

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



**National Association of REALTORS®
Research Division**

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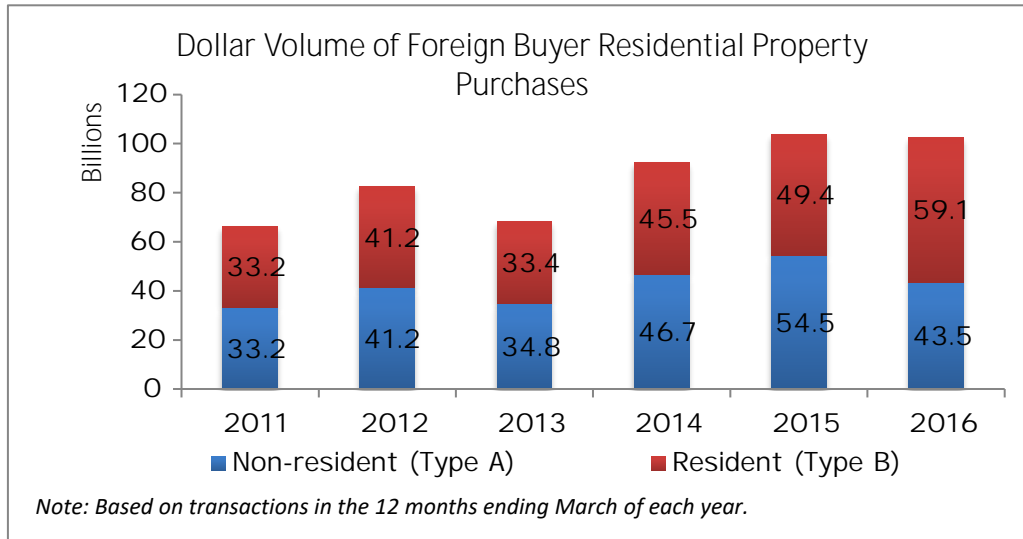
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Introduction

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

	Maryland	U.S.
Total Population, by Place of Birth	6,006,401	321,418,821
Native /1	5,094,819	278,128,449
Foreign-Born /2	911,582	43,290,372
Naturalized	447,550	20,697,103
Not a U.S. Citizen	464,032	22,593,269
Percent, Foreign-Born	15%	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

	Maryland	U.S.
Total Foreign-born Population, Excl. Born at Sea	911,582	43,289,646
Born in Europe	84,527	4,789,662
Born in Asia	304,707	13,249,179
Born in Africa	150,878	2,062,257
Born in Oceania	2,962	238,663
Born in Latin America	358,701	22,111,409
Born in Northern America	9,807	838,476

