

# **Business Data For Engaging in International Real Estate Transactions in New Jersey**



**National Association of REALTORS®  
Research Division**

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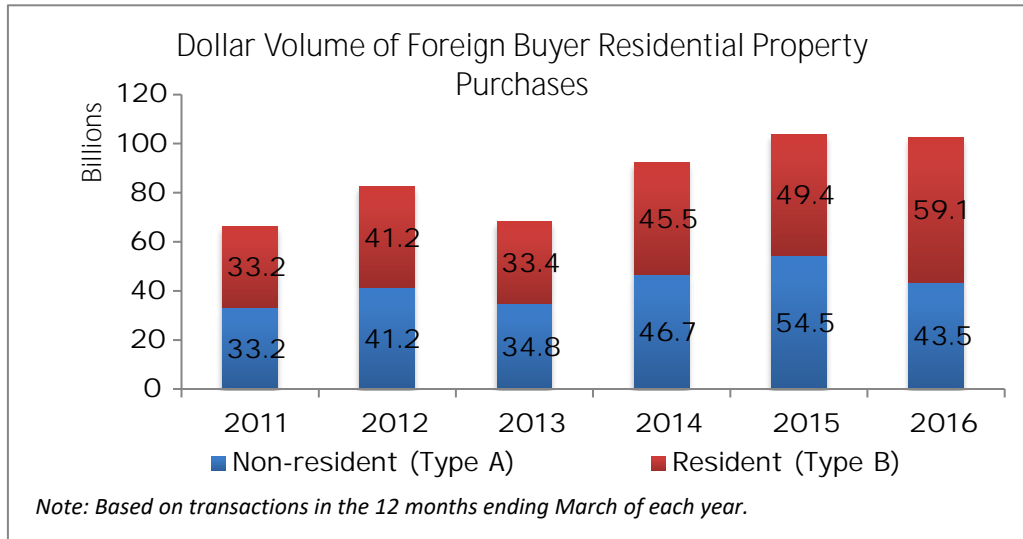
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## Introduction

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**

	New Jersey	U.S.
Total Population, by Place of Birth	8,958,013	321,418,821
Native /1	6,980,688	278,128,449
Foreign-Born /2	1,977,325	43,290,372
Naturalized	1,091,687	20,697,103
Not a U.S. Citizen	885,638	22,593,269
Percent, Foreign-Born	22%	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.

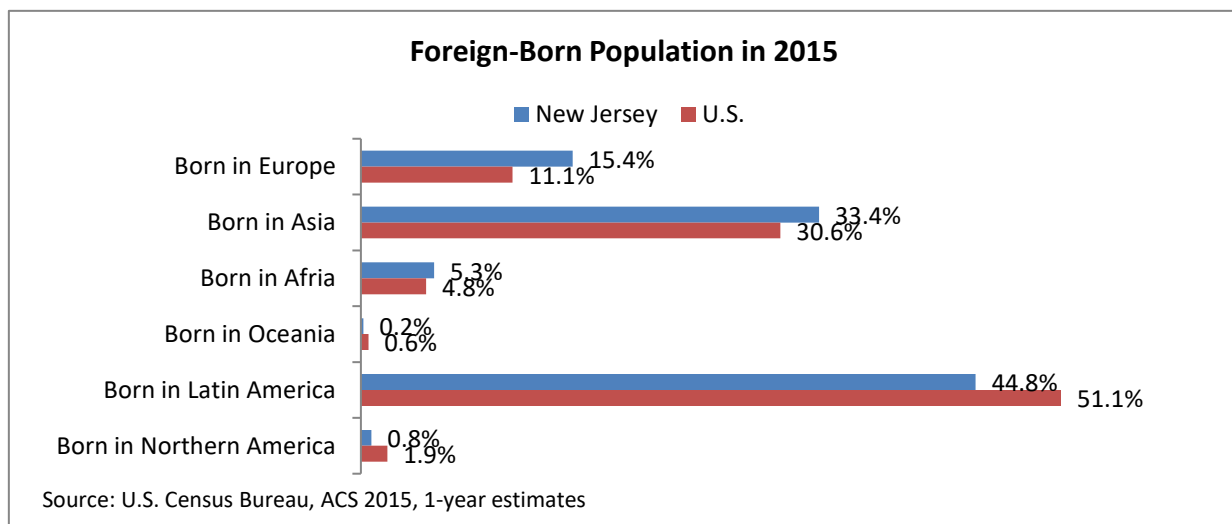
/2 The U.S. Census Bureau uses the term foreign born to refer to anyone who is not a U.S. citizen at birth, naturalized U.S. citizens, lawful permanent residents (immigrants) present in the U.S., temporary migrants such as foreign students), humanitarian migrants (such as refugees and asylees), and persons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

