

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



**National Association of REALTORS®  
Research Division**

**November 2016**



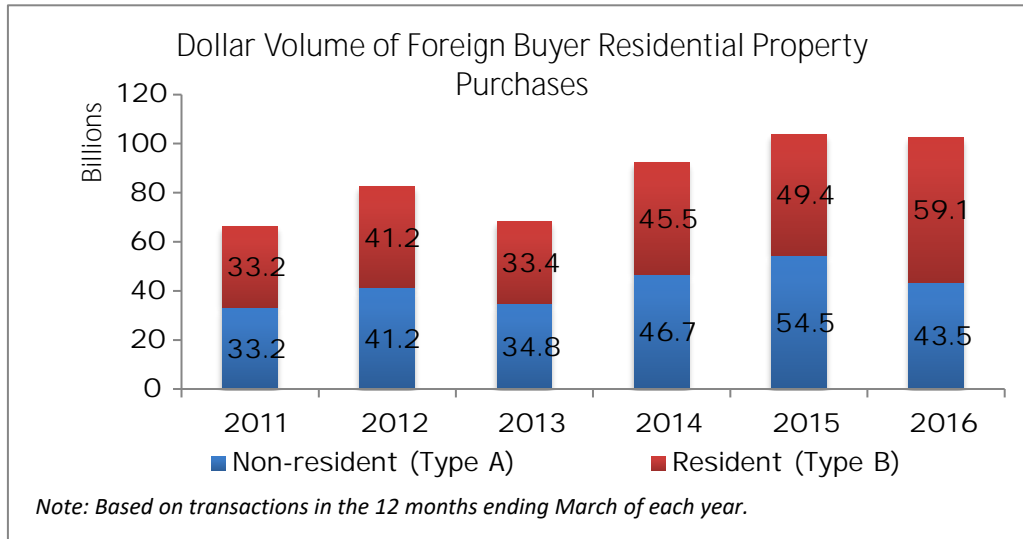
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## Introduction

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**

	Missouri	U.S.
Total Population, by Place of Birth	6,083,672	321,418,821
Native /1	5,840,911	278,128,449
Foreign-Born /2	242,761	43,290,372
Naturalized	107,781	20,697,103
Not a U.S. Citizen	134,980	22,593,269
Percent, Foreign-Born	4%	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.

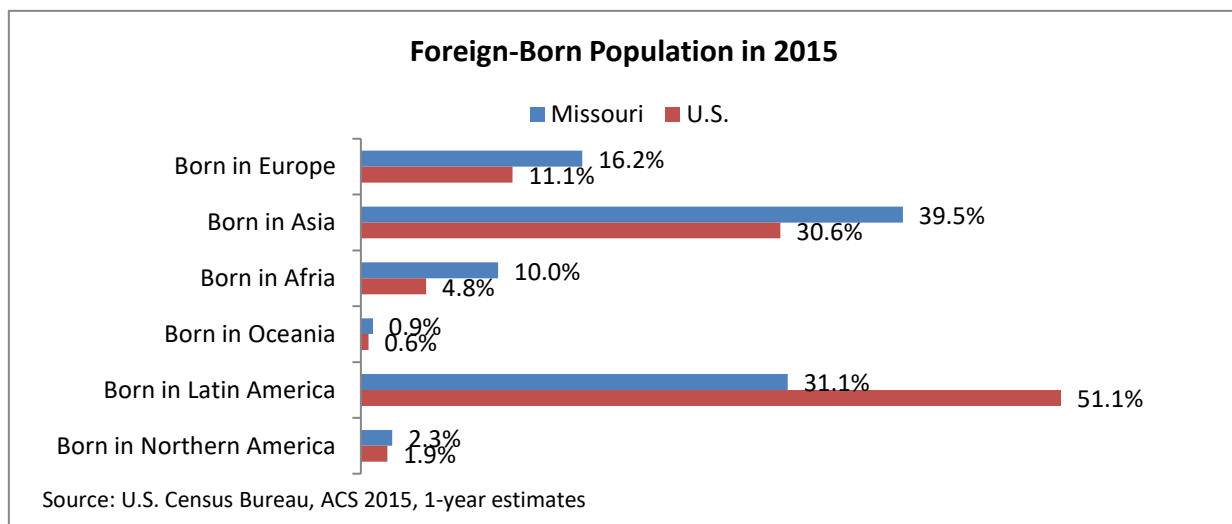
/2 The U.S. Census Bureau uses the term foreign born to refer to anyone who is not a U.S. citizen at birth, naturalized U.S. citizens, lawful permanent residents (immigrants) present in the U.S., temporary migrants such as foreign students), humanitarian migrants (such as refugees and asylees), and persons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

