	7,743
Oceania	91
South America	2,725
Unknown	25
COUNTRY	
Total	29,776
Dominican Republic	3,740
China, People's Republic	2,554
India	2,348
Brazil	1,543
Haiti	1,284
Vietnam	975
Cape Verde	918
El Salvador	647
Jamaica	575
Nepal	568
Colombia	536
Iraq	523
Albania	484
United Kingdom	456
Guatemala	446
Morocco	433
Ghana	403
Korea, South	399
Nigeria	397
Kenya	382
Russia	381
Canada	351
Egypt	351
Pakistan	339
Bangladesh	285
Philippines	270

D-Data withheld to limit disclosure

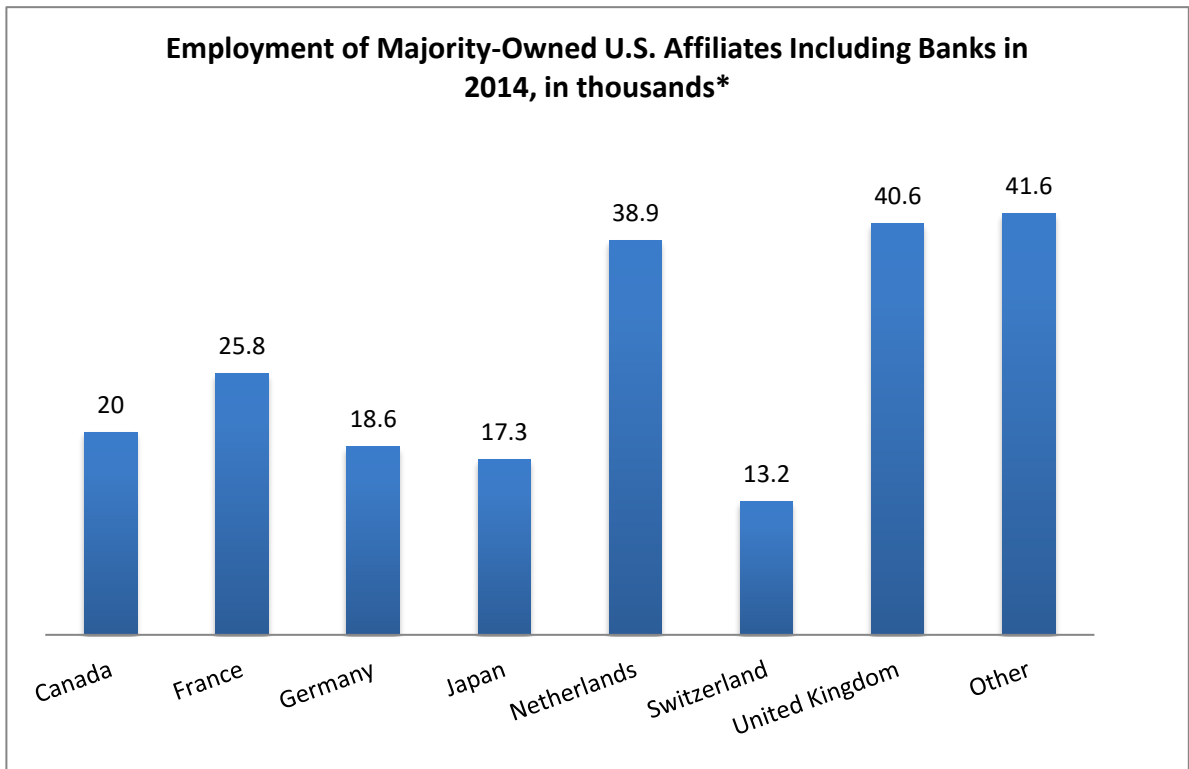
Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.



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

Total Employed (thousands) 216



\* 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	25,614	25,206		
Top 25	22,927	22,871	89.5	90.7
Canada	3,474	3,090	13.6	12.3
Mexico	1,609	2,622	6.3	10.4
China	1,877	2,049	7.3	8.1
Germany	1,803	1,911	7.0	7.6
Japan	1,993	1,476	7.8	5.9
Netherlands	1,077	1,399	4.2	5.6
United Kingdom	2,589	1,183	10.1	4.7
Switzerland	434	1,023	1.7	4.1
Korea, South	1,029	1,005	4.0	4.0
Hong Kong	709	929	2.8	3.7
Ireland	509	843	2.0	3.3
Taiwan	918	687	3.6	2.7
Belgium	716	578	2.8	2.3
France	666	576	2.6	2.3
Singapore	538	564	2.1	2.2
Italy	488	455	1.9	1.8
Sweden	141	395	0.5	1.6
Australia	395	348	1.5	1.4
India	294	289	1.1	1.1
Brazil	442	288	1.7	1.1
Saudi Arabia	133	264	0.5	1.0
Malaysia	326	250	1.3	1.0
Spain	264	235	1.0	0.9
Philippines	284	216	1.1	0.9
Israel	219	197	0.9	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	32,958	33,493		
Top 25	29,884	30,530	90.7	91.2
Canada	7,652	7,637	23.2	22.8
China	4,611	4,396	14.0	13.1
Mexico	3,267	3,900	9.9	11.6
Germany	1,677	1,821	5.1	5.4
Ireland	1,264	1,760	3.8	5.3
United Kingdom	2,550	1,507	7.7	4.5
Japan	926	1,231	2.8	3.7
France	823	858	2.5	2.6
Switzerland	739	852	2.2	2.5
Netherlands	774	782	2.3	2.3
Italy	631	691	1.9	2.1
Taiwan	584	659	1.8	2.0
Malaysia	496	510	1.5	1.5
Israel	245	424	0.7	1.3
Vietnam	262	390	0.8	1.2
Philippines	491	383	1.5	1.1
Singapore	341	380	1.0	1.1
Korea, South	333	376	1.0	1.1
Thailand	387	365	1.2	1.1
Colombia	746	354	2.3	1.1
Indonesia	285	344	0.9	1.0
India	257	297	0.8	0.9
Belgium	191	225	0.6	0.7
Norway	143	198	0.4	0.6
Sweden	210	192	0.6	0.6

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