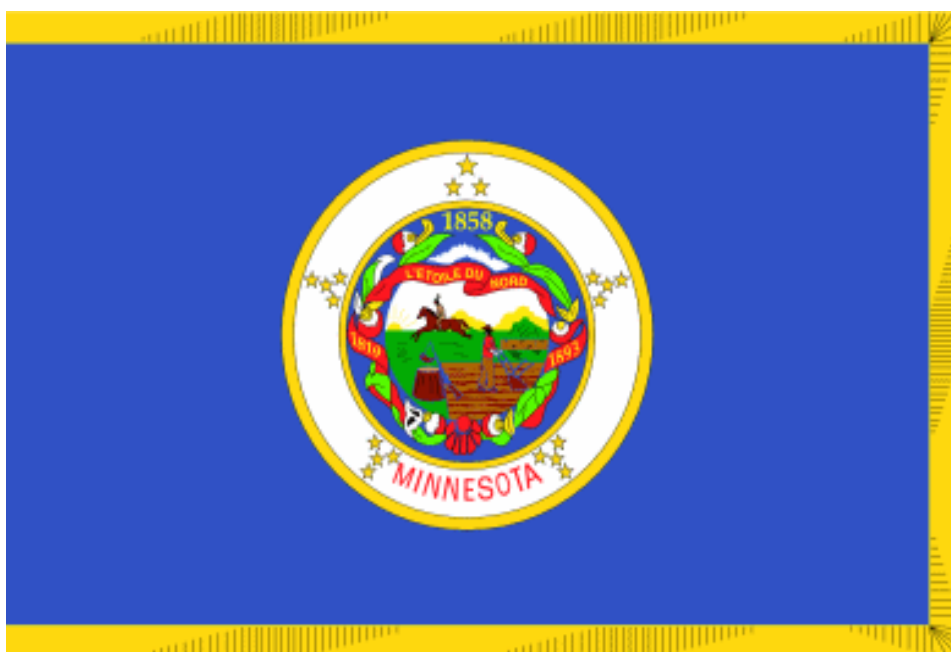


# **Business Data For Engaging in International Real Estate Transactions in Minnesota**



**National Association of REALTORS®  
Research Division**

**November 2016**



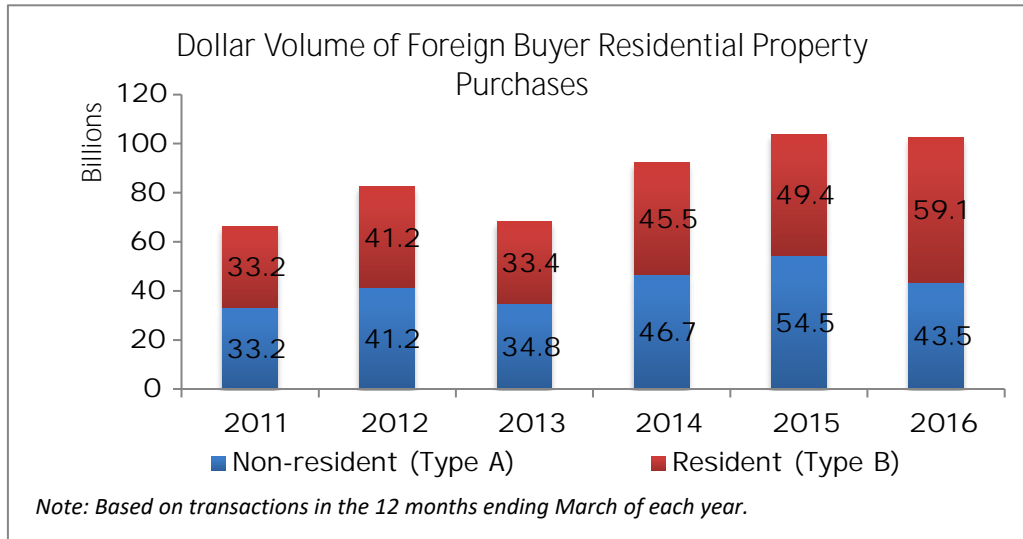
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## Introduction

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**

	Minnesota	U.S.
Total Population, by Place of Birth	5,489,594	321,418,821
Native /1	5,032,409	278,128,449
Foreign-Born /2	457,185	43,290,372
Naturalized	224,718	20,697,103
Not a U.S. Citizen	232,467	22,593,269
Percent, Foreign-Born	8%	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.

