

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



**National Association of REALTORS®
Research Division**

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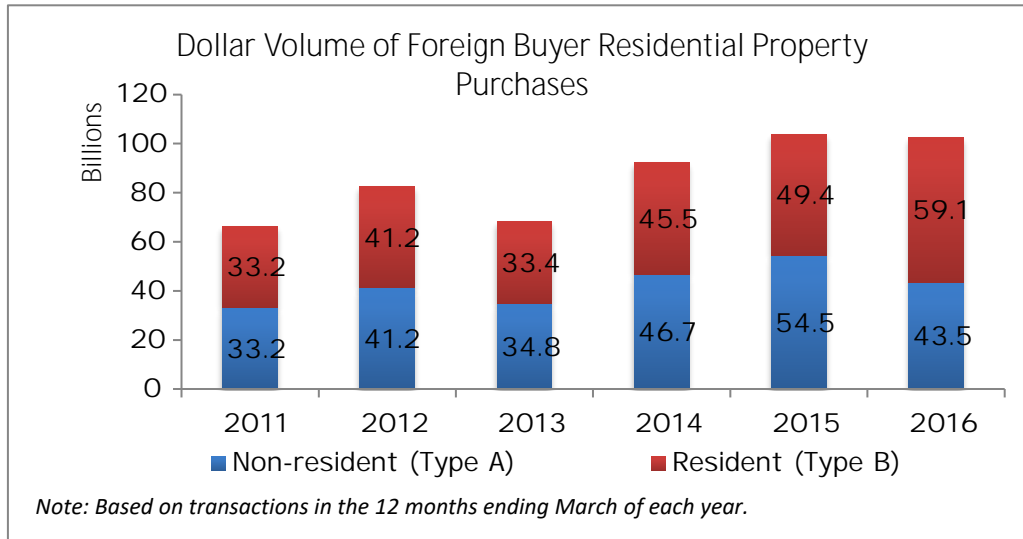
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Introduction

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

	Pennsylvania	U.S.
Total Population, by Place of Birth	12,802,503	321,418,821
Native /1	11,965,344	278,128,449
Foreign-Born /2	837,159	43,290,372
Naturalized	440,198	20,697,103
Not a U.S. Citizen	396,961	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

	Pennsylvania	U.S.
Total Foreign-born Population, Excl. Born at Sea	837,159	43,289,646
Born in Europe	175,200	4,789,662
Born in Asia	336,866	13,249,179
Born in Africa	65,969	2,062,257
Born in Oceania	2,916	238,663
Born in Latin America	240,429	22,111,409
Born in Northern America	15,779	838,476

