

Business Data For Engaging in International Real Estate Transactions in Michigan



**National Association of REALTORS®
Research Division**

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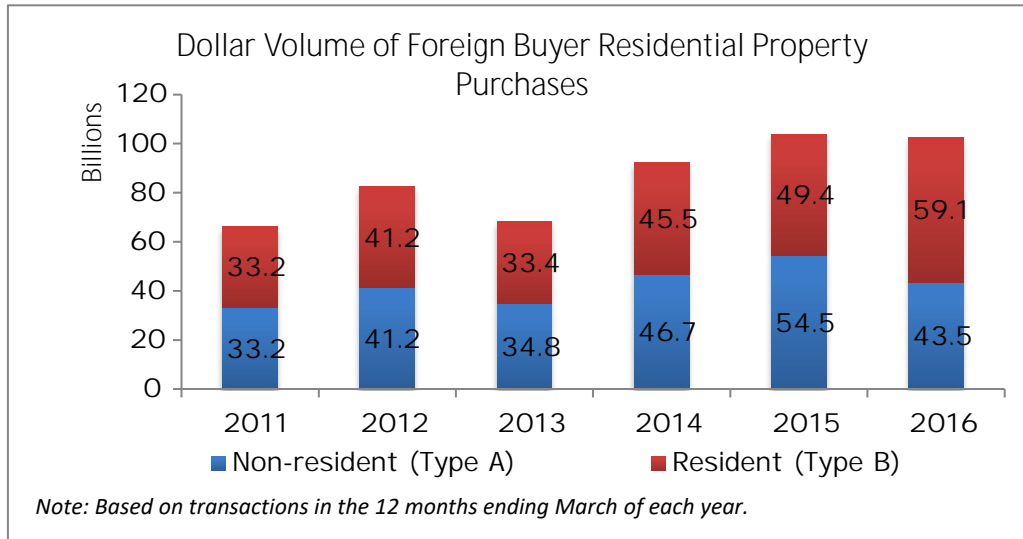
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Introduction

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

	Michigan	U.S.
Total Population, by Place of Birth	9,922,576	321,418,821
Native /1	9,270,486	278,128,449
Foreign-Born /2	652,090	43,290,372
Naturalized	342,465	20,697,103
Not a U.S. Citizen	309,625	22,593,269
Percent, Foreign-Born	7%	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

	Michigan	U.S.
Total Foreign-born Population, Excl. Born at Sea	652,090	43,289,646
Born in Europe	134,522	4,789,662
Born in Asia	330,523	13,249,179
Born in Africa	27,796	2,062,257
Born in Oceania	3,131	238,663
Born in Latin America	121,331	22,111,409
Born in Northern America	34,787	838,476