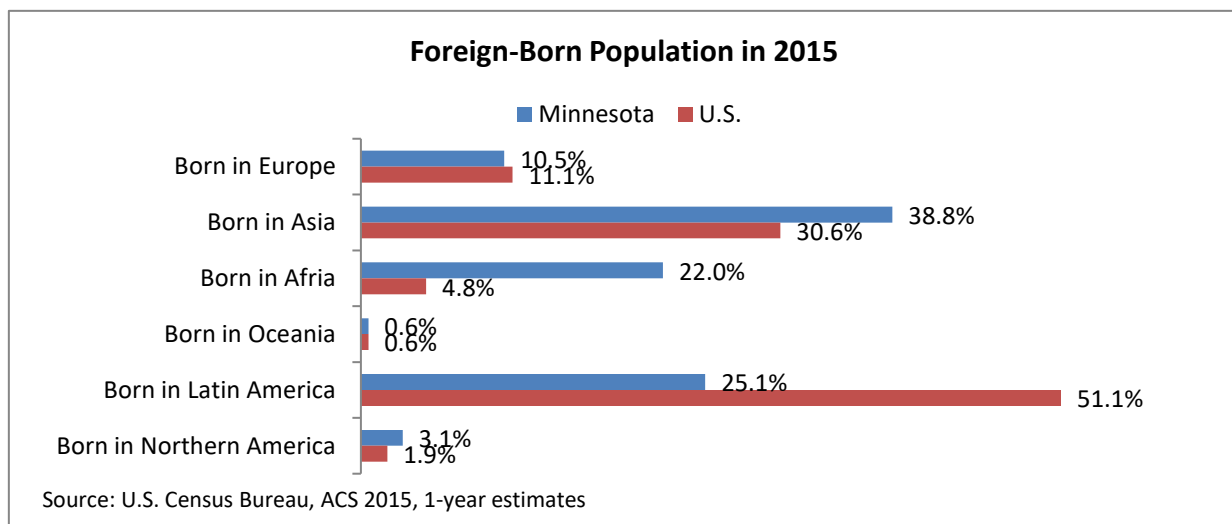
/2 The U.S. Census Bureau uses the term foreign born to refer to anyone who is not a U.S. citizen at birth, naturalized U.S. citizens, lawful permanent residents (immigrants) present in the U.S., temporary migrants such as foreign students), humanitarian migrants (such as refugees and asylees), and persons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

	Minnesota	U.S.
Total Foreign-born Population, Excl. Born at Sea	457,185	43,289,646
Born in Europe	47,829	4,789,662
Born in Asia	177,257	13,249,179
Born in Africa	100,742	2,062,257
Born in Oceania	2,561	238,663
Born in Latin America	114,833	22,111,409
Born in Northern America	13,963	838,476

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



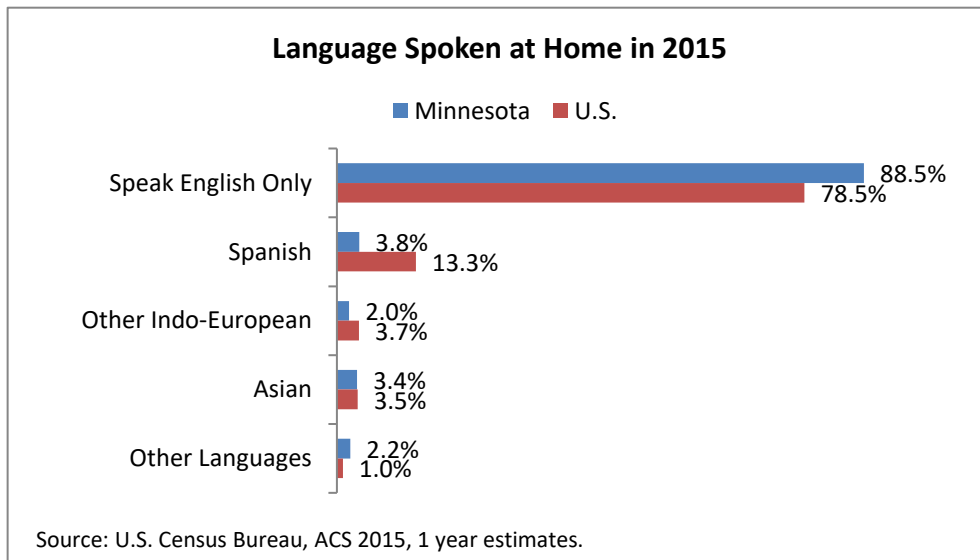
**Table 3. Language Spoken at Home in 2015**