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

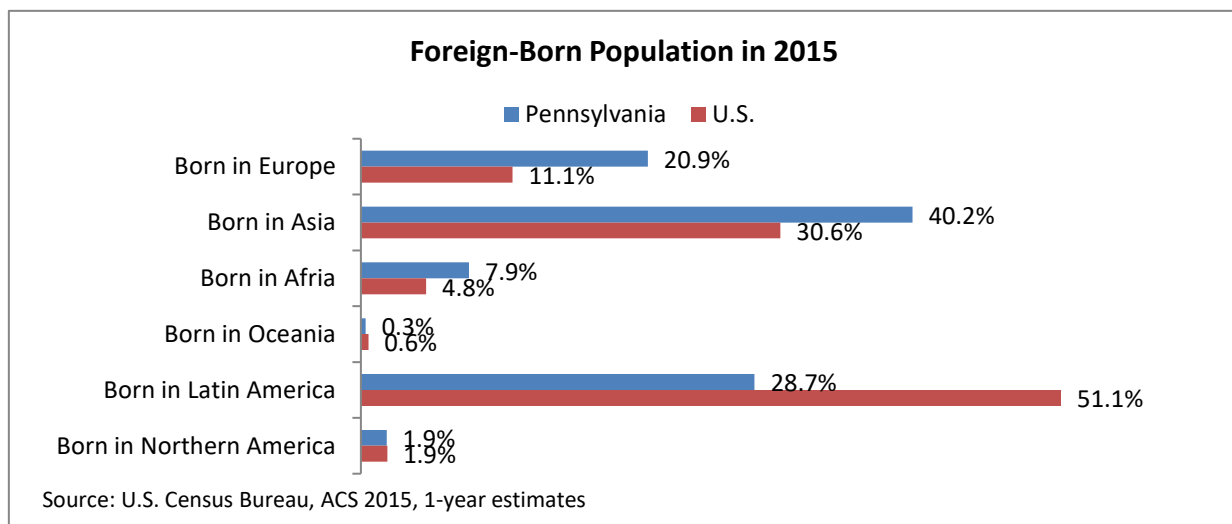


Table 3. Language Spoken at Home in 2015

	Pennsylvania	U.S.
Population, 5 years and over	12,087,611	301,625,014
Speak English Only	10,774,053	236,908,935
Speak Language Other Than English	1,313,558	64,716,079
Spanish	553,545	40,045,795
Other Indo-European	451,420	11,137,271
Asian	236,875	10,501,131
Other Languages	71,718	3,031,882

As percent of Population, 5 years and over:

Speak English Only	89.1%	78.5%
Speak Language Other Than English	10.9%	21.5%
Speak Spanish Other Than English	4.6%	13.3%
Speak Other Indo-European Other Than English	3.7%	3.7%
Speak Asian Other than English	2.0%	3.5%
Speak Other Languages Other Than English	0.6%	1.0%

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

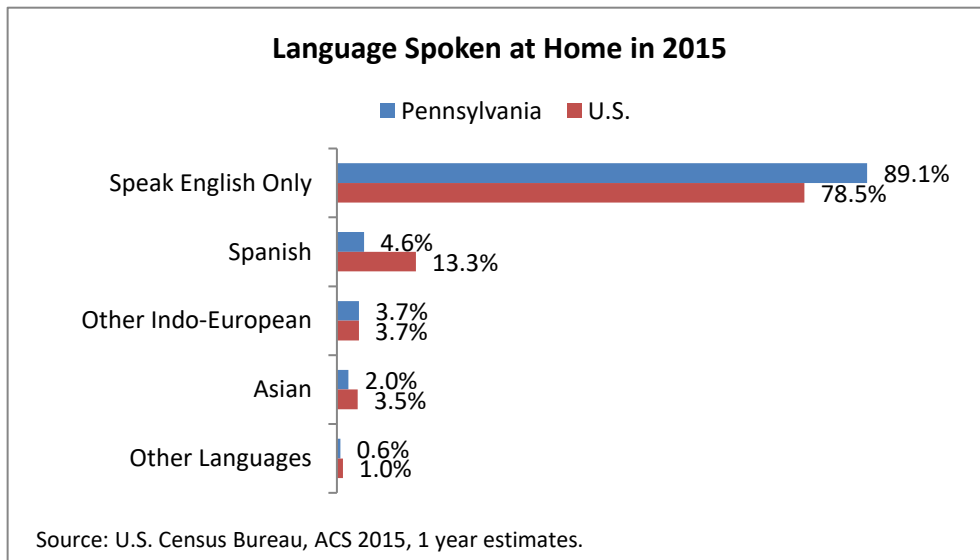


Table 4. Median Age (years) in 2010-2014

	Pennsylvania	U.S.
Median Age		
Total Population	40.4	37.4
Native	40.3	35.9
Foreign-Born	41.5	42.6
Naturalized	48.8	50.2
Not a U.S. Citizen	35.1	36.8

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

Table 5. Educational Attainment in 2010-2014

	Pennsylvania	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	17.1	18.3
Native	17.0	18.7
Foreign-Born	18.6	16.3
Naturalized	20.0	20.2
Not a U.S. Citizen	16.8	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	11.0	11.0
Native	10.4	10.9
Foreign-Born	18.1	11.7
Naturalized	18.5	13.9
Not a U.S. Citizen	17.8	9.6