	Missouri	U.S.
Total Foreign-born Population, Excl. Born at Sea	242,761	43,289,646
Born in Europe	39,219	4,789,662
Born in Asia	95,962	13,249,179
Born in Africa	24,321	2,062,257
Born in Oceania	2,124	238,663
Born in Latin America	75,563	22,111,409
Born in Northern America	5,572	838,476

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



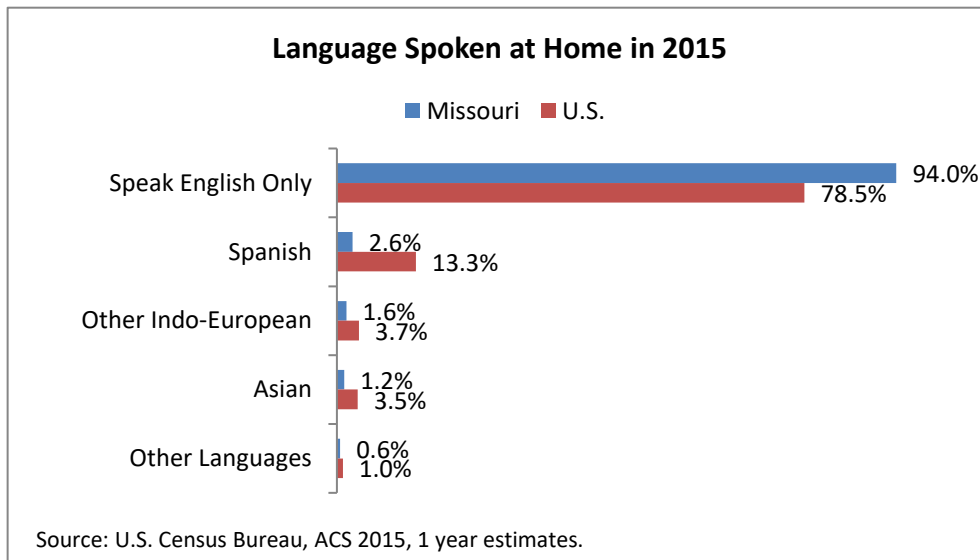
**Table 3. Language Spoken at Home in 2015**

	<b>Missouri</b>	<b>U.S.</b>
Population, 5 years and over	5,709,302	301,625,014
Speak English Only	5,367,479	236,908,935
Speak Language Other Than English	341,823	64,716,079
Spanish	149,022	40,045,795
Other Indo-European	92,136	11,137,271
Asian	69,052	10,501,131
Other Languages	31,613	3,031,882

As percent of Population, 5 years and over:

Speak English Only	94.0%	78.5%
Speak Language Other Than English	6.0%	21.5%
Speak Spanish Other Than English	2.6%	13.3%
Speak Other Indo-European Other Than English	1.6%	3.7%
Speak Asian Other than English	1.2%	3.5%
Speak Other Languages Other Than English	0.6%	1.0%

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



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

	Missouri	U.S.
<b>Median Age</b>		
Total Population	38.1	37.4
Native	38.1	35.9
Foreign-Born	38.2	42.6
Naturalized	46.5	50.2
Not a U.S. Citizen	33.5	36.8

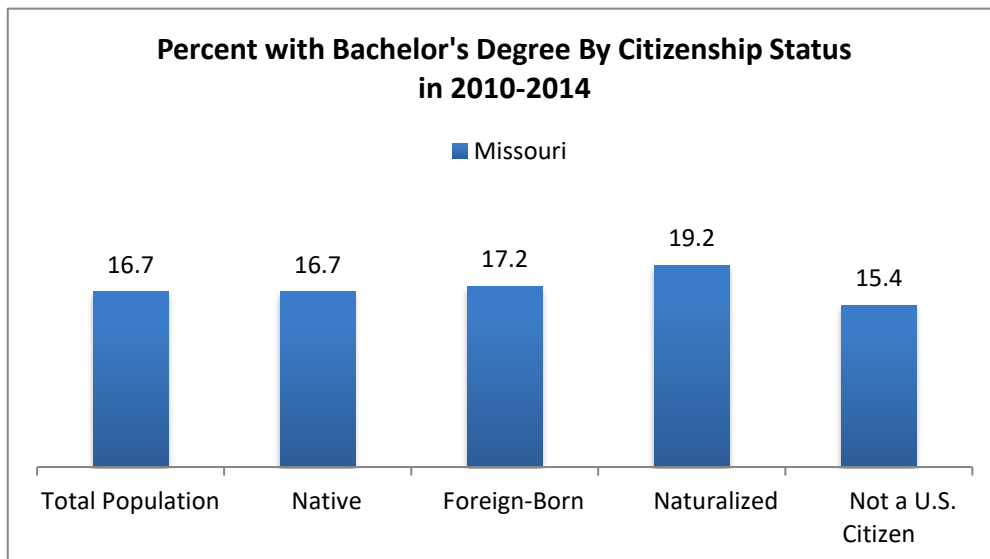
Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