	New Jersey	U.S.
Total Foreign-born Population, Excl. Born at Sea	1,977,257	43,289,646
Born in Europe	305,336	4,789,662
Born in Asia	660,716	13,249,179
Born in Africa	105,558	2,062,257
Born in Oceania	3,857	238,663
Born in Latin America	886,396	22,111,409
Born in Northern America	15,394	838,476

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



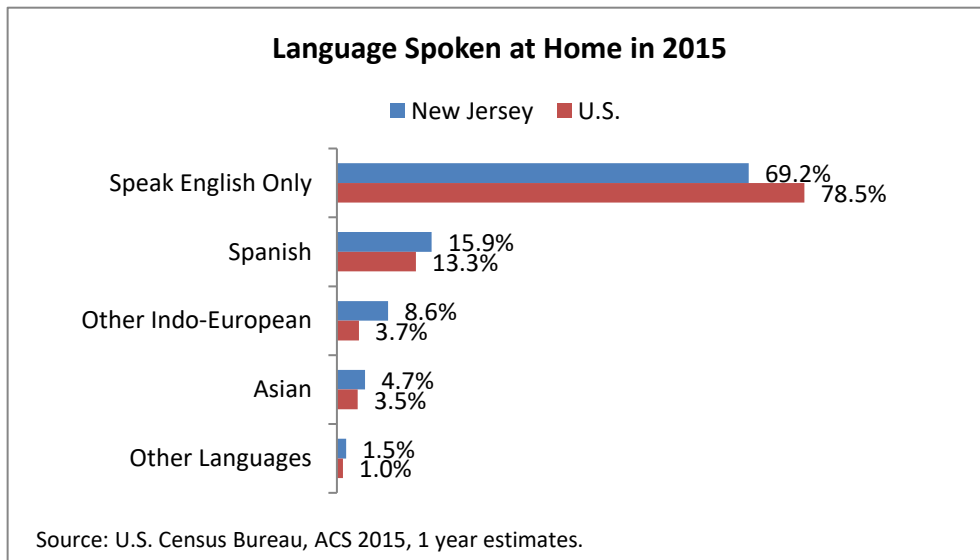
**Table 3. Language Spoken at Home in 2015**

	<b>New Jersey</b>	<b>U.S.</b>
Population, 5 years and over	8,428,759	301,625,014
Speak English Only	5,832,728	236,908,935
Speak Language Other Than English	2,596,031	64,716,079
Spanish	1,342,361	40,045,795
Other Indo-European	724,186	11,137,271
Asian	399,320	10,501,131
Other Languages	130,164	3,031,882

As percent of Population, 5 years and over:

Speak English Only	69.2%	78.5%
Speak Language Other Than English	30.8%	21.5%
Speak Spanish Other Than English	15.9%	13.3%
Speak Other Indo-European Other Than English	8.6%	3.7%
Speak Asian Other than English	4.7%	3.5%
Speak Other Languages Other Than English	1.5%	1.0%

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



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

	New Jersey	U.S.
<b>Median Age</b>		
Total Population	39.3	37.4
Native	36.7	35.9
Foreign-Born	43.7	42.6
Naturalized	50.4	50.2
Not a U.S. Citizen	36.8	36.8

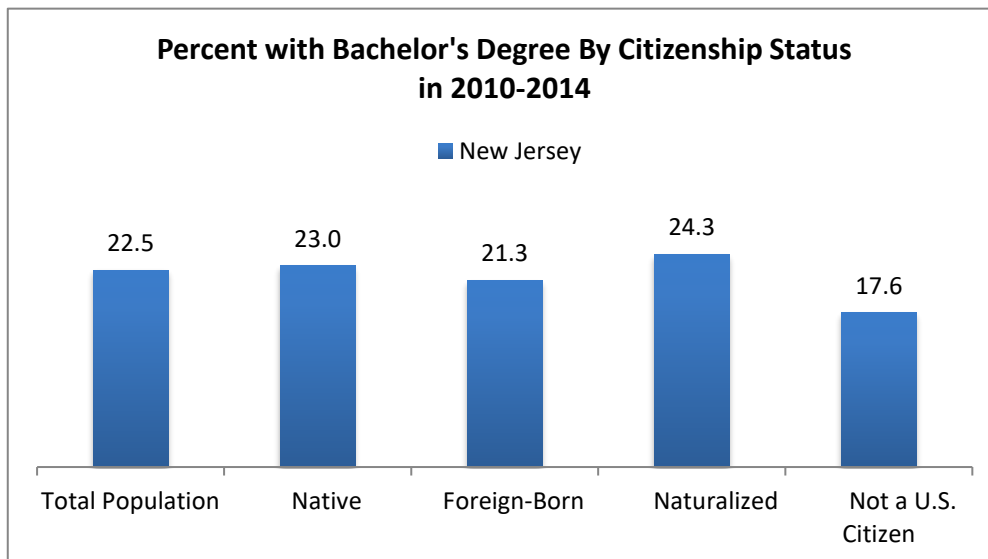
Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

