

Business Data For Engaging in International Real Estate Transactions in North Dakota



**National Association of REALTORS®
Research Division**

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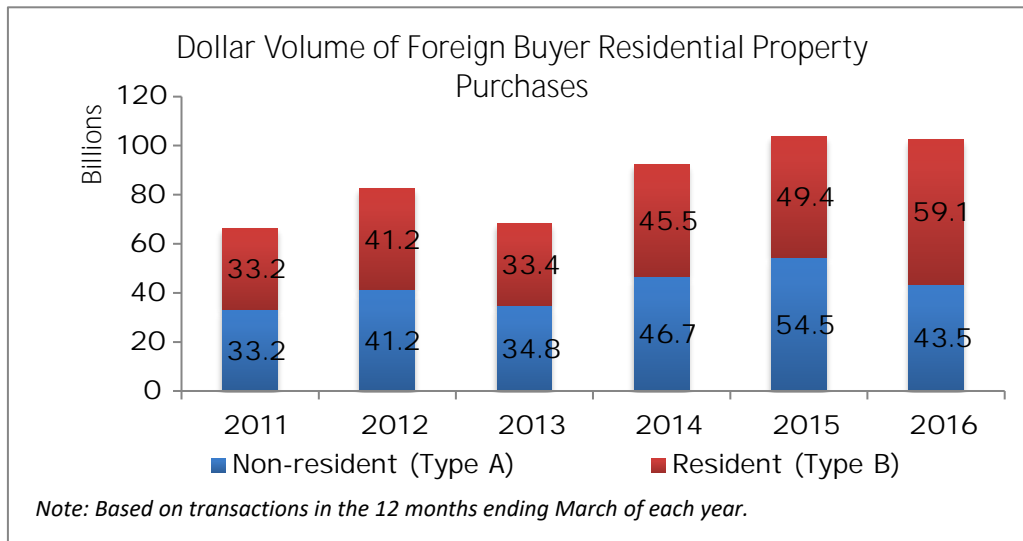
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Introduction

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

	North Dakota	U.S.
Total Population, by Place of Birth	756,928	321,418,821
Native /1	728,279	278,128,449
Foreign-Born /2	28,649	43,290,372
Naturalized	12,582	20,697,103
Not a U.S. Citizen	16,067	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

	North Dakota	U.S.
Total Foreign-born Population, Excl. Born at Sea	28,649	43,289,646
Born in Europe	6,159	4,789,662
Born in Asia	9,507	13,249,179
Born in Africa	5,678	2,062,257
Born in Oceania	56	238,663
Born in Latin America	4,343	22,111,409
Born in Northern America	2,906	838,476