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

	Missouri	U.S.
<b>Percent With Bachelor's Degree</b>		
Total Population, 25 years and over	16.7	18.3
Native	16.7	18.7
Foreign-Born	17.2	16.3
Naturalized	19.2	20.2
Not a U.S. Citizen	15.4	12.5
<b>Percent With Graduate or Professional Degree</b>		
Total Population, 25 years and over	10.0	11.0
Native	9.6	10.9
Foreign-Born	18.2	11.7
Naturalized	19.1	13.9
Not a U.S. Citizen	17.4	9.6

#N/A - Data not available

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

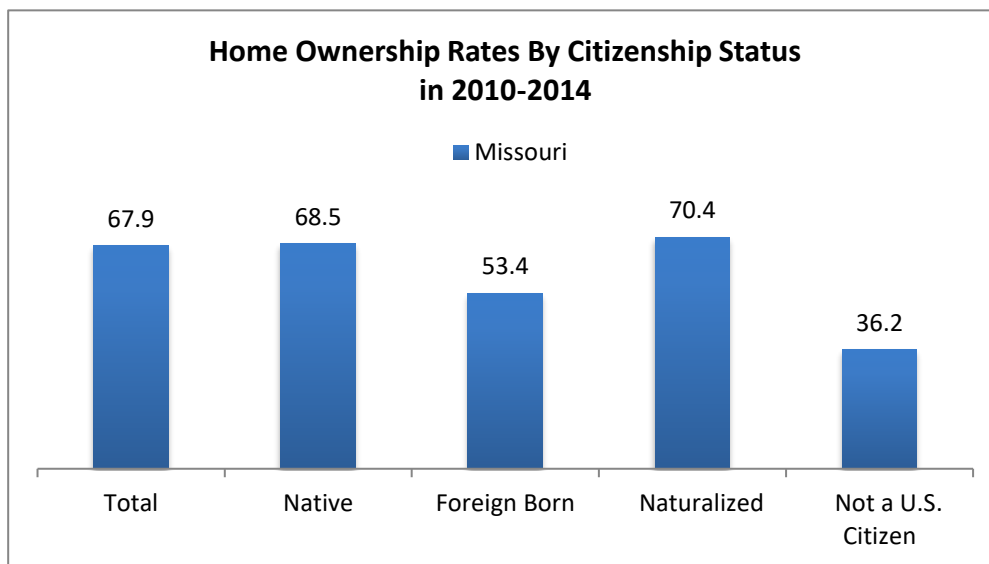


**Table 6. Home Ownership and Median Household Income in 2010-2014**

	Home Ownership Rate (in %)	Median HH Income (in \$)
<b>Missouri</b>		
Total	67.9	47,764
Native	68.5	47,890
Foreign Born	53.4	44,941
Naturalized	70.4	53,765
Not a U.S. Citizen	36.2	37,752
<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

