

# **Business Data For Engaging in International Real Estate Transactions in South Dakota**



**National Association of REALTORS®  
Research Division**

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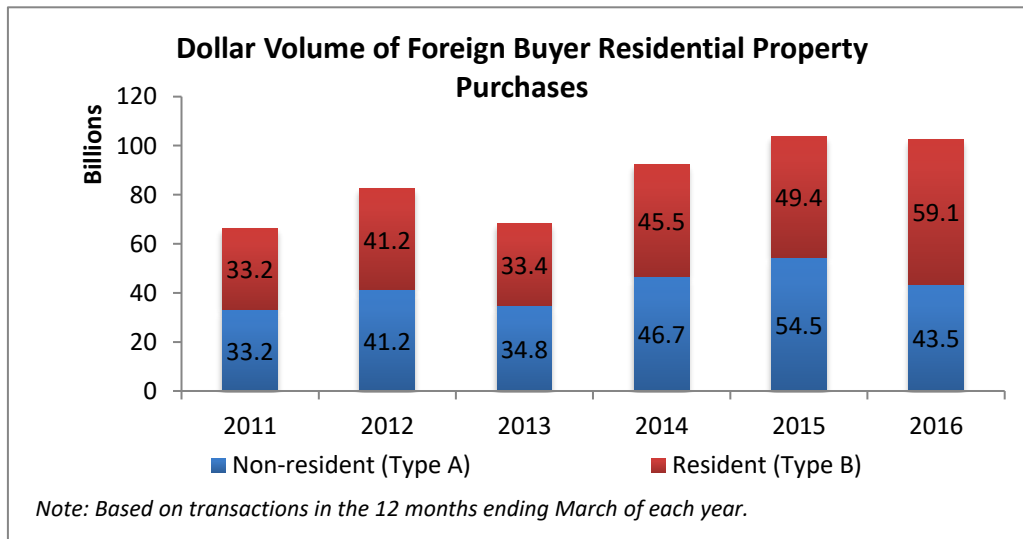


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## Introduction

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 April 2015—March 2016 which is 7 percent of the \$1.2 trillion of total existing home sales during the 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.

NAR's Commercial & Global Services department has the expertise to address specific questions related to international transactions as well as the ability to direct specific questions to other NAR resources. For more data and information, REALTORS® are encouraged to visit NAR's global pages at <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**

	<b>South Dakota</b>	<b>U.S.</b>
Total Population, by Place of Birth	858,469	321,418,821
Native /1	830,624	278,128,449
Foreign-Born /2	27,845	43,290,372
Naturalized	10,426	20,697,103
Not a U.S. Citizen	17,419	22,593,269
Percent, Foreign-Born	3%	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.

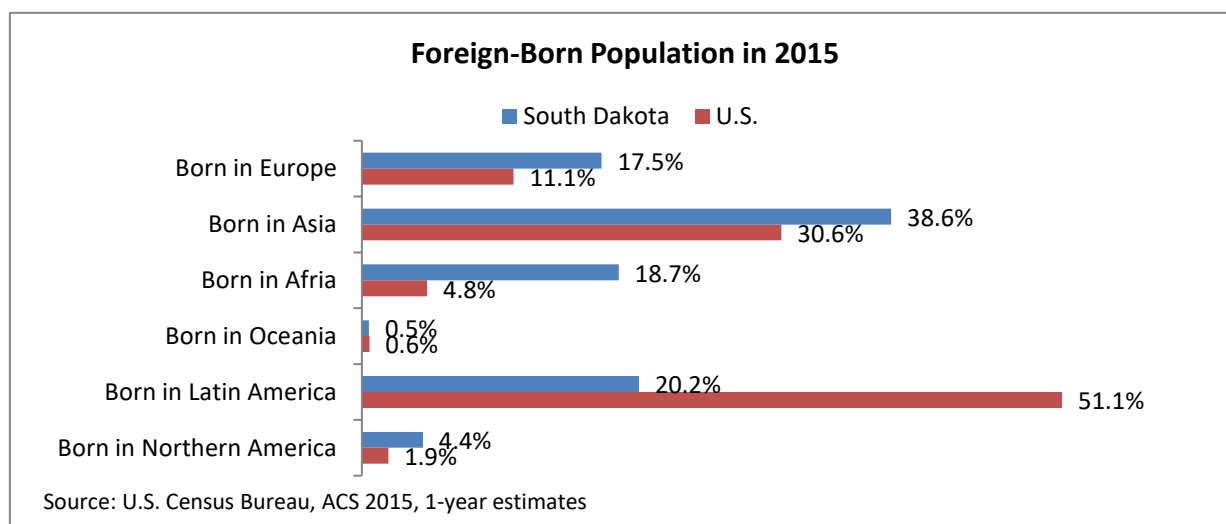
/2 The U.S. Census Bureau uses the term foreign born to refer to anyone who is not a U.S. citizen at birth, naturalized U.S. citizens, lawful permanent residents (immigrants) present in the U.S., temporary migrants such as foreign students), humanitarian migrants (such as refugees and asylees), and persons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