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

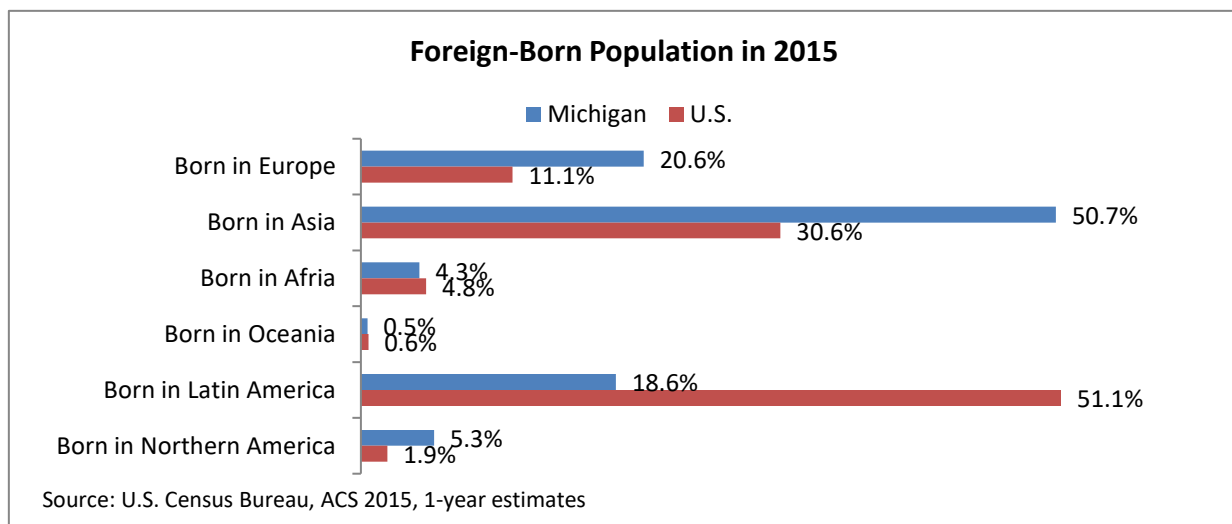


Table 3. Language Spoken at Home in 2015

	Michigan	U.S.
Population, 5 years and over	9,351,921	301,625,014
Speak English Only	8,465,951	236,908,935
Speak Language Other Than English	885,970	64,716,079
Spanish	274,413	40,045,795
Other Indo-European	273,029	11,137,271
Asian	153,782	10,501,131
Other Languages	184,746	3,031,882

As percent of Population, 5 years and over:

Speak English Only	90.5%	78.5%
Speak Language Other Than English	9.5%	21.5%
Speak Spanish Other Than English	2.9%	13.3%
Speak Other Indo-European Other Than English	2.9%	3.7%
Speak Asian Other than English	1.6%	3.5%
Speak Other Languages Other Than English	2.0%	1.0%

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

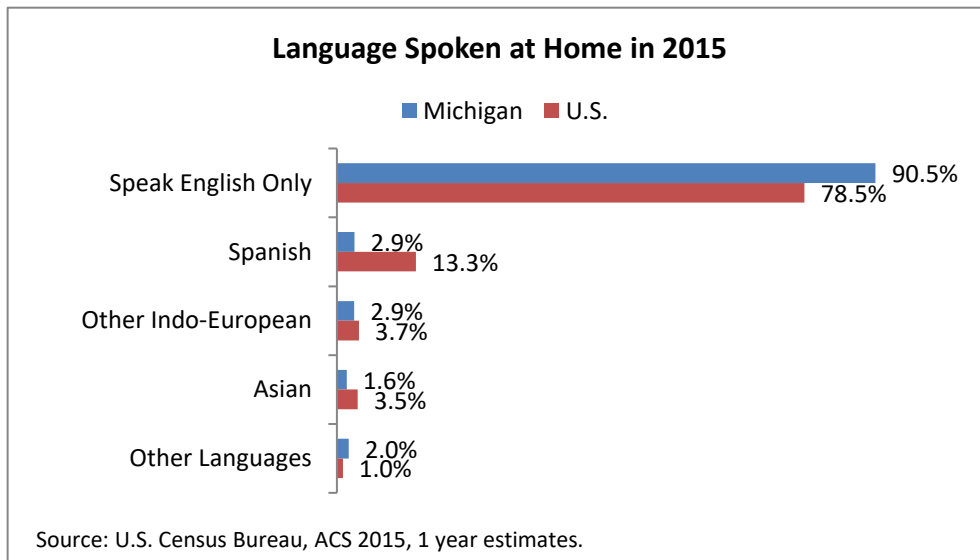


Table 4. Median Age (years) in 2010-2014

	Michigan	U.S.
Median Age		
Total Population	39.3	37.4
Native	39	35.9
Foreign-Born	42.4	42.6
Naturalized	50.1	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

	Michigan	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	16.1	18.3
Native	15.9	18.7
Foreign-Born	19.1	16.3
Naturalized	19.7	20.2
Not a U.S. Citizen	18.4	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	10.3	11.0
Native	9.5	10.9
Foreign-Born	19.3	11.7
Naturalized	19.9	13.9
Not a U.S. Citizen	18.6	9.6