	<b>Minnesota</b>	<b>U.S.</b>
Population, 5 years and over	5,138,667	301,625,014
Speak English Only	4,550,270	236,908,935
Speak Language Other Than English	588,397	64,716,079
Spanish	193,630	40,045,795
Other Indo-European	104,916	11,137,271
Asian	174,668	10,501,131
Other Languages	115,183	3,031,882

As percent of Population, 5 years and over:

Speak English Only	88.5%	78.5%
Speak Language Other Than English	11.5%	21.5%
Speak Spanish Other Than English	3.8%	13.3%
Speak Other Indo-European Other Than English	2.0%	3.7%
Speak Asian Other than English	3.4%	3.5%
Speak Other Languages Other Than English	2.2%	1.0%

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



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

	Minnesota	U.S.
<b>Median Age</b>		
Total Population	37.6	37.4
Native	37.8	35.9
Foreign-Born	36.7	42.6
Naturalized	42.3	50.2
Not a U.S. Citizen	32.7	36.8

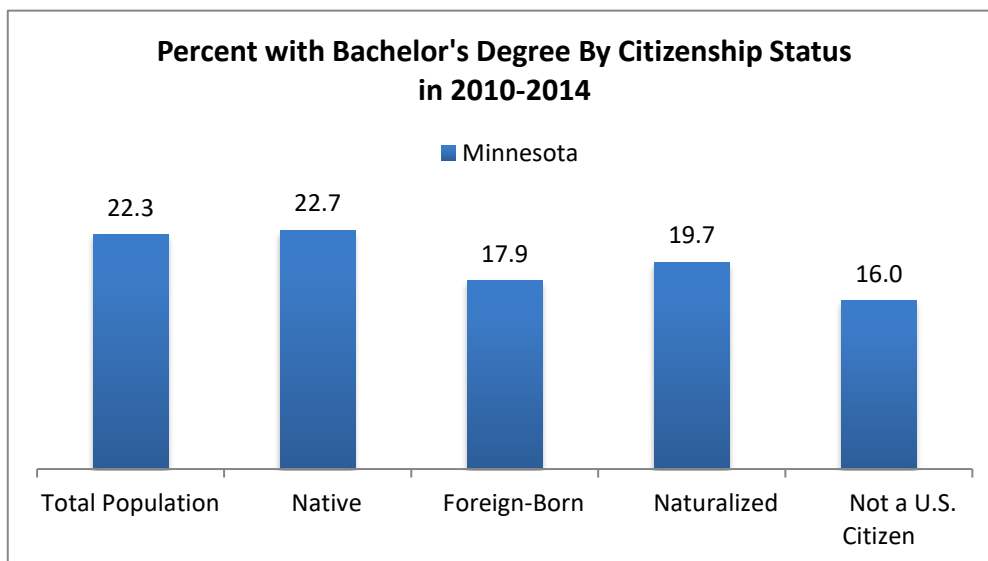
Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

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

	Minnesota	U.S.
<b>Percent With Bachelor's Degree</b>		
Total Population, 25 years and over	22.3	18.3
Native	22.7	18.7
Foreign-Born	17.9	16.3
Naturalized	19.7	20.2
Not a U.S. Citizen	16.0	12.5
<b>Percent With Graduate or Professional Degree</b>		
Total Population, 25 years and over	10.9	11.0
Native	10.5	10.9
Foreign-Born	14.6	11.7
Naturalized	14.9	13.9
Not a U.S. Citizen	14.4	9.6