	<b>South Dakota</b>	<b>U.S.</b>
Total Foreign-born Population, Excl. Born at Sea	27,845	43,289,646
Born in Europe	4,868	4,789,662
Born in Asia	10,750	13,249,179
Born in Africa	5,218	2,062,257
Born in Oceania	144	238,663
Born in Latin America	5,626	22,111,409
Born in Northern America	1,239	838,476

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



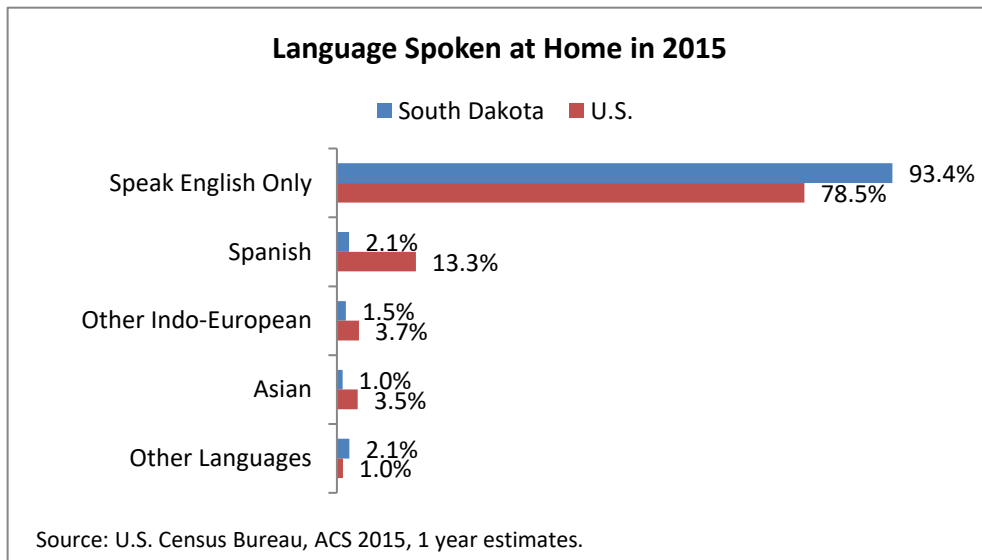
**Table 3. Language Spoken at Home in 2015**

	<b>South Dakota</b>	<b>U.S.</b>
Population, 5 years and over	798,872	301,625,014
Speak English Only	745,958	236,908,935
Speak Language Other Than English	52,914	64,716,079
Spanish	16,407	40,045,795
Other Indo-European	12,158	11,137,271
Asian	7,650	10,501,131
Other Languages	16,699	3,031,882

As percent of Population, 5 years and over:

Speak English Only	93.4%	78.5%
Speak Language Other Than English	6.6%	21.5%
Speak Spanish Other Than English	2.1%	13.3%
Speak Other Indo-European Other Than English	1.5%	3.7%
Speak Asian Other than English	1.0%	3.5%
Speak Other Languages Other Than English	2.1%	1.0%

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



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

	South Dakota	U.S.
<b>Median Age</b>		
Total Population	36.8	37.4
Native	37	35.9
Foreign-Born	34.2	42.6
Naturalized	44.1	50.2
Not a U.S. Citizen	29.5	36.8

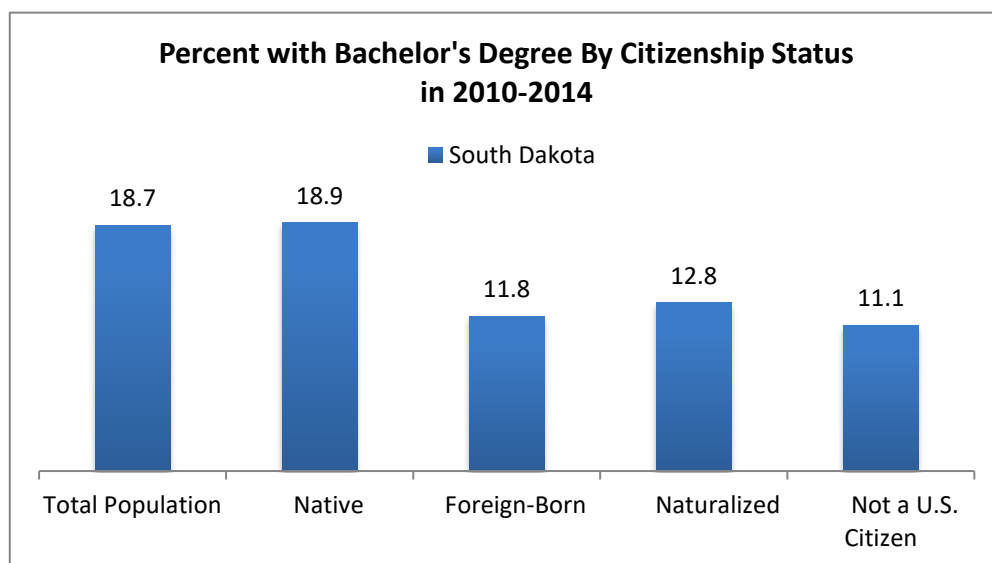
Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501

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

	South Dakota	U.S.
<b>Percent With Bachelor's Degree</b>		
Total Population, 25 years and over	18.7	18.3
Native	18.9	18.7
Foreign-Born	11.8	16.3
Naturalized	12.8	20.2
Not a U.S. Citizen	11.1	12.5
<b>Percent With Graduate or Professional Degree</b>		
Total Population, 25 years and over	8.0	11.0
Native	7.8	10.9
Foreign-Born	14.6	11.7
Naturalized	14.7	13.9
Not a U.S. Citizen	14.5	9.6