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

	New Jersey	U.S.
<b>Percent With Bachelor's Degree</b>		
Total Population, 25 years and over	22.5	18.3
Native	23.0	18.7
Foreign-Born	21.3	16.3
Naturalized	24.3	20.2
Not a U.S. Citizen	17.6	12.5
<b>Percent With Graduate or Professional Degree</b>		
Total Population, 25 years and over	13.8	11.0
Native	13.3	10.9
Foreign-Born	15.2	11.7
Naturalized	16.9	13.9
Not a U.S. Citizen	13.2	9.6

#N/A - Data not available

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

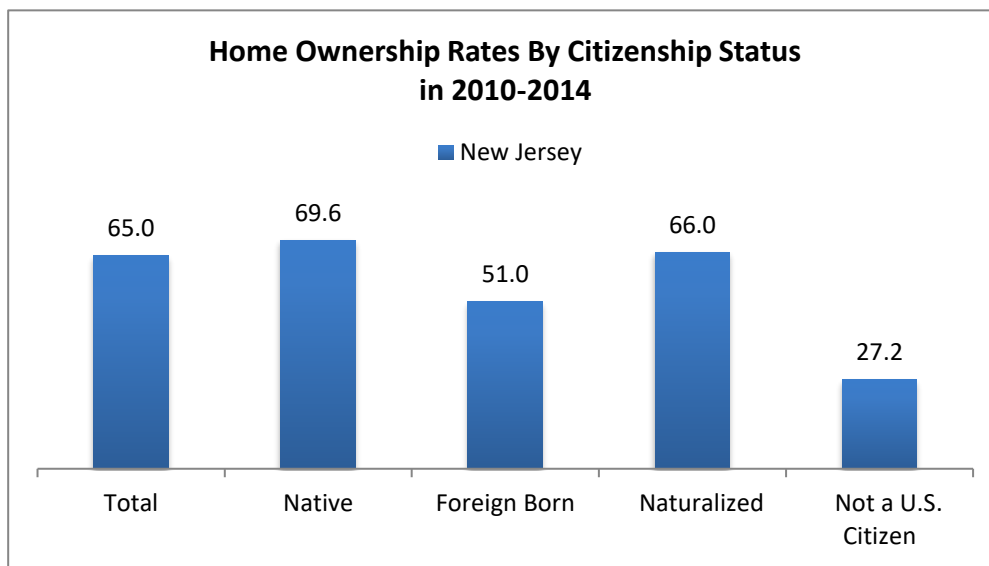


**Table 6. Home Ownership and Median Household Income in 2010-2014**

	Home Ownership Rate (in %)	Median HH Income (in \$)
<b>New Jersey</b>		
Total	65.0	72,062
Native	69.6	74,086
Foreign Born	51.0	65,853
Naturalized	66.0	74,811
Not a U.S. Citizen	27.2	54,853
<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

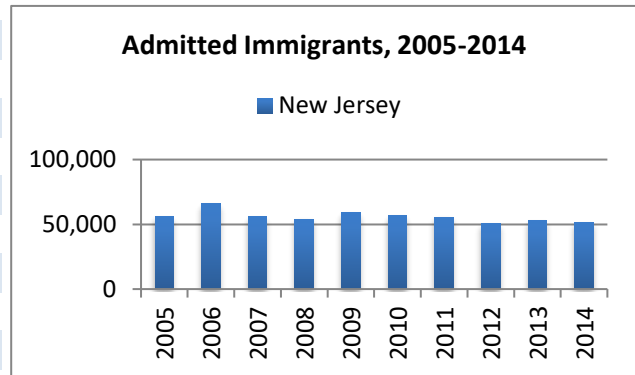
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Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501