#N/A - Data not available

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

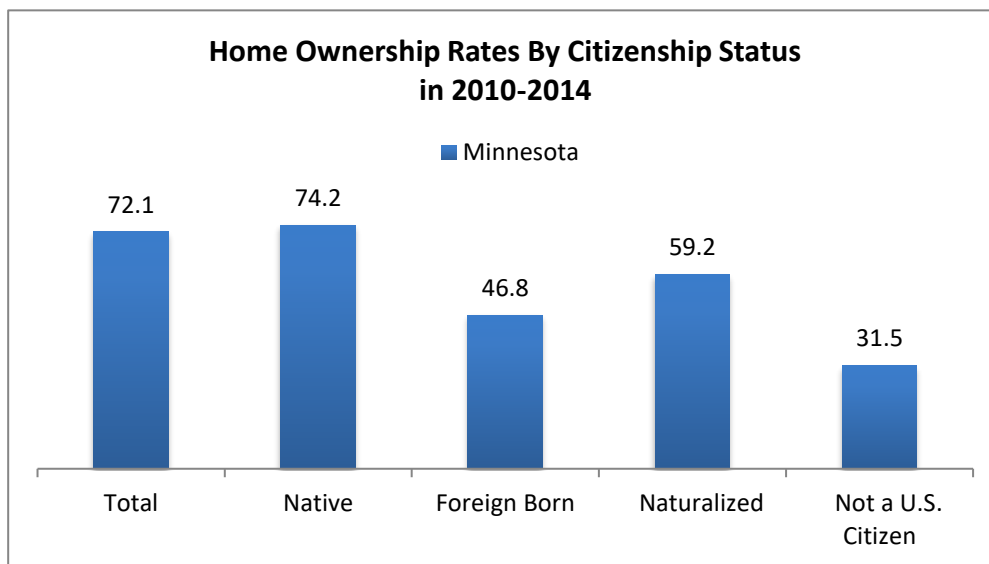


**Table 6. Home Ownership and Median Household Income in 2010-2014**

	Home Ownership Rate (in %)	Median HH Income (in \$)
<b>Minnesota</b>		
Total	72.1	60,828
Native	74.2	61,713
Foreign Born	46.8	48,699
Naturalized	59.2	53,926
Not a U.S. Citizen	31.5	43,998
<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

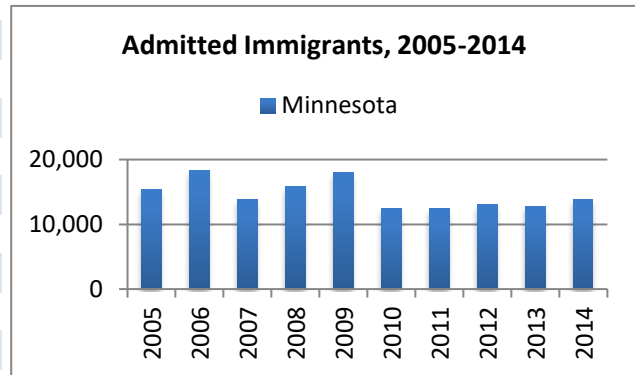
#N/A - Data not available

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



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

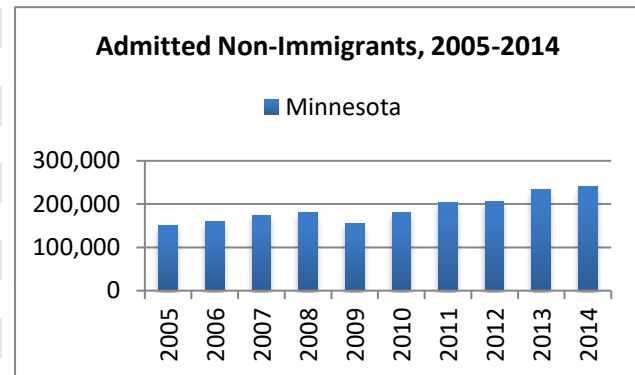
	Minnesota	U.S.
2005	15,449	1,122,257
2006	18,249	1,266,129
2007	13,814	1,052,415
2008	15,832	1,107,126
2009	18,020	1,130,818
2010	12,408	1,042,625
2011	12,389	1,062,040
2012	12,999	1,031,631
2013	12,781	990,553
2014	13,764	1,016,518