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

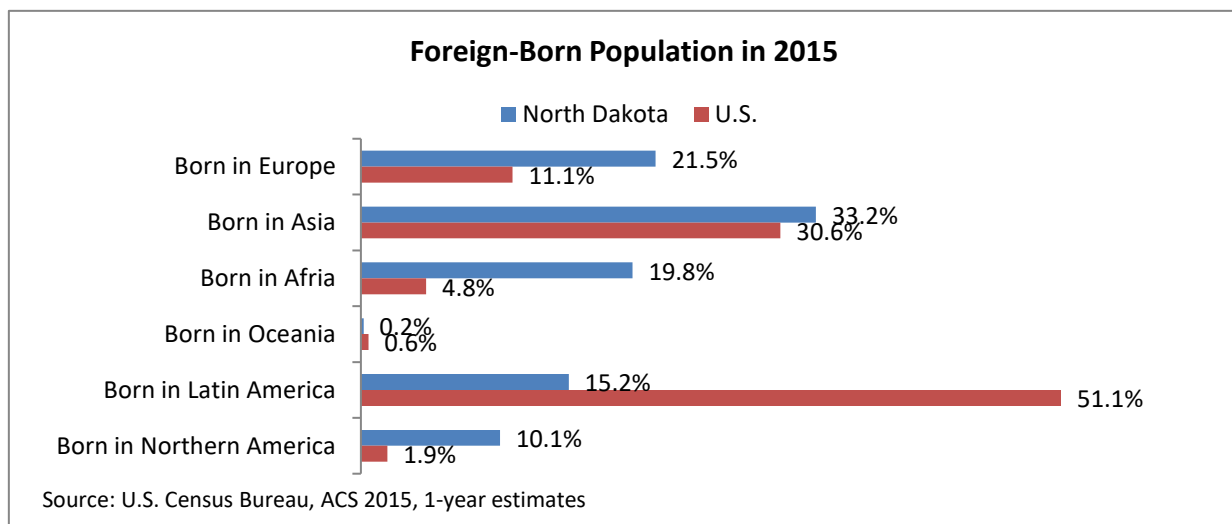


Table 3. Language Spoken at Home in 2015

	North Dakota	U.S.
Population, 5 years and over	704,756	301,625,014
Speak English Only	663,252	236,908,935
Speak Language Other Than English	41,504	64,716,079
Spanish	10,851	40,045,795
Other Indo-European	20,739	11,137,271
Asian	4,820	10,501,131
Other Languages	5,094	3,031,882

As percent of Population, 5 years and over:

Speak English Only	94.1%	78.5%
Speak Language Other Than English	5.9%	21.5%
Speak Spanish Other Than English	1.5%	13.3%
Speak Other Indo-European Other Than English	2.9%	3.7%
Speak Asian Other than English	0.7%	3.5%
Speak Other Languages Other Than English	0.7%	1.0%

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

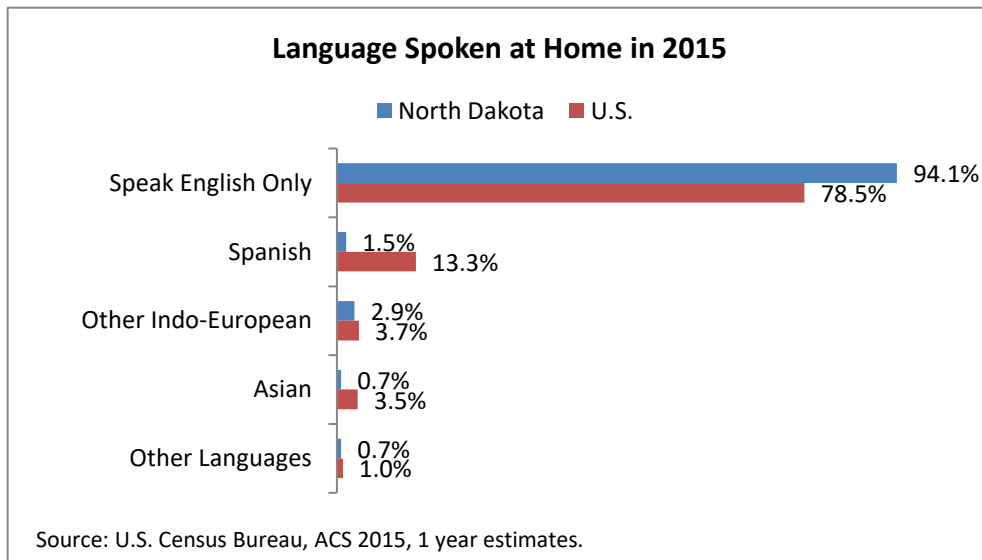


Table 4. Median Age (years) in 2010-2014

	North Dakota	U.S.
Median Age		
Total Population	35.9	37.4
Native	35.9	35.9
Foreign-Born	33.9	42.6
Naturalized	45	50.2
Not a U.S. Citizen	29.8	36.8

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

Table 5. Educational Attainment in 2010-2014

	North Dakota	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	19.6	18.3
Native	19.7	18.7
Foreign-Born	18.9	16.3
Naturalized	17.2	20.2
Not a U.S. Citizen	20.2	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	7.7	11.0
Native	7.3	10.9
Foreign-Born	20.4	11.7
Naturalized	17.0	13.9
Not a U.S. Citizen	23.0	9.6