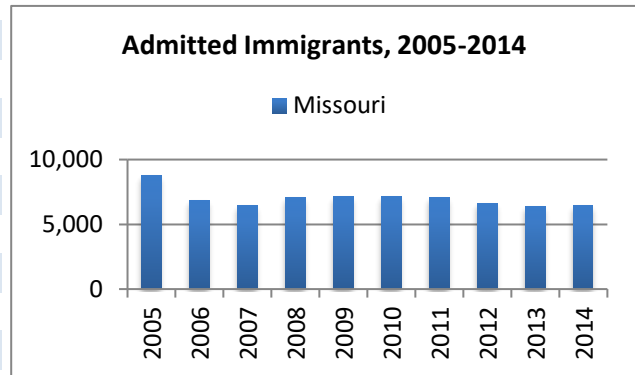
#N/A - Data not available

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



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

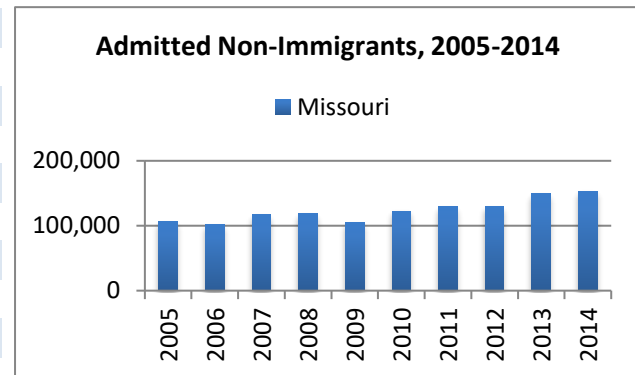
	Missouri	U.S.
2005	8,742	1,122,257
2006	6,852	1,266,129
2007	6,459	1,052,415
2008	7,078	1,107,126
2009	7,142	1,130,818
2010	7,151	1,042,625
2011	7,048	1,062,040
2012	6,635	1,031,631
2013	6,345	990,553
2014	6,419	1,016,518



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

**Table 8. Non-immigrant Admissions**

	Missouri	U.S.
2005	106,655	32,003,435
2006	101,566	33,667,328
2007	117,467	37,149,651
2008	118,427	39,381,928
2009	104,332	36,231,554
2010	122,628	46,471,516
2011	128,921	46,471,516
2012	130,308	53,887,286
2013	149,231	61,052,260
2014	153,062	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	36,223	35,793	35,064	38,201	39,128
Business Traveler, Other /2	49,291	55,827	58,654	73,022	72,403
Students and exchange visitors/3	22,258	22,758	22,284	23,475	24,709
Temporary workers and families/4	12,796	12,868	12,579	13,012	14,967
Diplomats/other representatives/5	867	836	1,042	910	1,228
All other classes	606	480	406	440	589
Unknown	587	359	279	171	38
<b>Missouri</b>	<b>122,628</b>	<b>128,921</b>	<b>130,308</b>	<b>149,231</b>	<b>153,062</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).

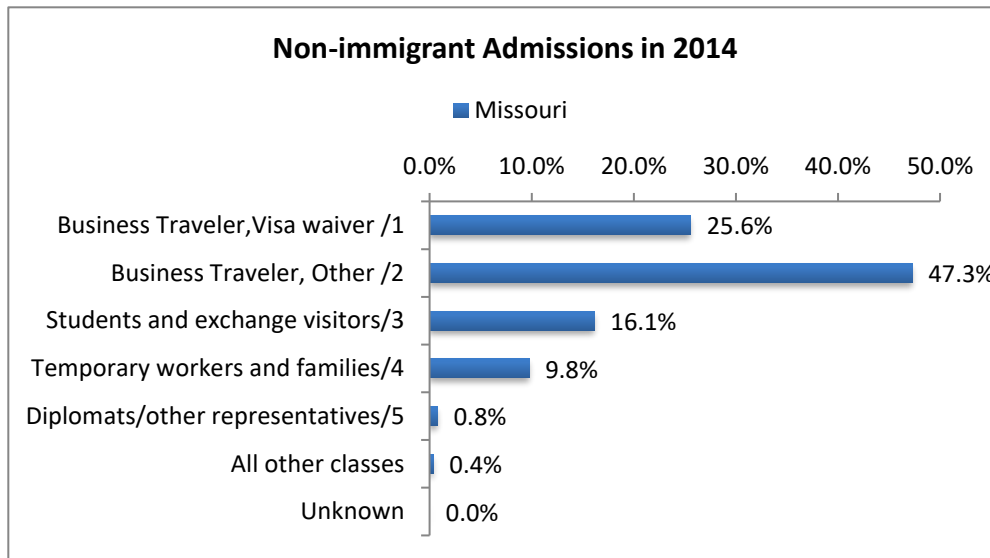
<sup>5</sup> Includes principals, spouses, and children (A, G, N admissions).