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

**Table 8. Non-immigrant Admissions**

	Minnesota	U.S.
2005	149,451	32,003,435
2006	158,805	33,667,328
2007	174,279	37,149,651
2008	181,017	39,381,928
2009	155,386	36,231,554
2010	180,794	46,471,516
2011	202,958	46,471,516
2012	205,661	53,887,286
2013	232,836	61,052,260
2014	240,597	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	72,994	81,943	83,034	84,770	77,826
Business Traveler, Other /2	63,873	72,915	75,170	100,279	112,858
Students and exchange visitors/3	22,051	24,326	24,221	22,793	22,146
Temporary workers and families/4	19,672	21,930	21,563	22,578	24,169
Diplomats/other representatives/5	479	463	446	456	603
All other classes	789	746	711	1,648	2,827
Unknown	936	635	516	312	168
<b>Minnesota</b>	<b>180,794</b>	<b>202,958</b>	<b>205,661</b>	<b>232,836</b>	<b>240,597</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).

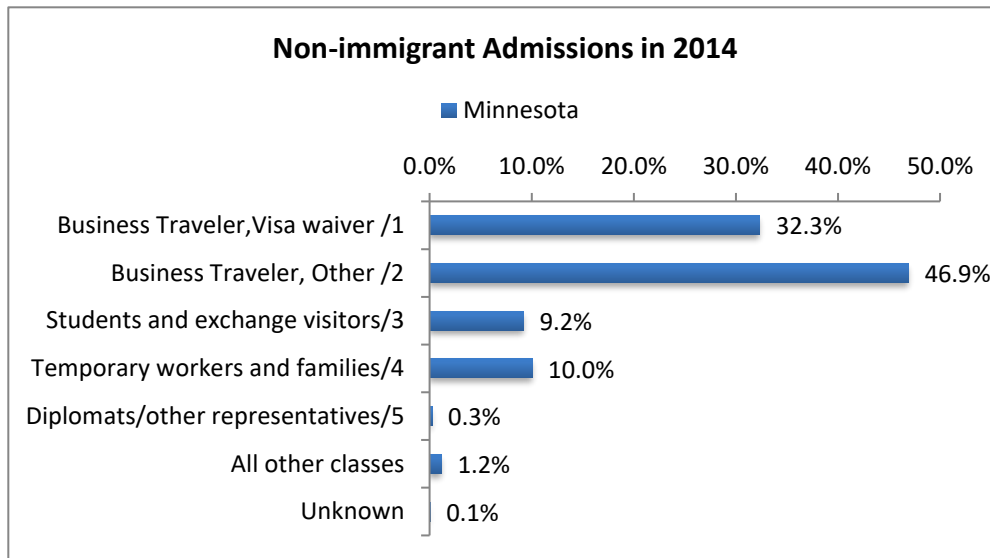
<sup>5</sup> Includes principals, spouses, and children (A, G, N admissions).

Notes:

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

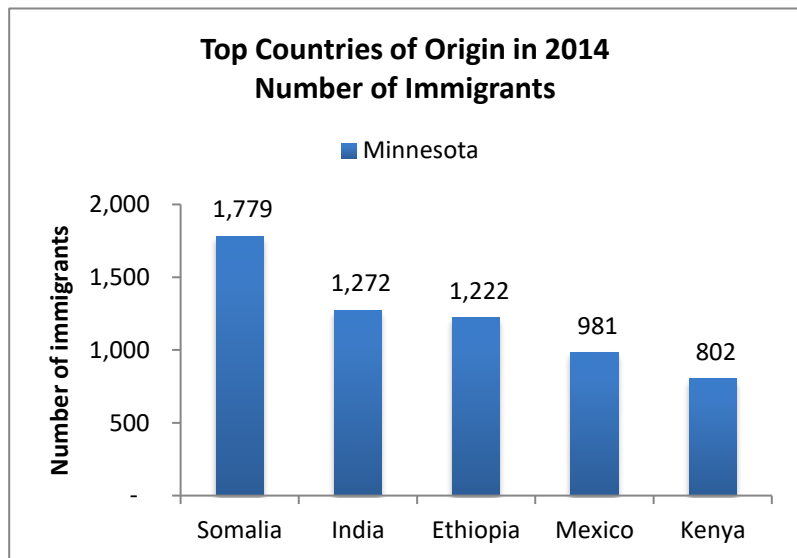
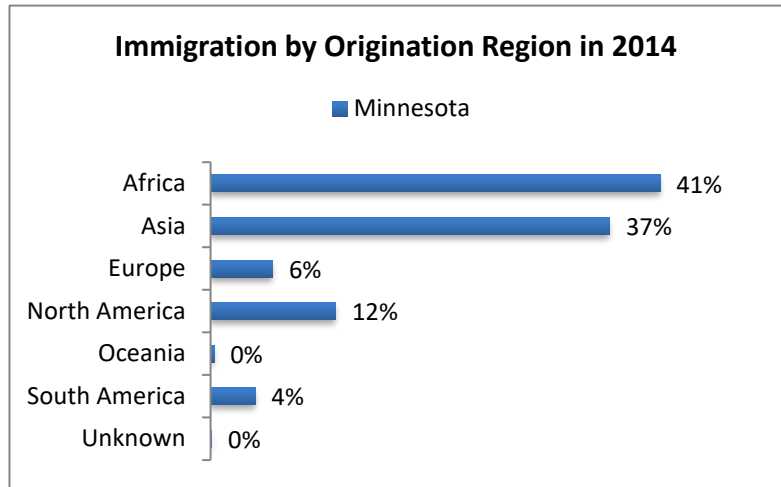
The majority of short-term admissions from Canada and Mexico are excluded.

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	13,764
Africa	5,696
Asia	5,059
Europe	789
North America	1,588
Oceania	46
South America	568
Unknown	18
COUNTRY	
Total	13,764
Somalia	1,779
India	1,272
Ethiopia	1,222
Mexico	981
Kenya	802
China, People's Republic	513
Vietnam	508
Liberia	506
Burma	464
Thailand	379
Philippines	292
Nigeria	288
Iraq	218
Ecuador	206
Nepal	161
Canada	153
Cameroon	151
Pakistan	150
Laos	147
Cambodia	124
Ghana	120
United Kingdom	120
El Salvador	112
Korea, South	108
Russia	99
Bhutan	96