#N/A - Data not available

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

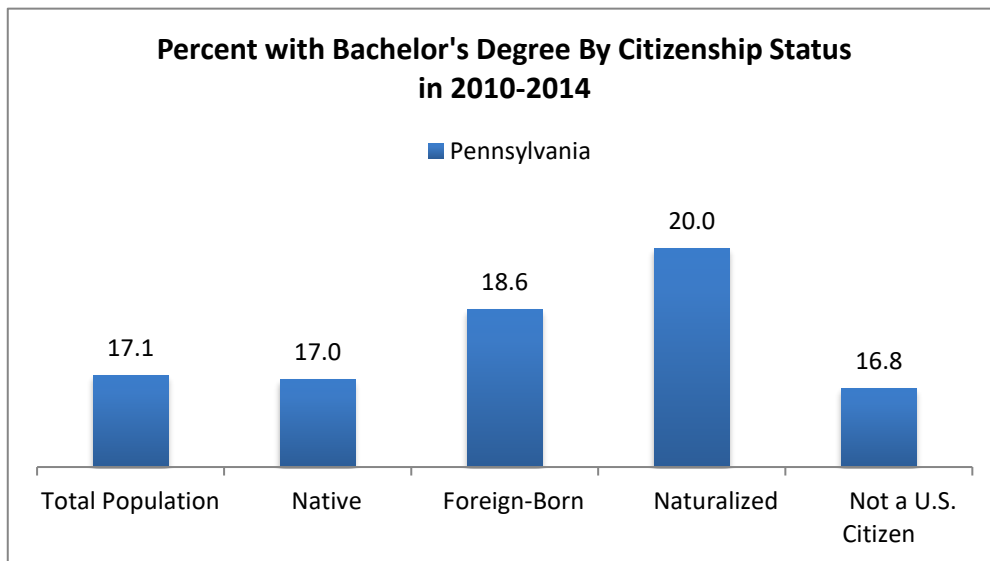


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
Pennsylvania		
Total	69.5	53,115
Native	70.4	53,337
Foreign Born	56.4	50,106
Naturalized	71.5	55,666
Not a U.S. Citizen	34.4	42,219
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

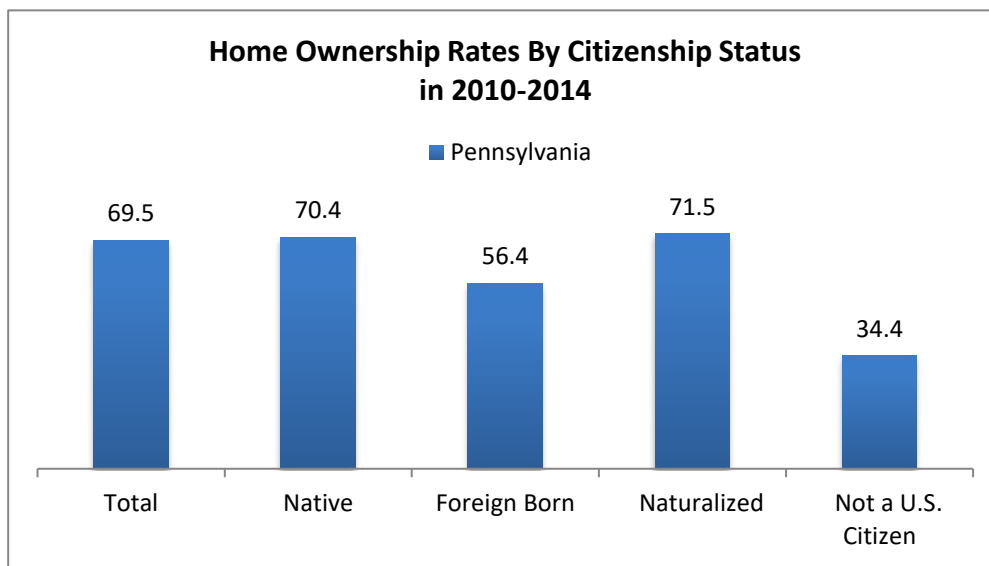
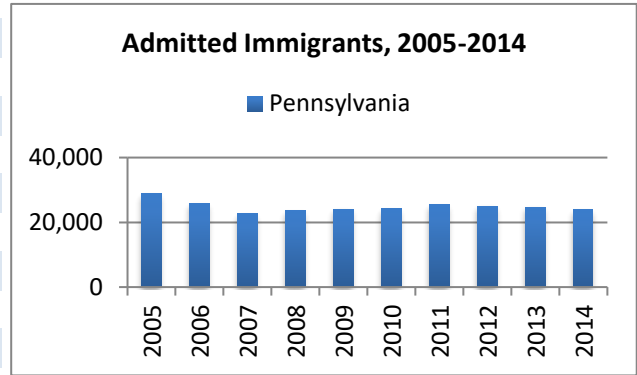