Notes:

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

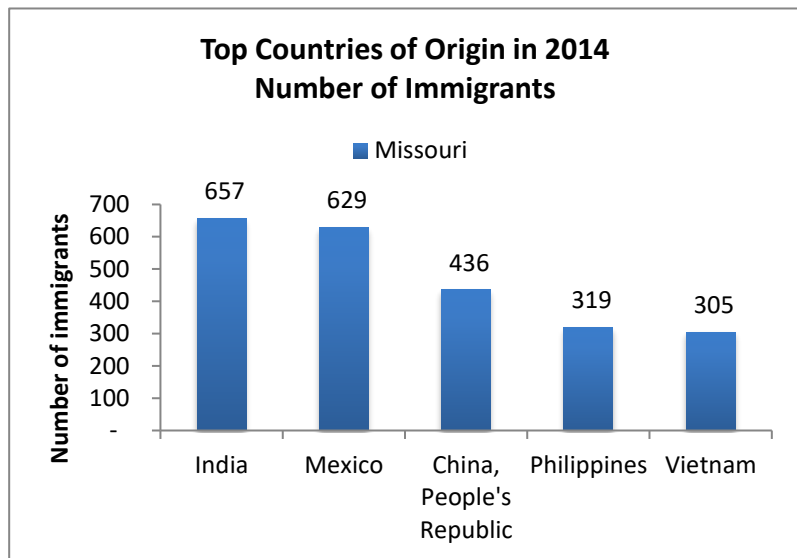
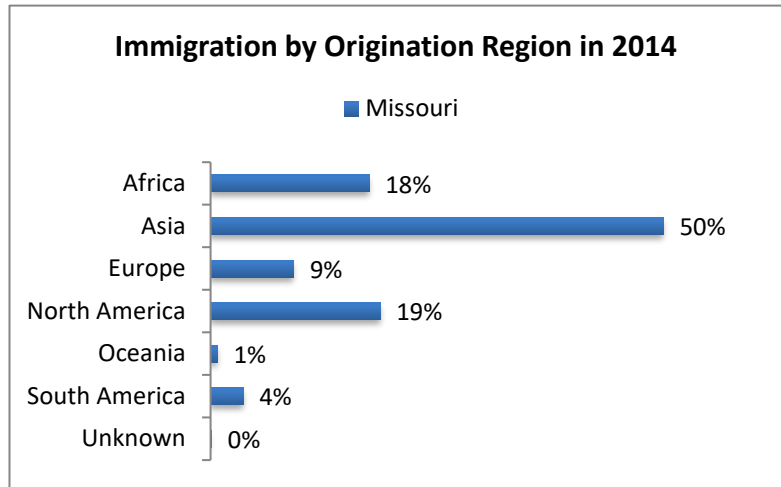
The majority of short-term admissions from Canada and Mexico are excluded.

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	6,419
Africa	1,125
Asia	3,212
Europe	590
North America	1,203
Oceania	50
South America	231
Unknown	8
COUNTRY	
Total	6,419
India	657
Mexico	629
China, People's Republic	436
Philippines	319
Vietnam	305
Iraq	209
Kenya	198
Somalia	154
Burma	153
Nigeria	150
Pakistan	146
Ethiopia	141
Cuba	140
Bhutan	133
Korea, South	113
Nepal	108
Canada	98
United Kingdom	98
Afghanistan	93
Congo, Democratic Republic	87
Jordan	81
Jamaica	70
Ukraine	65
Russia	57
Thailand	54
Brazil	53