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

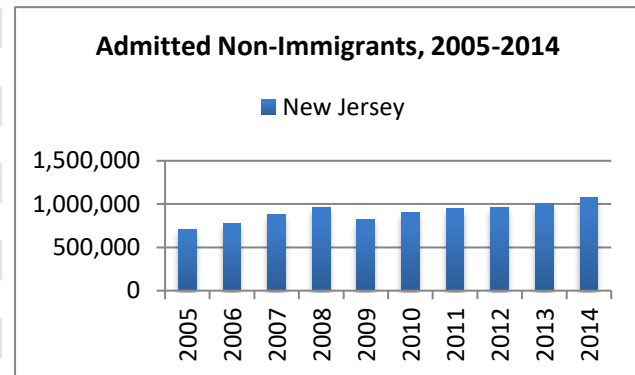
	New Jersey	U.S.
2005	56,176	1,122,257
2006	65,931	1,266,129
2007	55,834	1,052,415
2008	53,997	1,107,126
2009	58,879	1,130,818
2010	56,920	1,042,625
2011	55,547	1,062,040
2012	50,790	1,031,631
2013	53,082	990,553
2014	51,609	1,016,518



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

**Table 8. Non-immigrant Admissions**

	New Jersey	U.S.
2005	710,412	32,003,435
2006	771,060	33,667,328
2007	883,395	37,149,651
2008	956,800	39,381,928
2009	818,573	36,231,554
2010	900,765	46,471,516
2011	943,679	46,471,516
2012	960,236	53,887,286
2013	1,010,849	61,052,260
2014	1,072,628	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	361,929	395,344	388,221	377,873	373,028
Business Traveler, Other /2	377,571	391,479	418,679	476,195	533,938
Students and exchange visitors/3	47,270	44,232	42,200	43,593	48,776
Temporary workers and families/4	96,933	98,724	97,110	100,683	105,255
Diplomats/other representatives/5	5,788	5,350	5,058	4,941	5,088
All other classes	6,189	5,583	5,520	5,660	6,040
Unknown	5,085	2,967	3,448	1,904	503
<b>New Jersey</b>	<b>900,765</b>	<b>943,679</b>	<b>960,236</b>	<b>1,010,849</b>	<b>1,072,628</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).

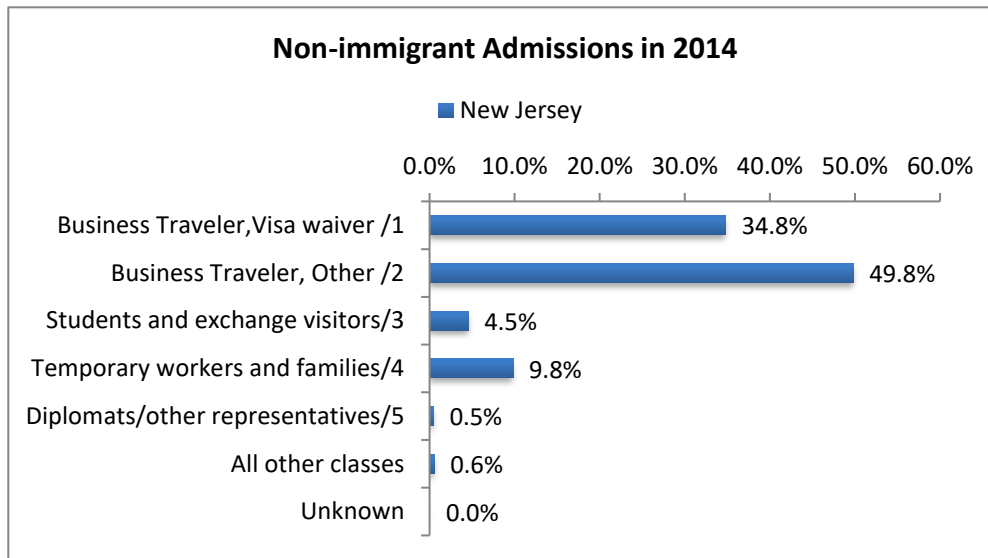
<sup>5</sup> Includes principals, spouses, and children (A, G, N admissions).