Table 7. Persons Obtaining Permanent Residence Status

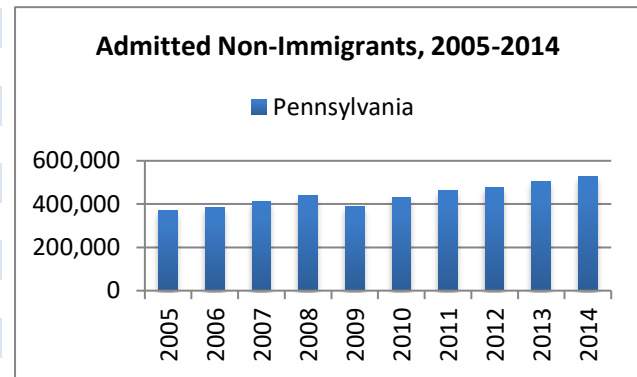
	Pennsylvania	U.S.
2005	28,902	1,122,257
2006	25,950	1,266,129
2007	22,811	1,052,415
2008	23,646	1,107,126
2009	24,105	1,130,818
2010	24,130	1,042,625
2011	25,397	1,062,040
2012	25,032	1,031,631
2013	24,720	990,553
2014	23,944	1,016,518



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

Table 8. Non-immigrant Admissions

	Pennsylvania	U.S.
2005	368,572	32,003,435
2006	386,193	33,667,328
2007	412,012	37,149,651
2008	440,122	39,381,928
2009	389,988	36,231,554
2010	432,588	46,471,516
2011	464,992	46,471,516
2012	478,373	53,887,286
2013	505,507	61,052,260
2014	528,078	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	178,220	193,078	196,155	52,668	44,786
Business Traveler, Other /2	136,001	146,146	159,570	84,802	93,533
Students and exchange visitors/3	65,384	68,851	68,099	1,575	1,495
Temporary workers and families/4	45,875	50,825	48,426	5,951	5,093
Diplomats/other representatives/5	1,893	2,006	2,037	528	674
All other classes	3,089	2,743	2,789	2,951	3,928
Unknown	2,126	1,343	1,297	341	129
Pennsylvania	432,588	464,992	478,373	148,816	149,638
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.