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

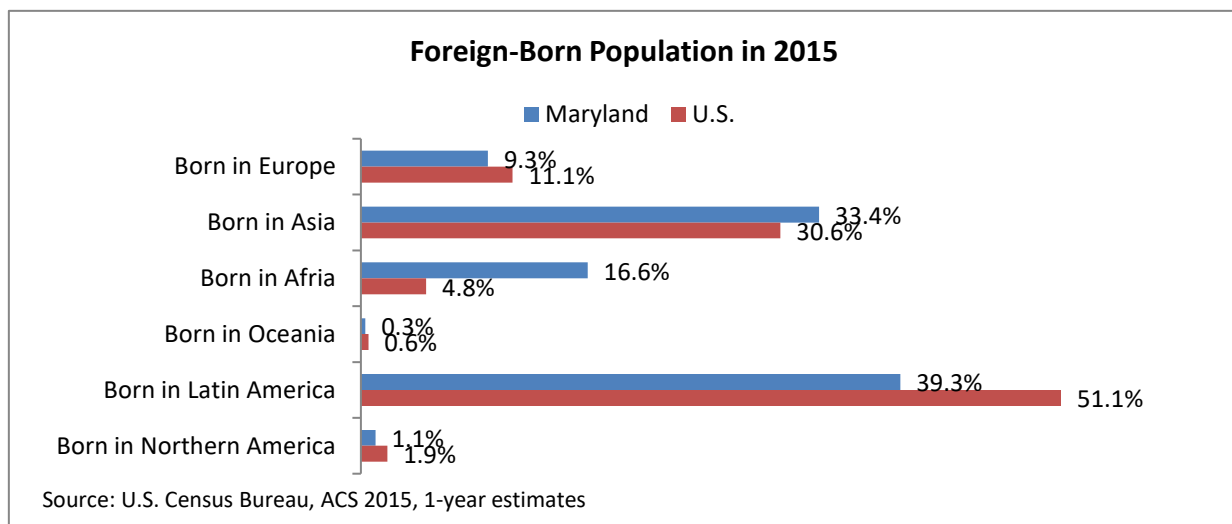


Table 3. Language Spoken at Home in 2015

	Maryland	U.S.
Population, 5 years and over	5,639,774	301,625,014
Speak English Only	4,595,216	236,908,935
Speak Language Other Than English	1,044,558	64,716,079
Spanish	443,296	40,045,795
Other Indo-European	270,378	11,137,271
Asian	213,435	10,501,131
Other Languages	117,449	3,031,882

As percent of Population, 5 years and over:

Speak English Only	81.5%	78.5%
Speak Language Other Than English	18.5%	21.5%
Speak Spanish Other Than English	7.9%	13.3%
Speak Other Indo-European Other Than English	4.8%	3.7%
Speak Asian Other than English	3.8%	3.5%
Speak Other Languages Other Than English	2.1%	1.0%

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

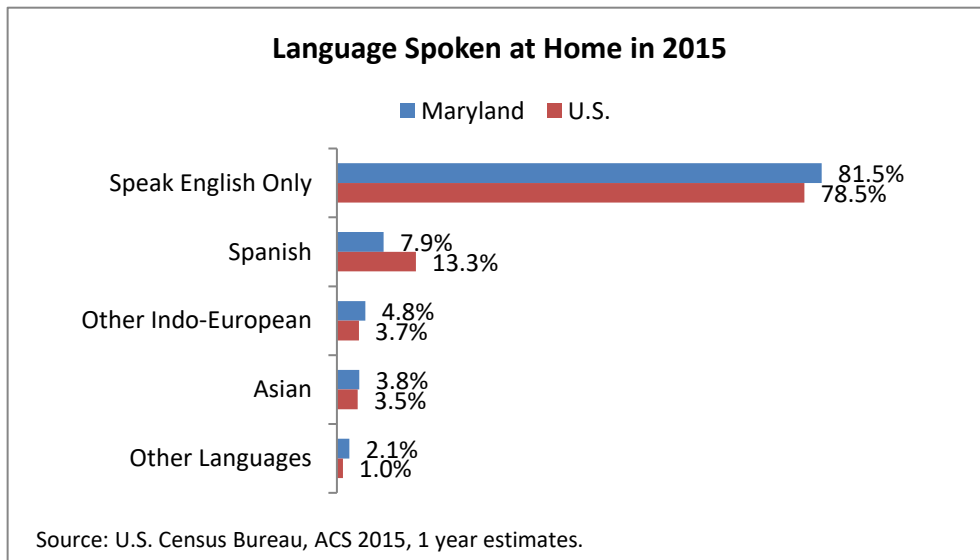


Table 4. Median Age (years) in 2010-2014

	Maryland	U.S.
Median Age		
Total Population	38.1	37.4
Native	37	35.9
Foreign-Born	41.2	42.6
Naturalized	48.6	50.2
Not a U.S. Citizen	35.5	36.8

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

Table 5. Educational Attainment in 2010-2014

	Maryland	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	20.3	18.3
Native	20.3	18.7
Foreign-Born	20.1	16.3
Naturalized	24.4	20.2
Not a U.S. Citizen	15.7	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	17.0	11.0
Native	16.2	10.9
Foreign-Born	20.7	11.7
Naturalized	24.5	13.9
Not a U.S. Citizen	16.7	9.6