#N/A - Data not available

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

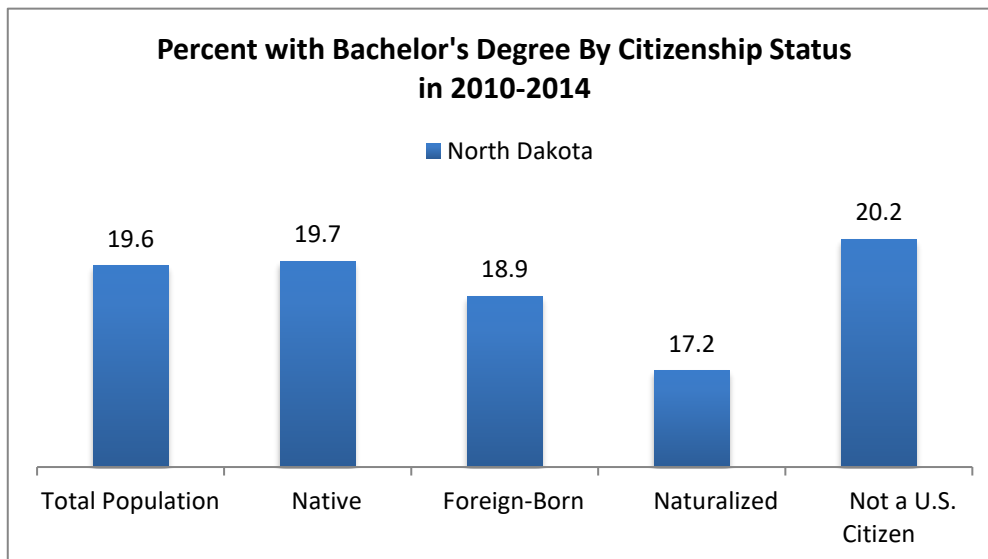


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
North Dakota		
Total	65.1	55,579
Native	66.1	56,072
Foreign Born	32.8	38,700
Naturalized	49.4	47,955
Not a U.S. Citizen	20.3	32,205
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

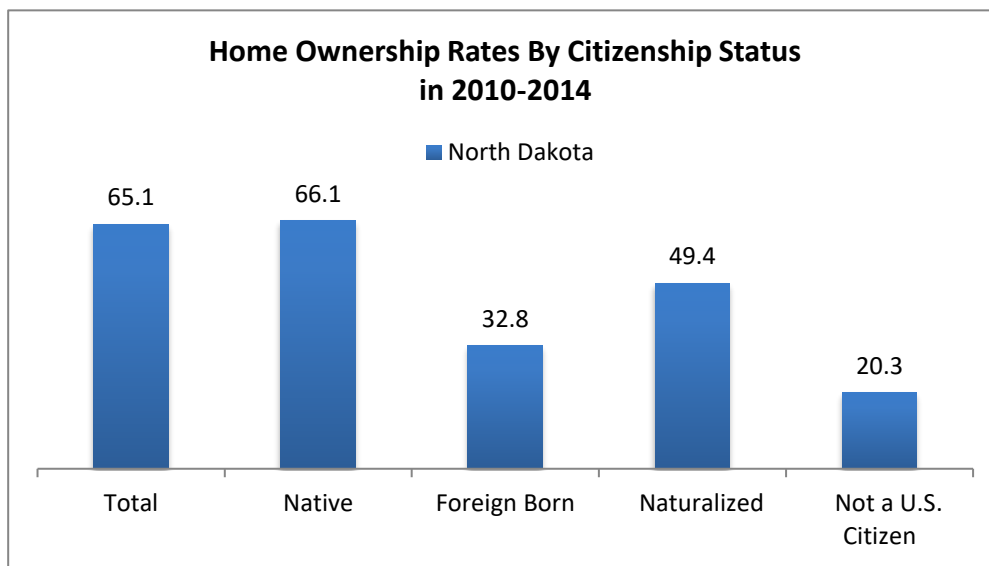
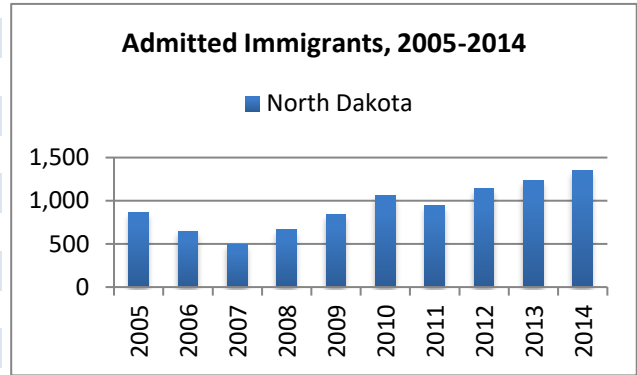