#N/A - Data not available

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

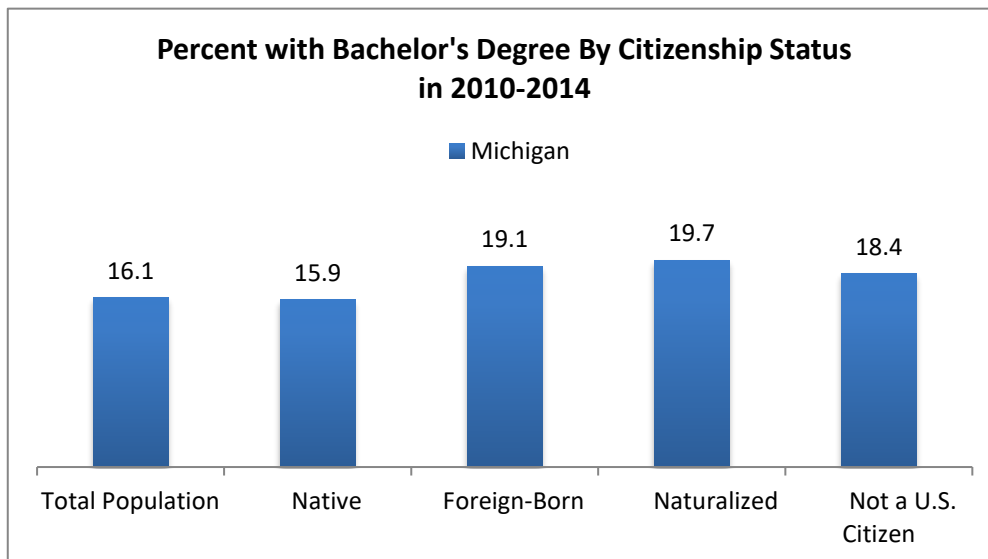


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
Michigan		
Total	71.5	49,087
Native	72.1	49,012
Foreign Born	63.0	50,235
Naturalized	77.0	55,134
Not a U.S. Citizen	43.4	43,869
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

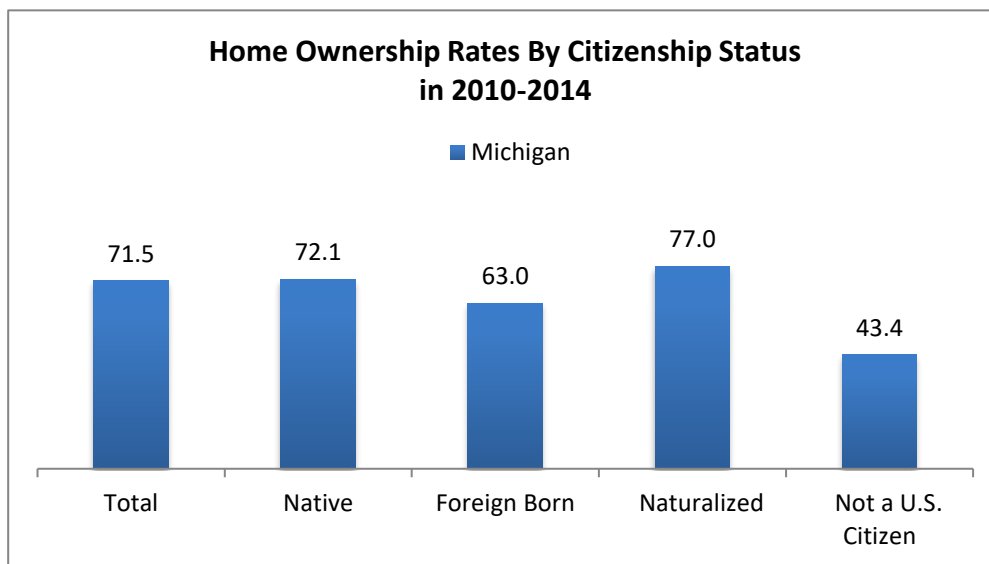
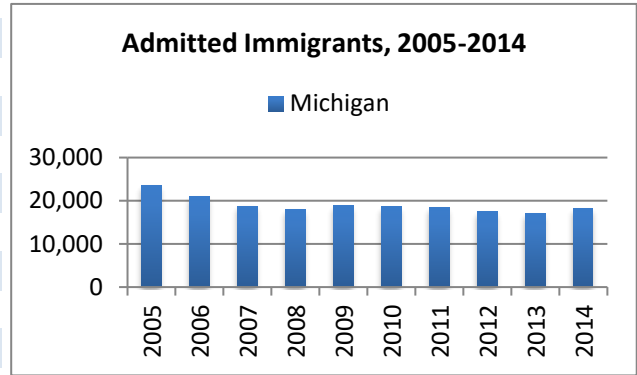