#N/A - Data not available

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

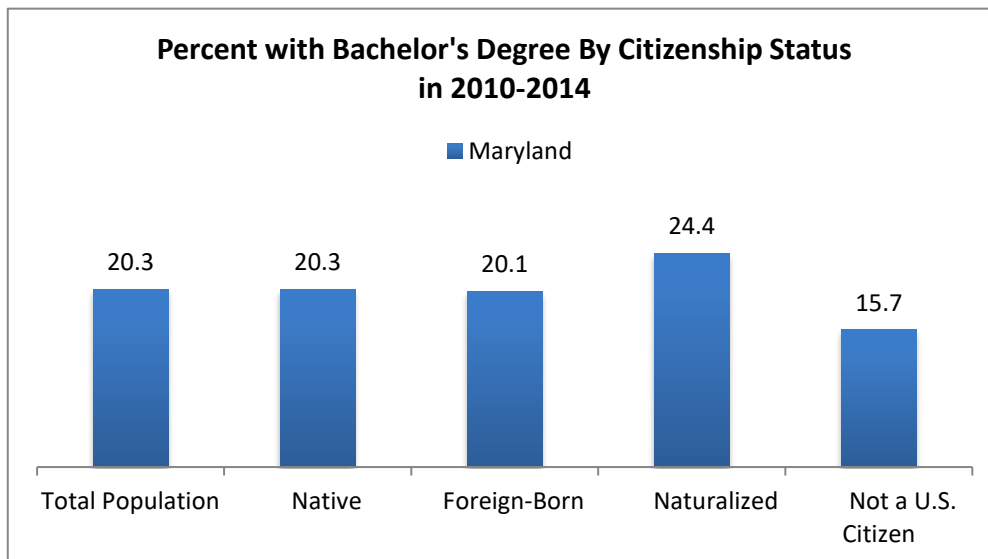


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
Maryland		
Total	67.1	74,149
Native	68.8	74,819
Foreign Born	57.6	70,856
Naturalized	73.0	82,469
Not a U.S. Citizen	36.0	59,123
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

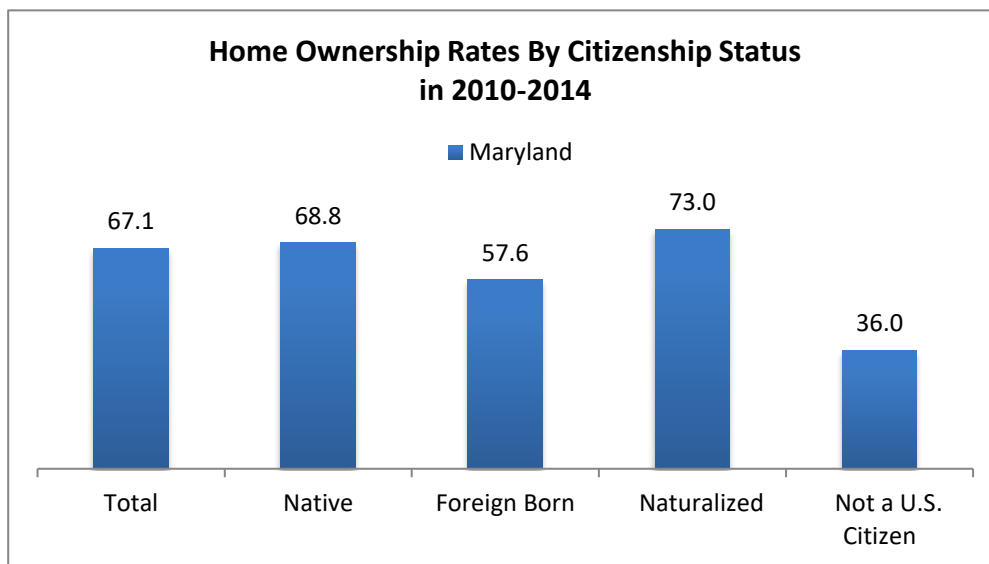
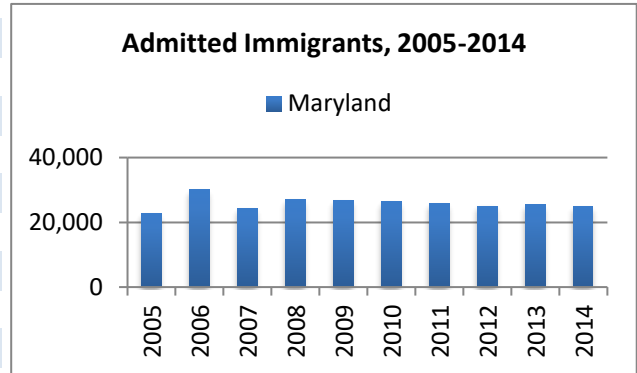