#N/A - Data not available

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

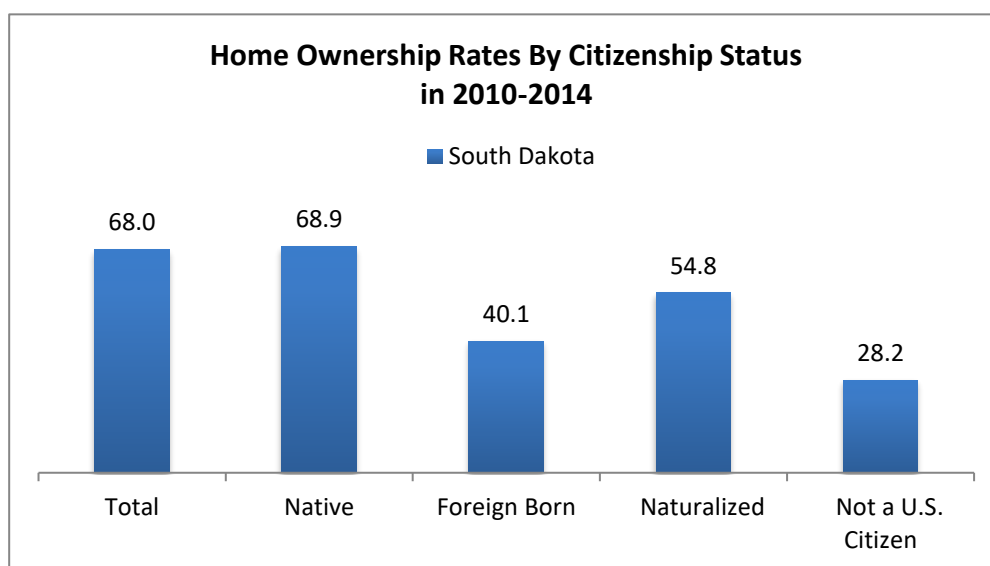


**Table 6. Home Ownership and Median Household Income in 2010-2014**

	Home Ownership Rate (in %)	Median HH Income (in \$)
<b>South Dakota</b>		
Total	68.0	50,338
Native	68.9	50,712
Foreign Born	40.1	38,923
Naturalized	54.8	47,912
Not a U.S. Citizen	28.2	33,745
<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

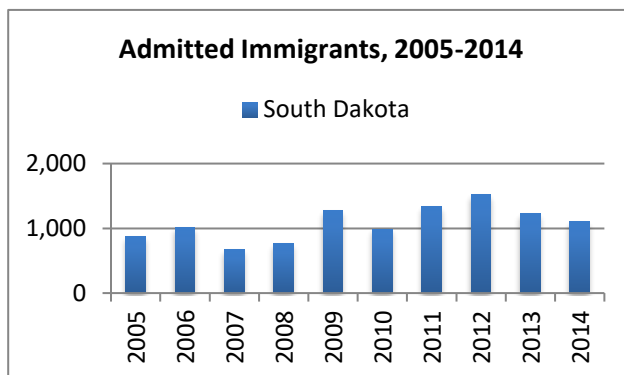
Source: U.S. Census Bureau, ACS 2010-2014, 5-year estimates, Table S0501



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

	South Dakota	U.S.
2005	881	1,122,257
2006	1,013	1,266,129
2007	668	1,052,415
2008	773	1,107,126
2009	1,271	1,130,818
2010	987	1,042,625
2011	1,337	1,062,040
2012	1,521	1,031,631
2013	1,231	990,553
2014	1,108	1,016,518

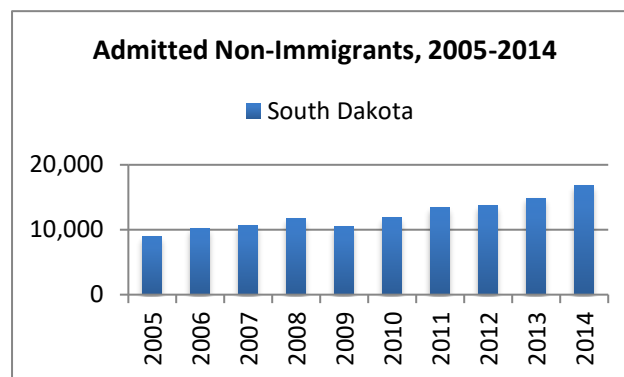
Source of data: Department of Homeland Security  
Yearbook of Immigration Statistics, 2014 ,Table 4.