Table 7. Persons Obtaining Permanent Residence Status

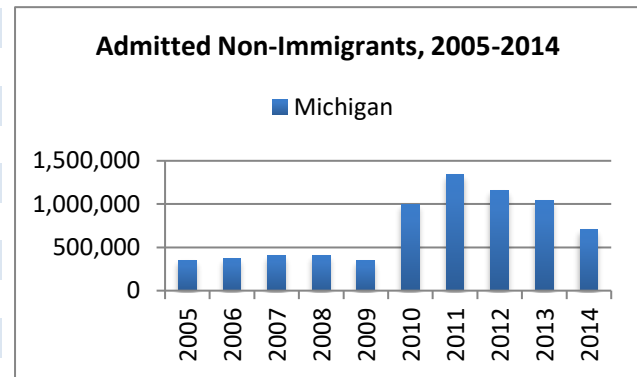
	Michigan	U.S.
2005	23,591	1,122,257
2006	20,907	1,266,129
2007	18,727	1,052,415
2008	17,947	1,107,126
2009	18,919	1,130,818
2010	18,579	1,042,625
2011	18,347	1,062,040
2012	17,494	1,031,631
2013	16,952	990,553
2014	18,185	1,016,518



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

Table 8. Non-immigrant Admissions

	Michigan	U.S.
2005	353,534	32,003,435
2006	373,108	33,667,328
2007	406,377	37,149,651
2008	405,047	39,381,928
2009	342,745	36,231,554
2010	999,172	46,471,516
2011	1,338,947	46,471,516
2012	1,158,744	53,887,286
2013	1,040,327	61,052,260
2014	701,387	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	153,011	206,284	210,973	204,464	187,570
Business Traveler, Other /2	143,493	178,411	192,729	253,280	270,038
Students and exchange visitors/3	157,678	204,550	162,520	135,086	74,359
Temporary workers and families/4	536,452	739,786	585,640	439,146	157,408
Diplomats/other representatives/5	2,923	3,745	2,888	2,050	1,639
All other classes	1,654	1,618	1,481	4,982	9,977
Unknown	3,961	4,553	2,513	1,319	396
Michigan	999,172	1,338,947	1,158,744	1,040,327	701,387
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.