Table 7. Persons Obtaining Permanent Residence Status

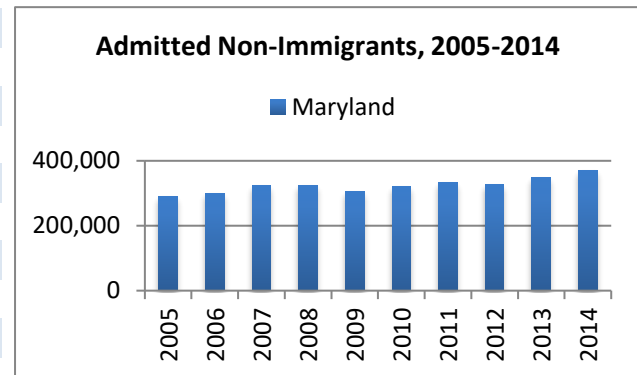
	Maryland	U.S.
2005	22,868	1,122,257
2006	30,199	1,266,129
2007	24,255	1,052,415
2008	27,062	1,107,126
2009	26,722	1,130,818
2010	26,450	1,042,625
2011	25,778	1,062,040
2012	24,971	1,031,631
2013	25,361	990,553
2014	24,787	1,016,518



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

Table 8. Non-immigrant Admissions

	Maryland	U.S.
2005	291,045	32,003,435
2006	300,318	33,667,328
2007	322,619	37,149,651
2008	324,824	39,381,928
2009	305,418	36,231,554
2010	320,696	46,471,516
2011	331,779	46,471,516
2012	327,081	53,887,286
2013	349,169	61,052,260
2014	368,823	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	99,918	107,355	100,860	103,354	105,992
Business Traveler, Other /2	123,862	131,285	135,432	157,344	174,007
Students and exchange visitors/3	34,378	33,217	32,569	32,386	33,907
Temporary workers and families/4	25,984	26,345	24,147	24,256	24,936
Diplomats/other representatives/5	31,856	29,038	30,108	28,542	26,885
All other classes	2,799	3,212	2,855	2,623	2,865
Unknown	1,899	1,327	1,110	664	231
Maryland	320,696	331,779	327,081	349,169	368,823
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.