Notes:

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

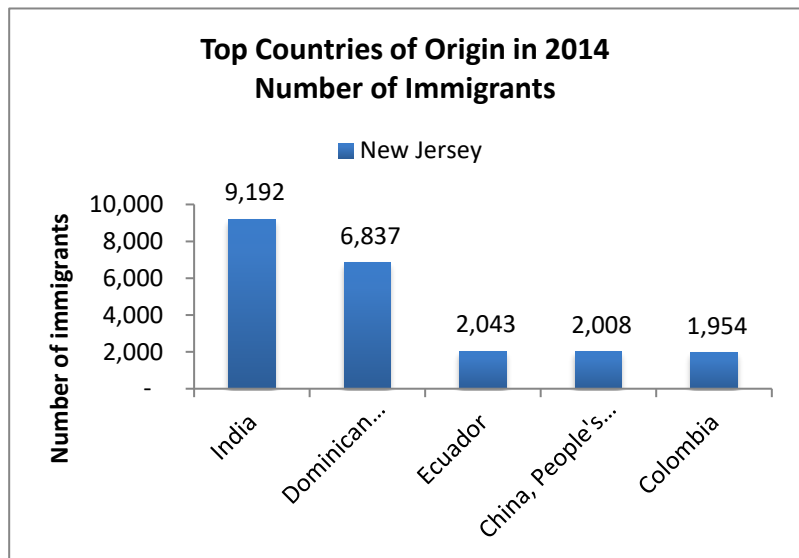
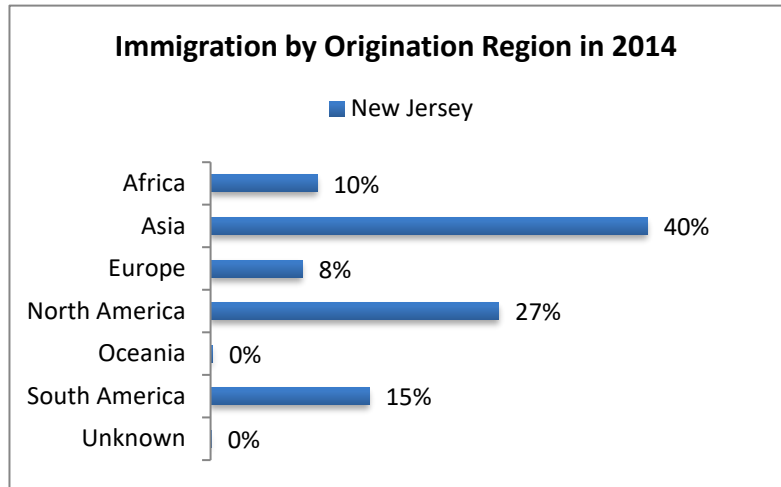
The majority of short-term admissions from Canada and Mexico are excluded.

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	51,609
Africa	5,065
Asia	20,756
Europe	4,376
North America	13,703
Oceania	106
South America	7,555
Unknown	48
COUNTRY	
Total	51,609
India	9,192
Dominican Republic	6,837
Ecuador	2,043
China, People's Republic	2,008
Colombia	1,954
Philippines	1,950
Egypt	1,890
Korea, South	1,581
Peru	1,483
Pakistan	1,374
Haiti	1,184
Jamaica	1,146
Bangladesh	1,020
Mexico	949
Brazil	812
Cuba	736
Nigeria	704
Poland	675
Ghana	660
El Salvador	617
United Kingdom	496
Guyana	483
Honduras	470
Russia	467
Ukraine	465
Turkey	458