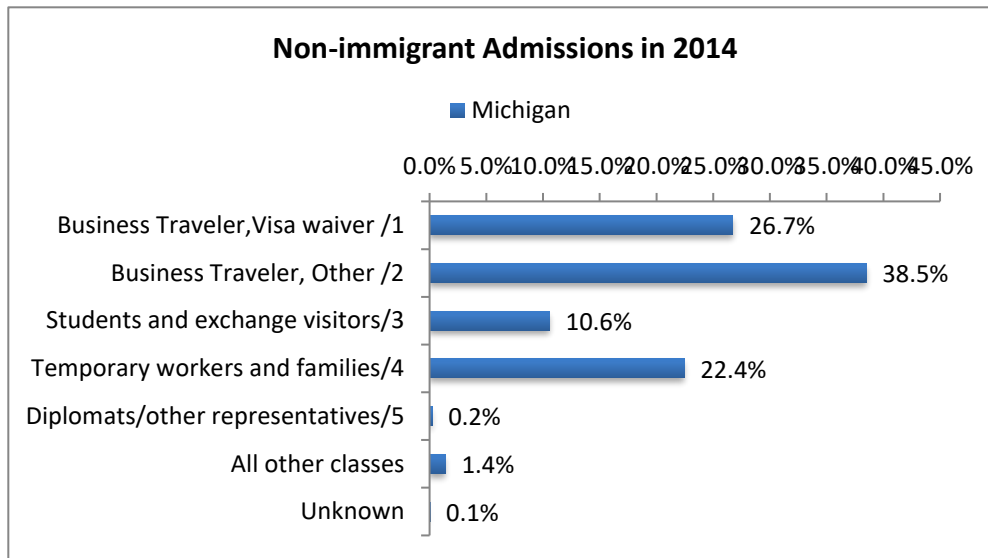
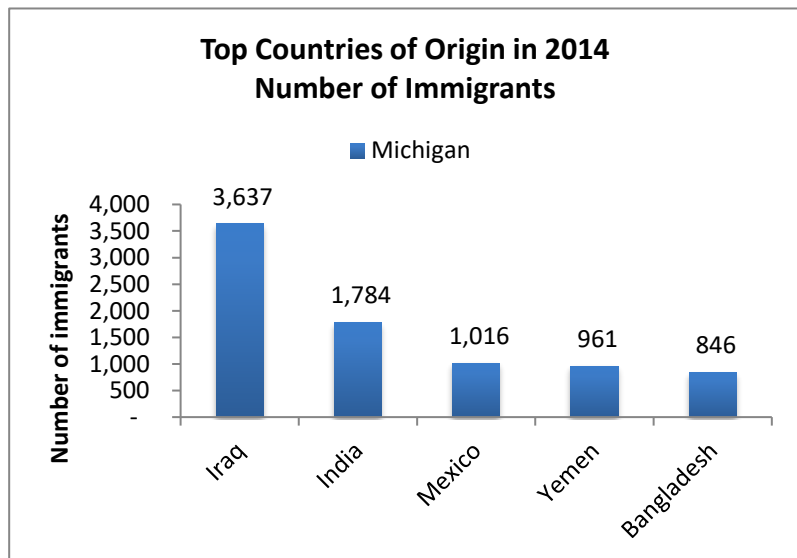
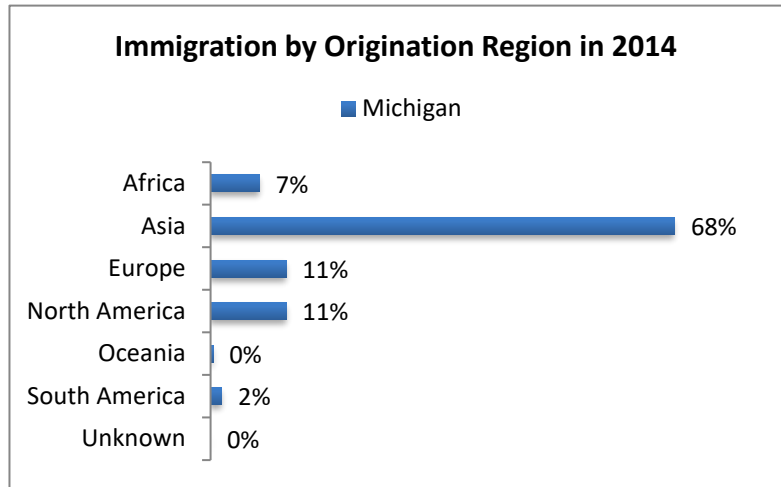


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	18,185
Africa	1,316
Asia	12,431
Europe	2,025
North America	2,029
Oceania	69
South America	305
Unknown	10
COUNTRY	
Total	18,185
Iraq	3,637
India	1,784
Mexico	1,016
Yemen	961
Bangladesh	846
China, People's Republic	782
Lebanon	774
Philippines	462
Canada	451
Pakistan	444
Albania	430
Burma	366
Vietnam	326
Korea, South	301
Ukraine	242
Jordan	223
Syria	218
Nigeria	204
United Kingdom	197
Nepal	174
Germany	172
Egypt	165
Bhutan	156
Romania	142
Japan	135
Cuba	129