Table 7. Persons Obtaining Permanent Residence Status

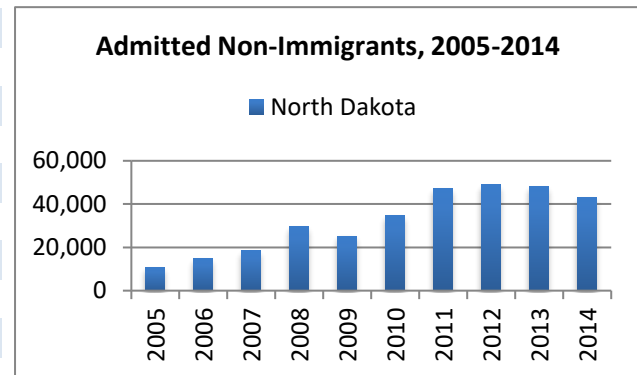
	North Dakota	U.S.
2005	864	1,122,257
2006	649	1,266,129
2007	496	1,052,415
2008	662	1,107,126
2009	843	1,130,818
2010	1,058	1,042,625
2011	948	1,062,040
2012	1,144	1,031,631
2013	1,234	990,553
2014	1,351	1,016,518



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

Table 8. Non-immigrant Admissions

	North Dakota	U.S.
2005	10,841	32,003,435
2006	14,643	33,667,328
2007	18,471	37,149,651
2008	29,567	39,381,928
2009	25,233	36,231,554
2010	34,888	46,471,516
2011	47,130	46,471,516
2012	48,870	53,887,286
2013	48,037	61,052,260
2014	43,010	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	16,233	21,127	21,450	19,325	15,313
Business Traveler, Other /2	7,186	9,191	10,584	13,954	15,237
Students and exchange visitors/3	7,047	10,183	10,192	7,626	5,939
Temporary workers and families/4	3,993	5,971	6,101	6,567	6,078
Diplomats/other representatives/5	152	407	326	316	132
All other classes	82	85	88	149	271
Unknown	195	166	129	100	40
North Dakota	34,888	47,130	48,870	48,037	43,010
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.