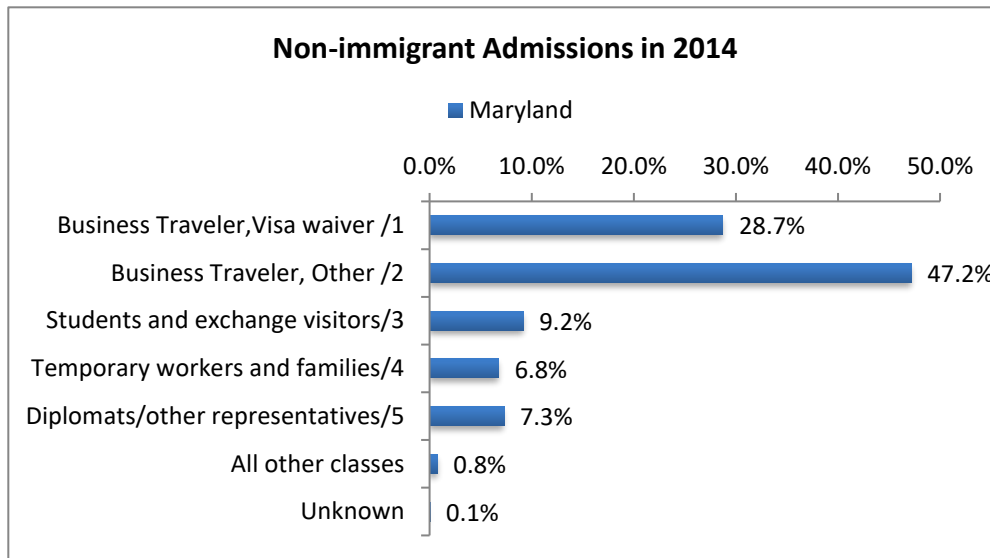
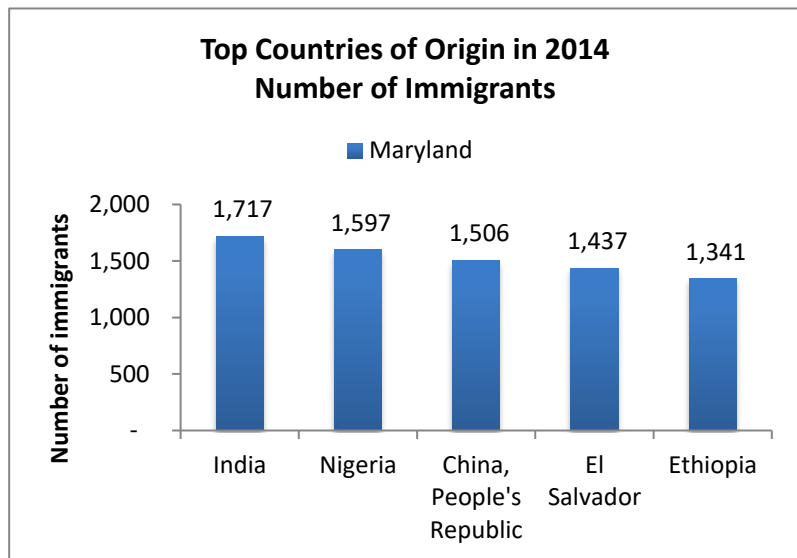
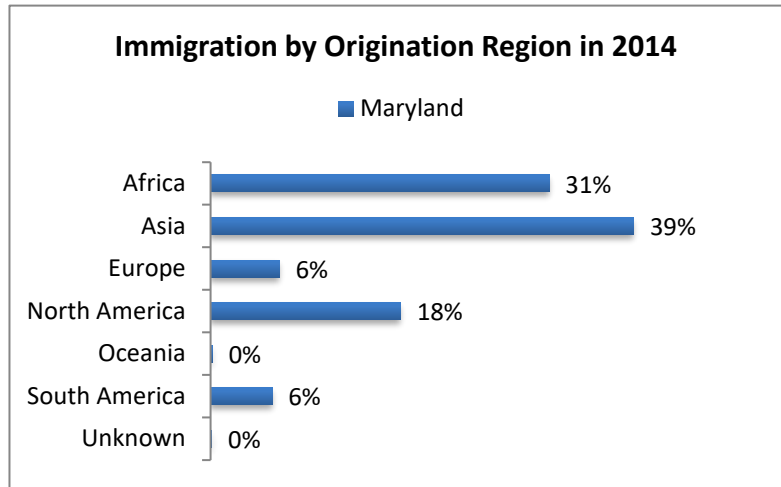


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	24,787
Africa	7,728
Asia	9,658
Europe	1,573
North America	4,341
Oceania	47
South America	1,408
Unknown	32
COUNTRY	
Total	24,787
India	1,717
Nigeria	1,597
China, People's Republic	1,506
El Salvador	1,437
Ethiopia	1,341
Cameroon	1,320
Philippines	1,014
Pakistan	813
Jamaica	710
Nepal	706
Ghana	579
Korea, South	574
Iran	417
Mexico	408
Vietnam	406
Sierra Leone	379
Dominican Republic	378
Burma	364
Afghanistan	346
Guatemala	325
Peru	322
Liberia	312
Colombia	279
Bangladesh	249
Haiti	239
United Kingdom	226