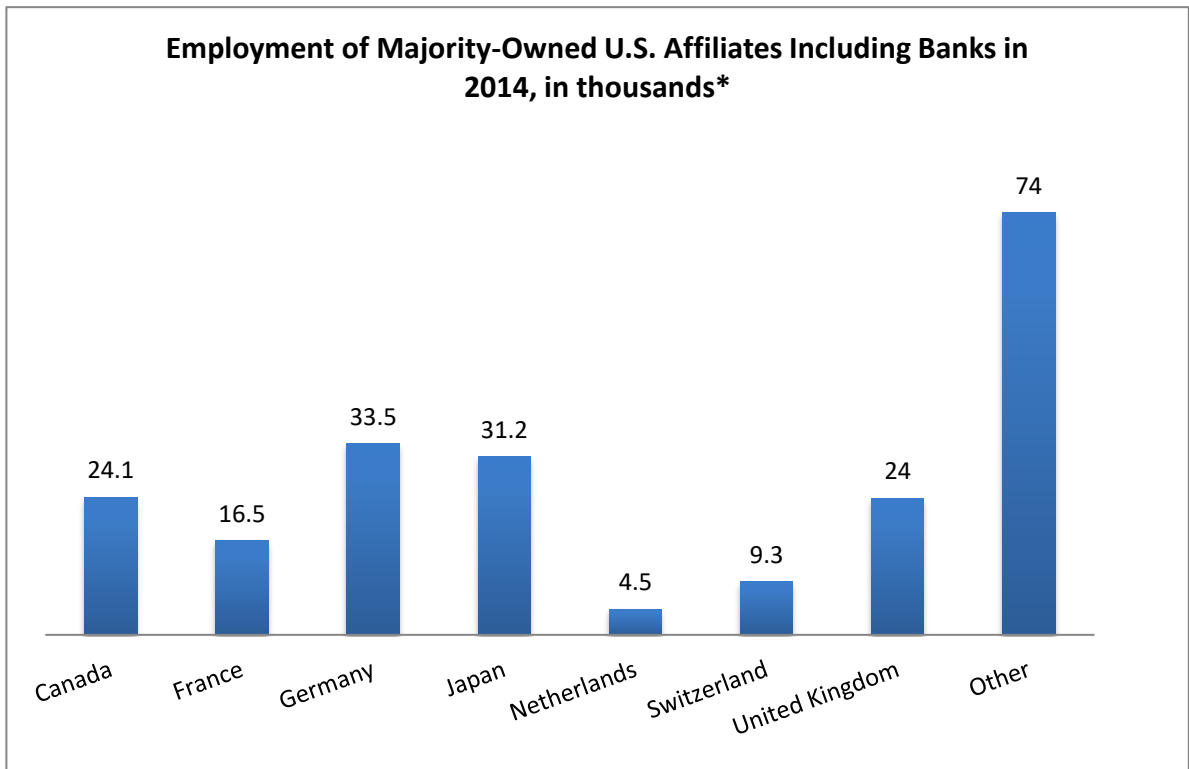
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 217



* 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	57,051	53,171		
Top 25	52,703	50,433	92.4	94.9
Canada	25,486	23,356	44.7	43.9
Mexico	10,464	11,138	18.3	20.9
China	3,267	3,213	5.7	6.0
Germany	1,985	1,920	3.5	3.6
Japan	1,374	1,218	2.4	2.3
Korea, South	939	1,070	1.6	2.0
Italy	359	1,058	0.6	2.0
Australia	879	889	1.5	1.7
Brazil	693	822	1.2	1.5
United Kingdom	709	777	1.2	1.5
Belgium	712	687	1.2	1.3
United Arab Emirates	753	464	1.3	0.9
France	632	458	1.1	0.9
Thailand	301	392	0.5	0.7
Saudi Arabia	1,793	379	3.1	0.7
Netherlands	333	335	0.6	0.6
Spain	150	331	0.3	0.6
India	220	315	0.4	0.6
Argentina	135	280	0.2	0.5
South Africa	213	251	0.4	0.5
Taiwan	185	250	0.3	0.5
Chile	331	247	0.6	0.5
Switzerland	230	201	0.4	0.4
Hong Kong	229	200	0.4	0.4
Singapore	330	183	0.6	0.3

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	116,220	124,088		
Top 25	113,628	121,226	97.8	97.7
Canada	49,527	45,703	42.6	36.8
Mexico	38,142	43,871	32.8	35.4
China	6,753	9,180	5.8	7.4
Germany	3,832	4,417	3.3	3.6
Italy	932	3,437	0.8	2.8
Japan	5,062	2,914	4.4	2.3
Korea, South	1,881	2,596	1.6	2.1
Spain	248	1,151	0.2	0.9
India	936	935	0.8	0.8
Taiwan	648	860	0.6	0.7
Thailand	664	743	0.6	0.6
United Kingdom	749	717	0.6	0.6
Malaysia	286	558	0.2	0.4
France	467	509	0.4	0.4
Brazil	661	492	0.6	0.4
Turkey	630	490	0.5	0.4
Sweden	402	393	0.3	0.3
Israel	405	377	0.3	0.3
Austria	366	368	0.3	0.3
Vietnam	103	351	0.1	0.3
Australia	189	288	0.2	0.2
Netherlands	203	230	0.2	0.2
Poland	129	216	0.1	0.2
Hungary	236	215	0.2	0.2
Switzerland	175	215	0.2	0.2

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