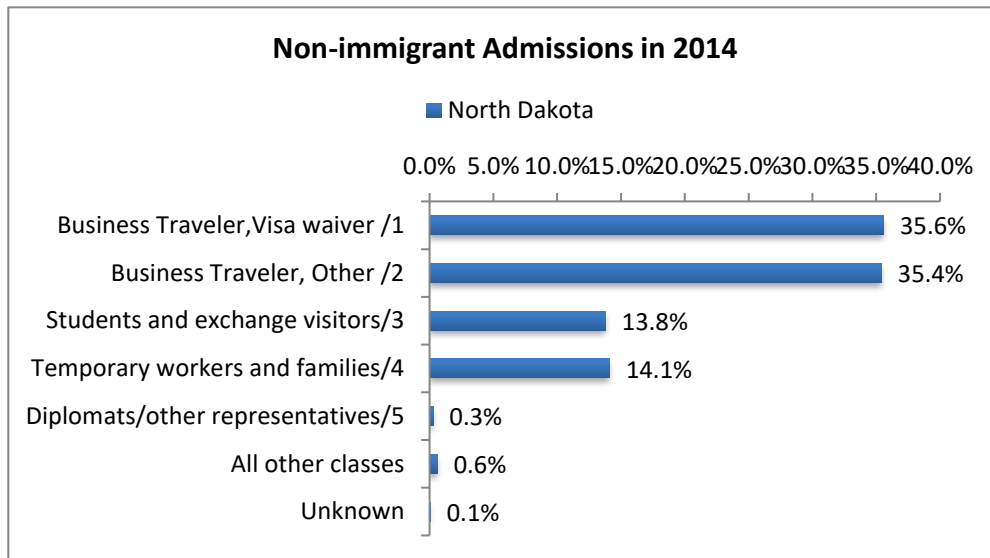
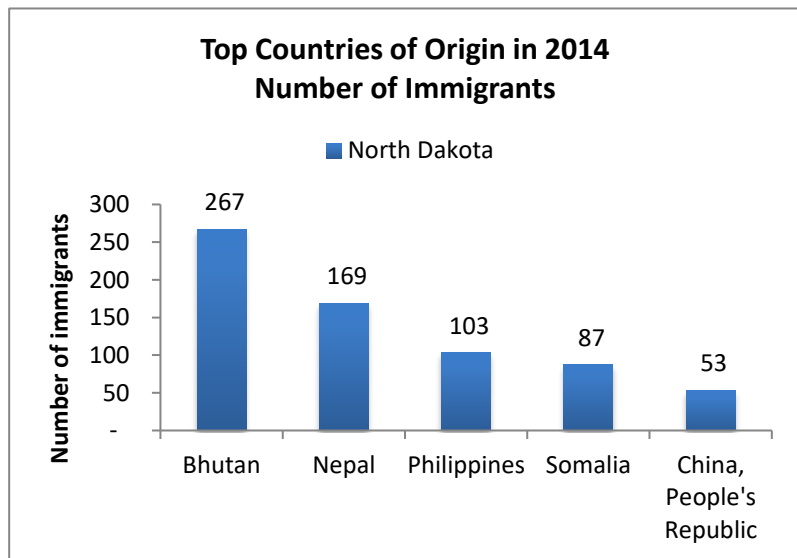
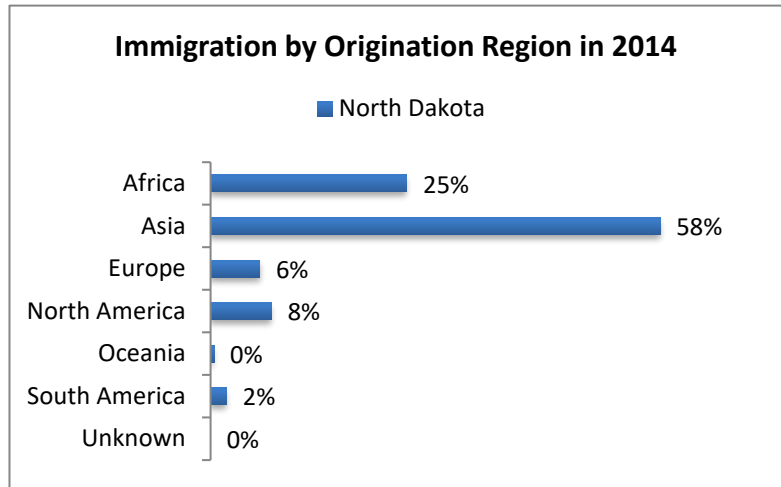


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	1,351
Africa	342
Asia	783
Europe	86
North America	106
Oceania	6
South America	28
Unknown	-
COUNTRY	
Total	1,351
Bhutan	267
Nepal	169
Philippines	103
Somalia	87
China, People's Republic	53
India	52
Canada	41
Iraq	38
Kenya	28
Mexico	27
Ghana	22
Congo, Democratic Republic	21
Ethiopia	21
Sudan	19
Liberia	18
Ukraine	18
Vietnam	17
Cameroon	16
South Africa	16
Afghanistan	15
Uganda	15
Cuba	14
Chad	11
Nigeria	11
Rwanda	11
Thailand	10