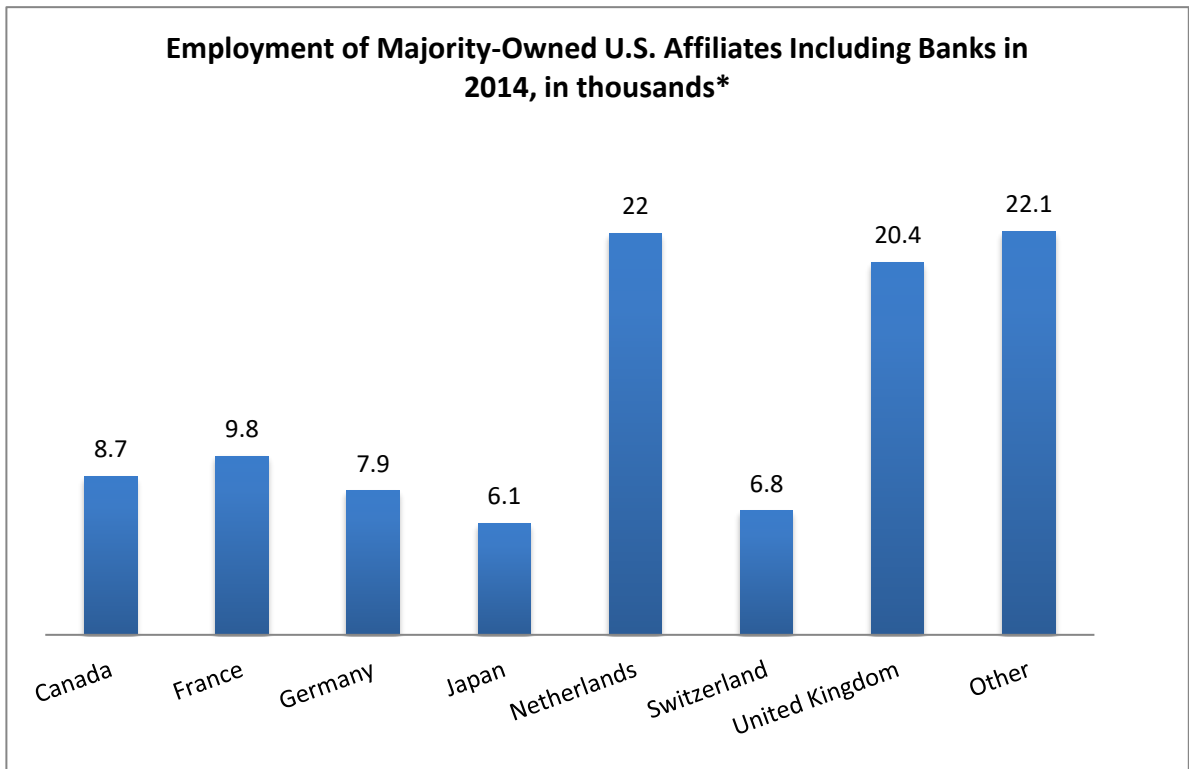
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 104



* 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	11,745	10,030		
Top 25	8,943	8,272	76.1	82.5
Canada	1,792	1,535	15.3	15.3
Saudi Arabia	858	788	7.3	7.9
United Kingdom	574	567	4.9	5.7
China	559	487	4.8	4.9
Mexico	345	442	2.9	4.4
Netherlands	331	437	2.8	4.4
Japan	465	398	4.0	4.0
Egypt	390	380	3.3	3.8
Germany	299	378	2.5	3.8
Belgium	465	341	4.0	3.4
Australia	335	248	2.9	2.5
India	291	235	2.5	2.3
France	277	227	2.4	2.3
Algeria	7	202	0.1	2.0
Korea, South	292	201	2.5	2.0
Brazil	308	190	2.6	1.9
United Arab Emirates	195	174	1.7	1.7
Singapore	189	156	1.6	1.6
Israel	51	145	0.4	1.4
Italy	240	138	2.0	1.4
Colombia	82	132	0.7	1.3
Kuwait	229	119	1.9	1.2
Taiwan	126	118	1.1	1.2
Pakistan	101	117	0.9	1.2
Chile	142	117	1.2	1.2

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	25,082	31,501		
Top 25	21,767	28,115	86.8	89.3
Germany	5,071	5,350	20.2	17.0
China	2,878	3,396	11.5	10.8
United Kingdom	1,300	2,962	5.2	9.4
Mexico	1,740	2,819	6.9	8.9
Japan	1,186	2,181	4.7	6.9
Canada	1,970	1,990	7.9	6.3
Thailand	683	1,004	2.7	3.2
Brazil	891	917	3.6	2.9
Sweden	447	833	1.8	2.6
Italy	585	700	2.3	2.2
Russia	559	570	2.2	1.8
India	559	538	2.2	1.7
South Africa	880	533	3.5	1.7
Belgium	246	507	1.0	1.6
France	472	485	1.9	1.5
Finland	259	482	1.0	1.5
Indonesia	374	451	1.5	1.4
Hungary	42	366	0.2	1.2
Malaysia	260	333	1.0	1.1
Austria	226	326	0.9	1.0
Vietnam	195	314	0.8	1.0
Turkey	158	291	0.6	0.9
Chile	360	283	1.4	0.9
Netherlands	250	241	1.0	0.8
Korea, South	176	241	0.7	0.8

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