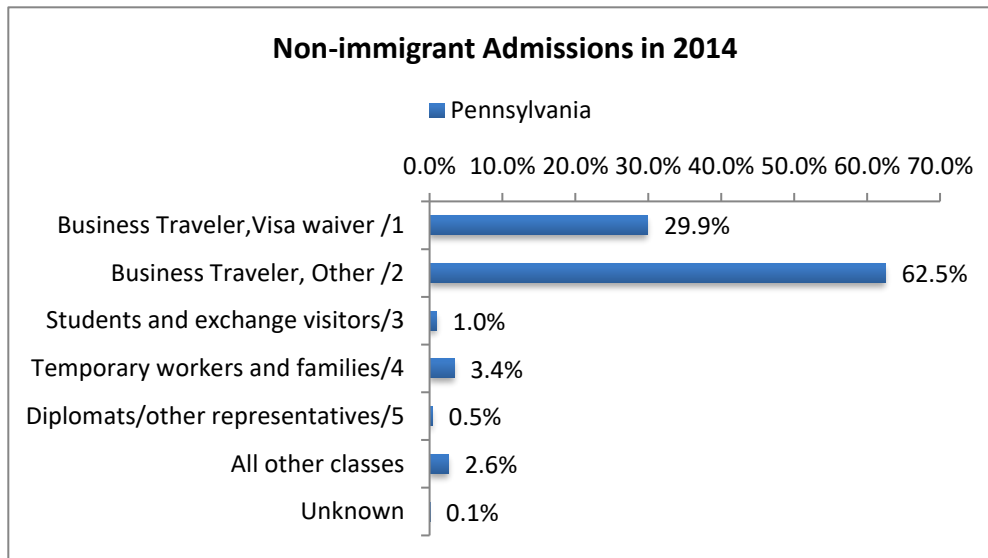
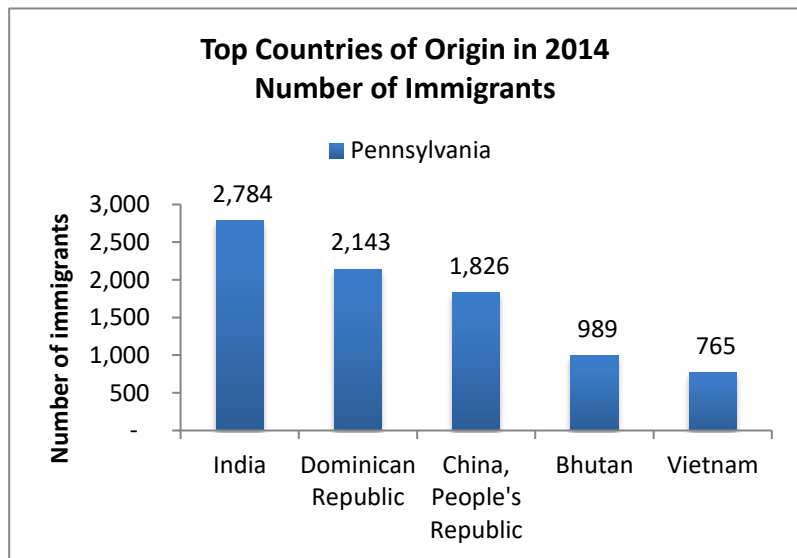
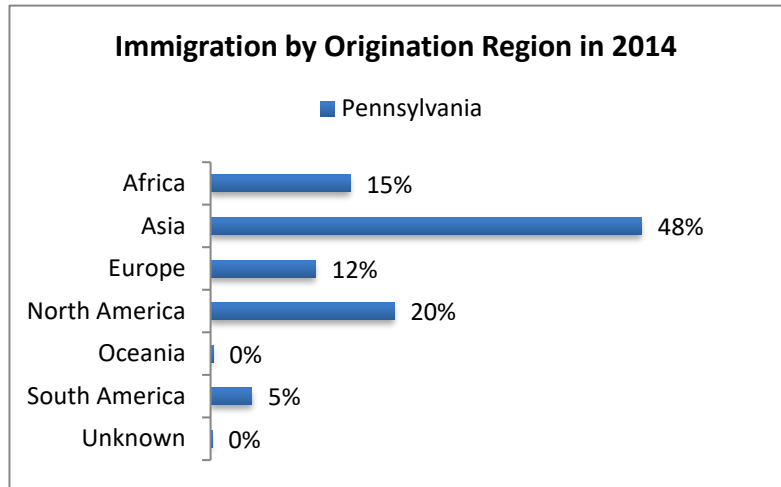


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	23,944
Africa	3,694
Asia	11,403
Europe	2,780
North America	4,856
Oceania	73
South America	1,095
Unknown	43
COUNTRY	
Total	23,944
India	2,784
Dominican Republic	2,143
China, People's Republic	1,826
Bhutan	989
Vietnam	765
Mexico	755
Liberia	746
Nepal	653
Jamaica	562
Korea, South	531
Pakistan	523
Egypt	483
Philippines	477
Ukraine	433
Bangladesh	376
United Kingdom	345
Nigeria	343
Haiti	324
Russia	307
Colombia	286
Iraq	280
Uzbekistan	279
Albania	276
Canada	234
Ghana	225
Cuba	220