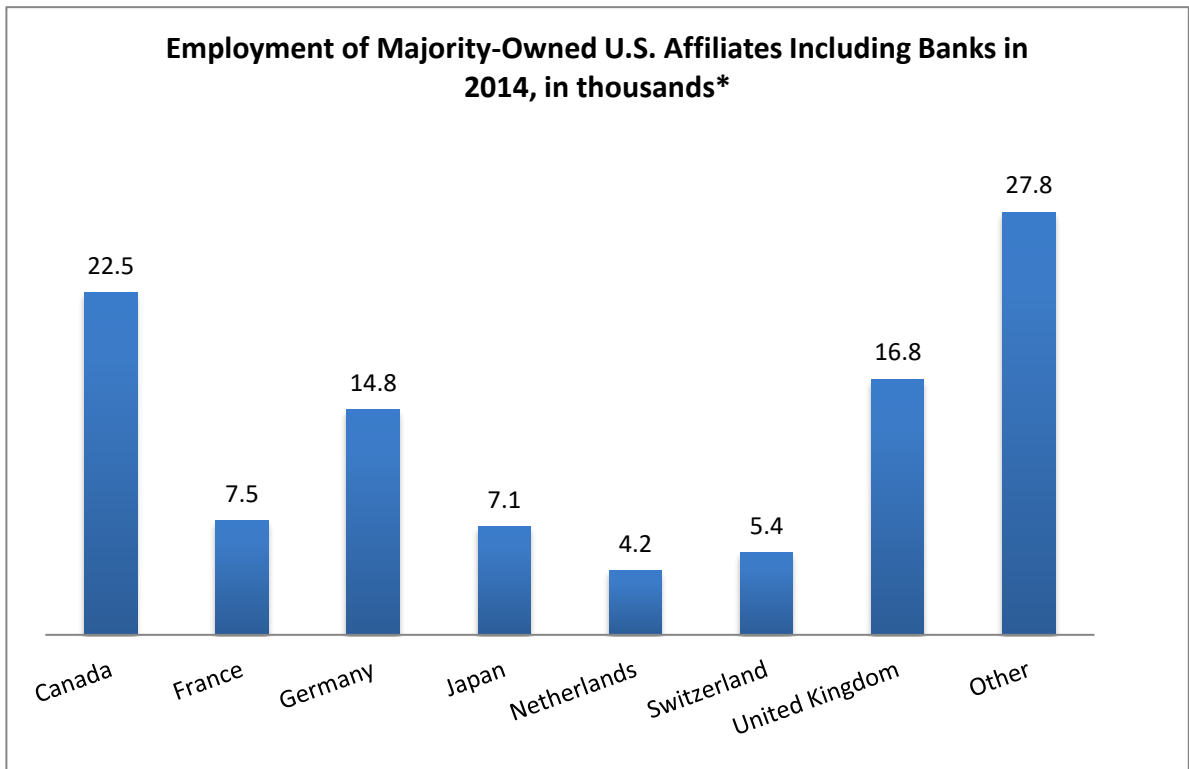
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 106



\* 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	20,827	19,988		
Top 25	18,559	17,820	89.1	89.1
Canada	6,287	4,424	30.2	22.1
Mexico	1,296	2,381	6.2	11.9
China	2,028	1,804	9.7	9.0
Japan	1,180	1,116	5.7	5.6
Germany	728	837	3.5	4.2
Belgium	641	824	3.1	4.1
Korea, South	707	770	3.4	3.9
United Kingdom	511	534	2.5	2.7
Singapore	484	512	2.3	2.6
Philippines	496	472	2.4	2.4
Australia	479	456	2.3	2.3
Taiwan	489	420	2.4	2.1
Hong Kong	450	398	2.2	2.0
Ireland	336	390	1.6	2.0
Netherlands	444	343	2.1	1.7
France	353	337	1.7	1.7
Brazil	340	280	1.6	1.4
Thailand	273	256	1.3	1.3
India	204	215	1.0	1.1
Switzerland	159	210	0.8	1.0
Italy	243	206	1.2	1.0
Indonesia	84	169	0.4	0.8
Saudi Arabia	94	162	0.5	0.8
Malaysia	149	157	0.7	0.8
New Zealand	103	148	0.5	0.7

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	32,871	28,576		
Top 25	31,541	27,205	96.0	95.2
China	10,315	9,987	31.4	34.9
Canada	13,228	8,679	40.2	30.4
Mexico	2,119	2,002	6.4	7.0
Germany	851	946	2.6	3.3
Ireland	912	816	2.8	2.9
Taiwan	611	689	1.9	2.4
Brazil	353	635	1.1	2.2
Japan	505	397	1.5	1.4
Italy	384	391	1.2	1.4
United Kingdom	368	358	1.1	1.3
France	198	315	0.6	1.1
Malaysia	209	243	0.6	0.8
India	206	215	0.6	0.8
Korea, South	176	183	0.5	0.6
Switzerland	172	170	0.5	0.6
Costa Rica	65	155	0.2	0.5
Thailand	158	152	0.5	0.5
Vietnam	92	145	0.3	0.5
Denmark	87	126	0.3	0.4
Israel	126	110	0.4	0.4
Turkey	38	103	0.1	0.4
Sweden	166	100	0.5	0.3
Trinidad and Tobago	0	97	0.0	0.3
Peru	62	96	0.2	0.3
Netherlands	142	95	0.4	0.3

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