**Table 8. Non-immigrant Admissions**

	South Dakota	U.S.
2005	8,990	32,003,435
2006	10,120	33,667,328
2007	10,677	37,149,651
2008	11,728	39,381,928
2009	10,537	36,231,554
2010	11,859	46,471,516
2011	13,383	46,471,516
2012	13,654	53,887,286
2013	14,885	61,052,260
2014	16,831	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	5,902	6,305	6,261	52,576	55,134
Business Traveler, Other /2	2,407	3,206	3,271	49,228	66,857
Students and exchange visitors/3	2,115	2,445	2,402	11,350	11,936
Temporary workers and families/4	1,275	1,304	1,569	16,576	17,746
Diplomats/other representatives/5	34	41	43	616	693
All other classes	44	39	54	948	1,115
Unknown	82	43	54	14	75
<b>South Dakota</b>	<b>11,859</b>	<b>13,383</b>	<b>13,654</b>	<b>131,308</b>	<b>153,556</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).

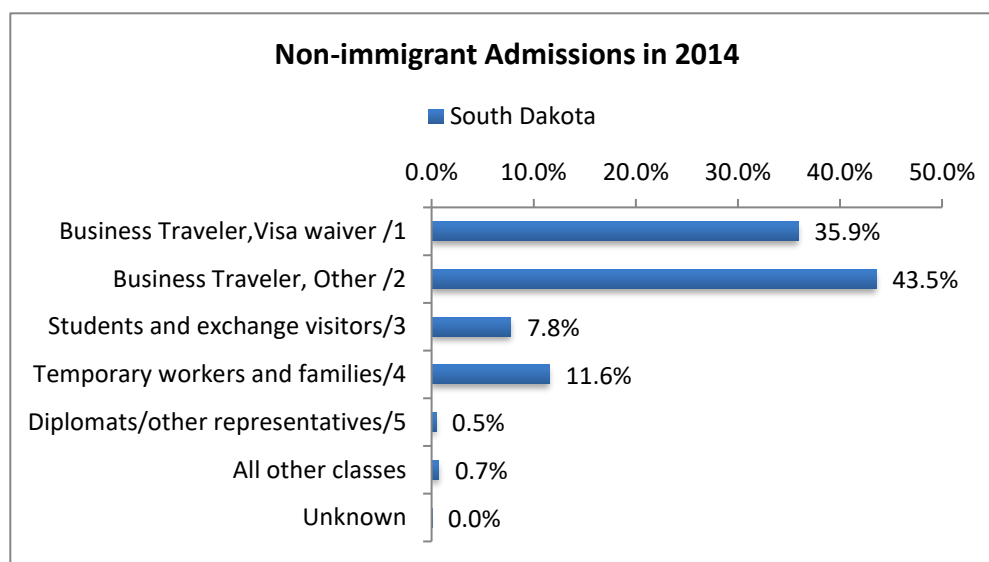
<sup>5</sup> Includes principals, spouses, and children (A, G, N admissions).

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.