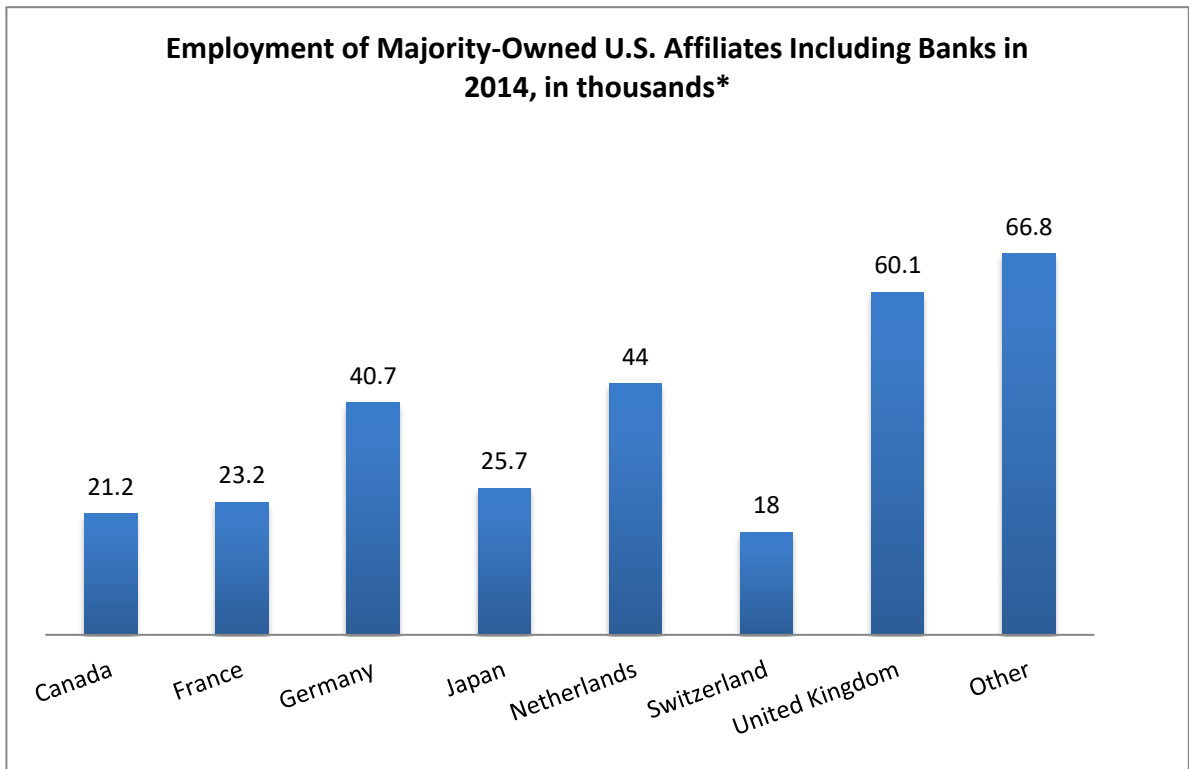
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 300



* 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	38,852	39,403		
Top 25	33,444	34,739	86.1	88.2
Canada	11,461	11,605	29.5	29.5
Mexico	2,831	4,178	7.3	10.6
United Kingdom	1,514	2,328	3.9	5.9
China	2,858	2,061	7.4	5.2
Japan	1,477	1,669	3.8	4.2
Germany	1,821	1,576	4.7	4.0
Netherlands	1,268	1,407	3.3	3.6
Belgium	850	1,289	2.2	3.3
Brazil	1,190	1,006	3.1	2.6
Korea, South	879	916	2.3	2.3
India	543	763	1.4	1.9
France	627	643	1.6	1.6
Australia	833	585	2.1	1.5
Italy	609	584	1.6	1.5
Ireland	941	555	2.4	1.4
Singapore	613	470	1.6	1.2
Hong Kong	448	466	1.2	1.2
Taiwan	517	386	1.3	1.0
Switzerland	409	379	1.1	1.0
Turkey	318	363	0.8	0.9
Saudi Arabia	304	355	0.8	0.9
South Africa	393	334	1.0	0.8
United Arab Emirates	238	332	0.6	0.8
Colombia	358	248	0.9	0.6
Spain	143	242	0.4	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	80,772	79,675		
Top 25	68,340	71,476	84.6	89.7
China	16,472	20,134	20.4	25.3
Canada	11,195	10,697	13.9	13.4
Germany	4,988	5,798	6.2	7.3
Israel	4,948	5,023	6.1	6.3
Mexico	2,852	4,214	3.5	5.3
Korea, South	2,793	3,677	3.5	4.6
Switzerland	791	2,630	1.0	3.3
United Kingdom	2,727	2,539	3.4	3.2
Japan	1,980	2,277	2.5	2.9
Ireland	1,059	1,560	1.3	2.0
Italy	1,374	1,527	1.7	1.9
India	1,051	1,457	1.3	1.8
Belgium	1,324	1,284	1.6	1.6
France	1,243	1,068	1.5	1.3
Sweden	557	954	0.7	1.2
Vietnam	572	803	0.7	1.0
Russia	996	772	1.2	1.0
Finland	677	766	0.8	1.0
Australia	535	718	0.7	0.9
Brazil	955	709	1.2	0.9
Taiwan	732	694	0.9	0.9
Nigeria	5,801	597	7.2	0.7
Chad	1,449	581	1.8	0.7
Netherlands	865	525	1.1	0.7
Austria	406	474	0.5	0.6

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