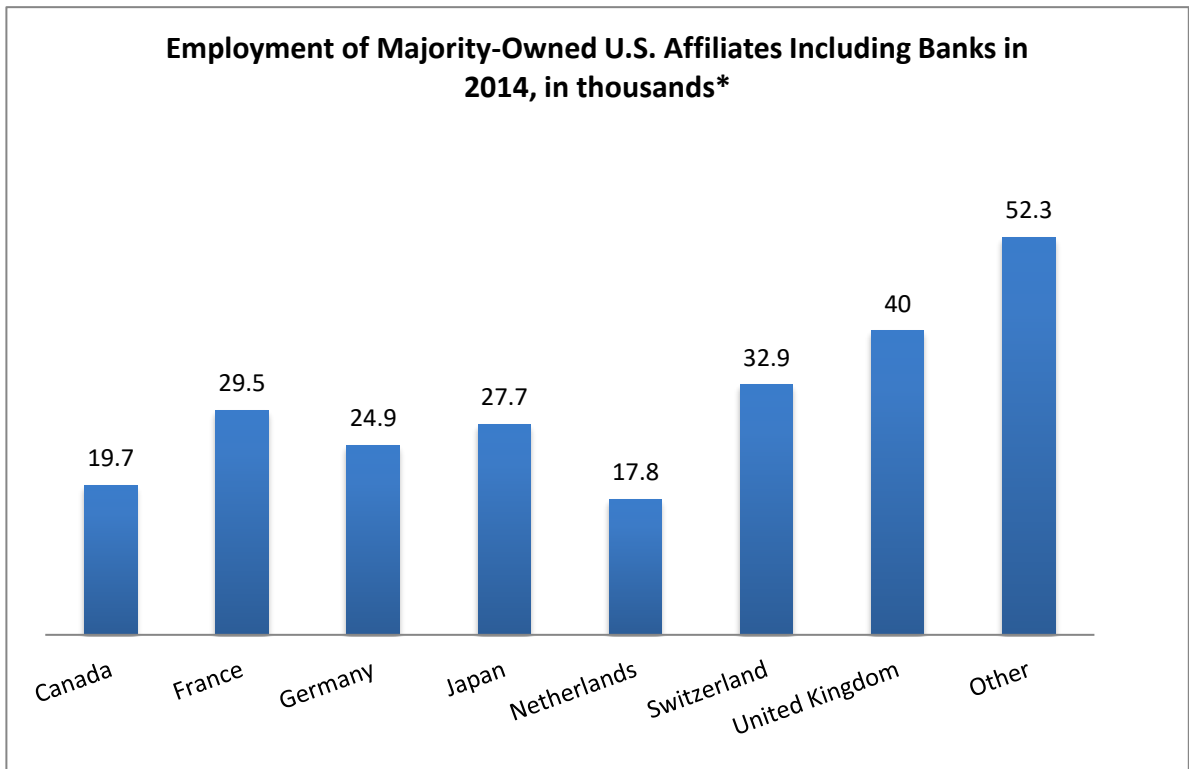
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 245



\* 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	37,286	32,076		
Top 25	29,297	27,680	78.6	86.3
Canada	6,935	6,564	18.6	20.5
Mexico	2,111	2,615	5.7	8.2
United Kingdom	1,849	2,129	5.0	6.6
China	1,425	1,546	3.8	4.8
Japan	1,622	1,365	4.3	4.3
Netherlands	2,088	1,324	5.6	4.1
Korea, South	1,076	1,221	2.9	3.8
Germany	1,325	1,099	3.6	3.4
France	740	1,056	2.0	3.3
Hong Kong	753	1,002	2.0	3.1
United Arab Emirates	728	875	2.0	2.7
Saudi Arabia	504	848	1.4	2.6
Israel	804	776	2.2	2.4
Belgium	1,165	772	3.1	2.4
India	504	630	1.4	2.0
Singapore	679	599	1.8	1.9
Brazil	1,388	514	3.7	1.6
Taiwan	537	491	1.4	1.5
Italy	567	490	1.5	1.5
Australia	447	458	1.2	1.4
Turkey	802	397	2.2	1.2
Switzerland	461	294	1.2	0.9
Venezuela	391	231	1.0	0.7
Ireland	160	200	0.4	0.6
Chile	239	181	0.6	0.6

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	120,863	119,490		
Top 25	94,445	100,676	78.1	84.3
China	16,617	18,579	13.7	15.5
Japan	9,285	10,527	7.7	8.8
Canada	9,444	7,798	7.8	6.5
Germany	7,083	7,197	5.9	6.0
Switzerland	5,341	7,188	4.4	6.0
India	5,111	6,292	4.2	5.3
Italy	4,863	5,890	4.0	4.9
Mexico	2,758	4,803	2.3	4.0
Korea, South	2,736	4,136	2.3	3.5
United Kingdom	5,751	3,756	4.8	3.1
France	3,670	3,433	3.0	2.9
Ireland	1,226	2,544	1.0	2.1
Spain	1,796	2,097	1.5	1.8
South Africa	1,828	1,886	1.5	1.6
Russia	1,923	1,704	1.6	1.4
Taiwan	1,586	1,608	1.3	1.3
Vietnam	808	1,590	0.7	1.3
Indonesia	1,073	1,529	0.9	1.3
Thailand	1,037	1,469	0.9	1.2
Brazil	975	1,205	0.8	1.0
Belgium	2,404	1,138	2.0	1.0
Saudi Arabia	3,212	1,123	2.7	0.9
Netherlands	2,281	1,107	1.9	0.9
Australia	757	1,092	0.6	0.9
Israel	879	988	0.7	0.8

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