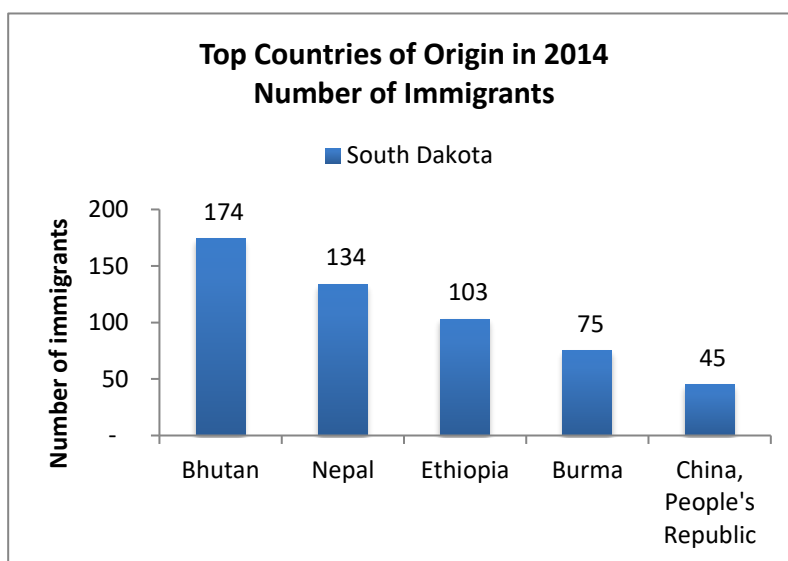
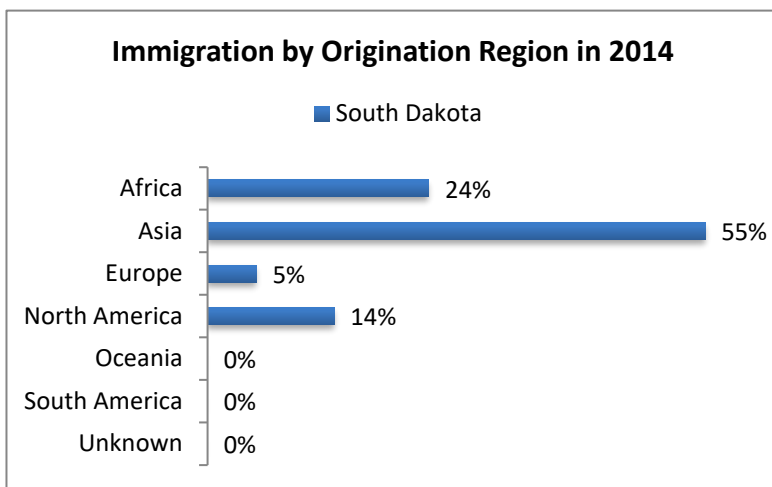
**Table 10. Immigration by Origination Region and Country in 2014**

REGION	
Total	1,108
Africa	271
Asia	609
Europe	60
North America	155
Oceania	D
South America	D
Unknown	-
COUNTRY	
Total	1,108
Bhutan	174
Nepal	134
Ethiopia	103
Burma	75
China, People's Republic	45
Thailand	43
Philippines	40
Mexico	38
El Salvador	36
Canada	30
Eritrea	23
Sudan	23
Guatemala	22
India	21
Kenya	19
Liberia	19
Somalia	16
Vietnam	16
Afghanistan	15
Ukraine	14
Congo, Democratic Republic	13
Cuba	13
Uganda	10
Iraq	8
United Kingdom	8
Honduras	7