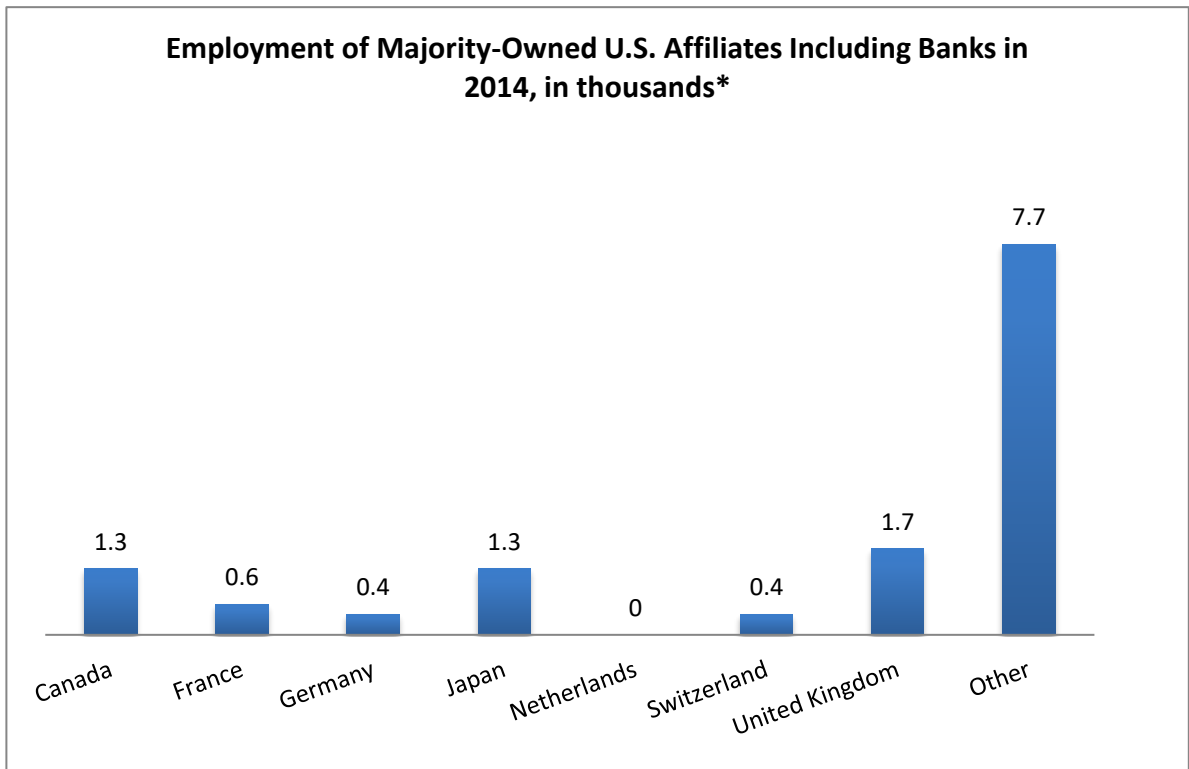
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 13



* 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	4,310	3,863		
Top 25	3,947	3,677	91.6	95.2
Canada	3,088	2,725	71.6	70.5
Mexico	283	295	6.6	7.6
Australia	124	133	2.9	3.5
Czech Republic	34	70	0.8	1.8
Spain	14	48	0.3	1.3
Germany	51	43	1.2	1.1
Italy	17	42	0.4	1.1
Japan	34	41	0.8	1.1
India	27	34	0.6	0.9
Brazil	31	24	0.7	0.6
Panama	1	20	0.0	0.5
Korea, South	22	20	0.5	0.5
Dominican Republic	34	19	0.8	0.5
United Kingdom	30	19	0.7	0.5
China	19	17	0.4	0.4
Nigeria	12	15	0.3	0.4
Guyana	0	15	0.0	0.4
United Arab Emirates	9	14	0.2	0.4
Algeria	0	14	0.0	0.4
South Africa	16	14	0.4	0.4
Venezuela	54	12	1.2	0.3
Ethiopia	7	11	0.2	0.3
Taiwan	8	11	0.2	0.3
Kazakhstan	19	10	0.4	0.3
France	12	10	0.3	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	3,907	3,146		
Top 25	3,790	3,053	97.0	97.0
Canada	2,689	1,927	68.8	61.3
Korea, South	35	212	0.9	6.7
Mexico	144	148	3.7	4.7
Germany	125	132	3.2	4.2
China	148	120	3.8	3.8
India	70	74	1.8	2.3
France	84	69	2.2	2.2
United Kingdom	39	45	1.0	1.4
Saudi Arabia	58	44	1.5	1.4
Czech Republic	15	40	0.4	1.3
Japan	89	37	2.3	1.2
Italy	31	25	0.8	0.8
Spain	4	23	0.1	0.7
Bolivia	21	22	0.5	0.7
Singapore	8	17	0.2	0.5
Vietnam	17	16	0.4	0.5
Taiwan	15	15	0.4	0.5
Poland	1	14	0.0	0.4
Denmark	135	13	3.4	0.4
Austria	3	12	0.1	0.4
Russia	20	11	0.5	0.4
Kenya	7	11	0.2	0.3
Turkey	7	11	0.2	0.3
Peru	8	8	0.2	0.3
Thailand	14	7	0.4	0.2

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