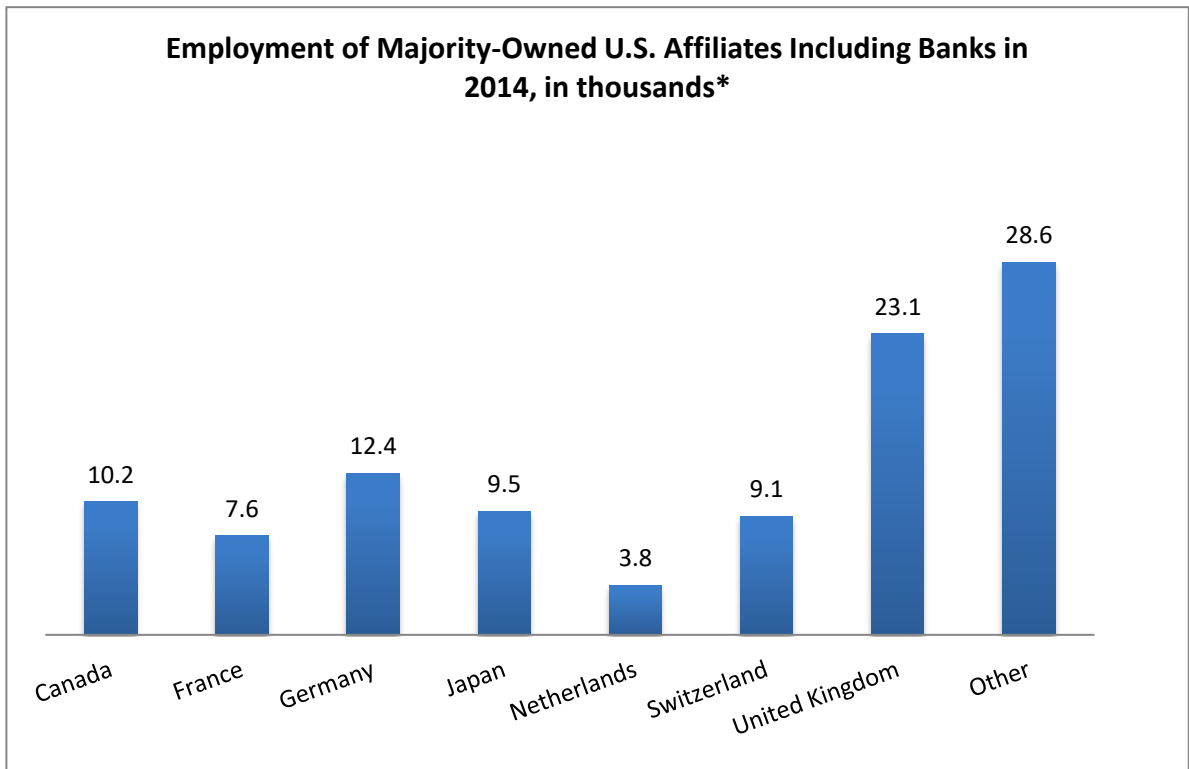
D-Data withheld to limit disclosure

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 Missouri**

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	13,903	13,617		
Top 25	12,127	12,353	87.2	90.7
Canada	4,154	4,496	29.9	33.0
Mexico	1,822	2,475	13.1	18.2
China	1,141	870	8.2	6.4
Japan	651	508	4.7	3.7
Germany	257	485	1.8	3.6
Belgium	396	481	2.8	3.5
Korea, South	709	436	5.1	3.2
United Kingdom	351	364	2.5	2.7
Brazil	318	295	2.3	2.2
Australia	274	220	2.0	1.6
Ireland	52	203	0.4	1.5
Singapore	250	187	1.8	1.4
Saudi Arabia	289	158	2.1	1.2
France	225	142	1.6	1.0
Netherlands	306	137	2.2	1.0
Italy	212	123	1.5	0.9
India	132	122	1.0	0.9
Thailand	99	114	0.7	0.8
Taiwan	99	90	0.7	0.7
Switzerland	27	83	0.2	0.6
Hong Kong	152	80	1.1	0.6
United Arab Emirates	69	77	0.5	0.6
Egypt	19	75	0.1	0.5
Argentina	91	68	0.7	0.5
Vietnam	32	64	0.2	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	16,502	18,444		
Top 25	15,533	17,464	94.1	94.7
China	4,086	4,796	24.8	26.0
Canada	3,198	3,389	19.4	18.4
Mexico	2,626	3,204	15.9	17.4
Germany	1,022	1,265	6.2	6.9
United Arab Emirates	461	603	2.8	3.3
Belgium	302	443	1.8	2.4
India	353	394	2.1	2.1
Taiwan	342	390	2.1	2.1
United Kingdom	354	338	2.1	1.8
Japan	350	287	2.1	1.6
France	388	277	2.4	1.5
Italy	237	258	1.4	1.4
Korea, South	199	228	1.2	1.2
Philippines	93	182	0.6	1.0
Chile	218	180	1.3	1.0
Netherlands	120	162	0.7	0.9
Israel	342	161	2.1	0.9
Switzerland	171	157	1.0	0.9
Finland	96	138	0.6	0.7
Vietnam	103	125	0.6	0.7
Turkey	49	116	0.3	0.6
Brazil	136	113	0.8	0.6
Thailand	111	100	0.7	0.5
Ireland	89	81	0.5	0.4
Spain	90	79	0.5	0.4

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