D-Data withheld to limit disclosure

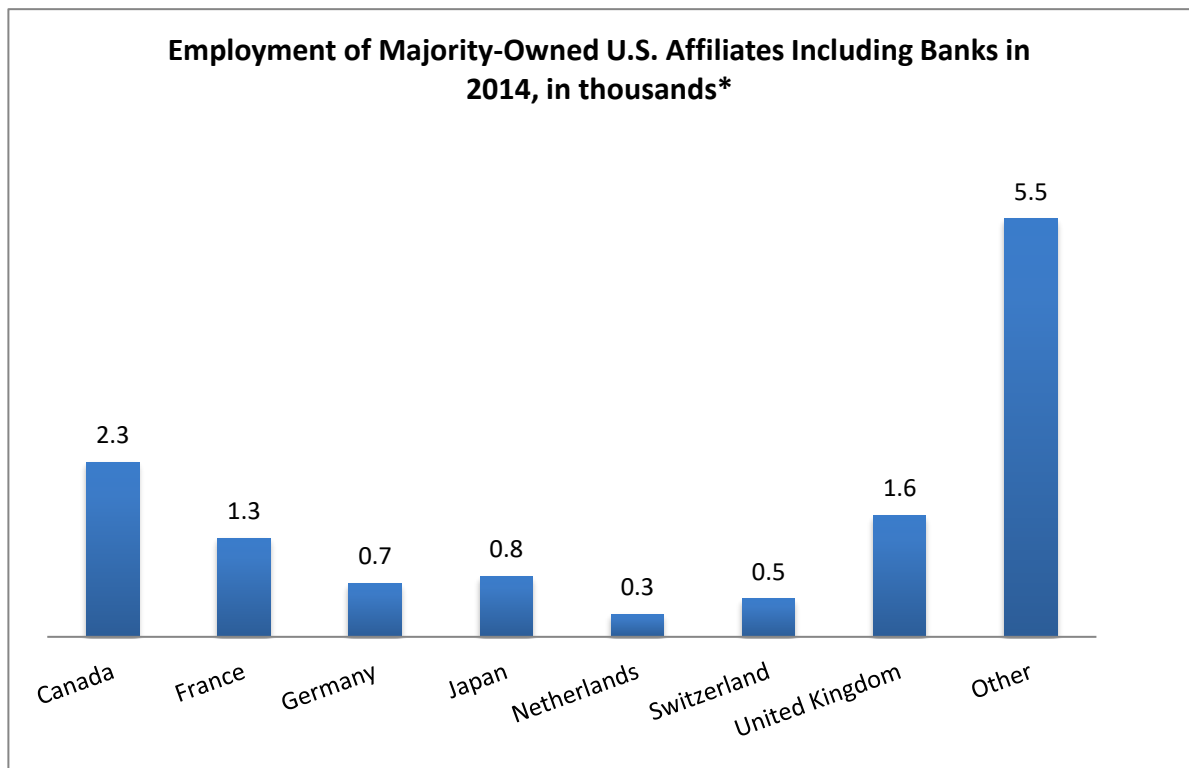
Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.



**Table 11. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies Operating in South 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	1,557	1,405		
Top 25	1,433	1,306	92.0	93.0
Canada	699	527	44.9	37.5
Mexico	346	404	22.2	28.8
Saudi Arabia	28	64	1.8	4.6
Japan	55	36	3.5	2.6
China	78	34	5.0	2.4
Australia	31	34	2.0	2.4
Belgium	44	23	2.8	1.7
Korea, South	15	23	0.9	1.6
Germany	13	15	0.8	1.1
United Arab Emirates	4	15	0.3	1.0
Hong Kong	14	14	0.9	1.0
Israel	12	14	0.8	1.0
Switzerland	1	14	0.1	1.0
France	9	10	0.6	0.7
United Kingdom	28	9	1.8	0.7
Taiwan	6	8	0.4	0.6
Ukraine	2	8	0.1	0.6
New Zealand	6	8	0.4	0.6
Singapore	6	8	0.4	0.5
Netherlands	3	7	0.2	0.5
Colombia	6	7	0.4	0.5
Brazil	19	7	1.2	0.5
Argentina	3	6	0.2	0.4
Finland	6	6	0.4	0.4
Papua New Guinea	1	6	0.1	0.4

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	954	1,140		
Top 25	928	1,124	97.3	98.6
Canada	452	543	47.4	47.6
Brazil	115	158	12.0	13.9
China	128	153	13.4	13.4
Mexico	58	70	6.1	6.1
Japan	13	32	1.3	2.8
Taiwan	20	26	2.1	2.2
Germany	29	21	3.0	1.9
Italy	26	15	2.7	1.3
Korea, South	8	14	0.9	1.2
Switzerland	2	12	0.2	1.0
Malaysia	8	11	0.8	0.9
Netherlands	4	8	0.4	0.7
Austria	5	7	0.5	0.6
India	4	7	0.4	0.6
Vietnam	4	7	0.4	0.6
United Kingdom	10	7	1.1	0.6
Spain	3	6	0.3	0.5
Poland	0	6	0.0	0.5
Sweden	3	5	0.3	0.4
France	16	4	1.7	0.4
Philippines	3	4	0.3	0.4
Belgium	2	3	0.2	0.2
Argentina	0	3	0.0	0.2
Ireland	1	3	0.1	0.2
Thailand	15	2	1.6	0.2

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