

Business Data For Engaging in International Real Estate Transactions in Washington



**National Association of REALTORS®
Research Division**

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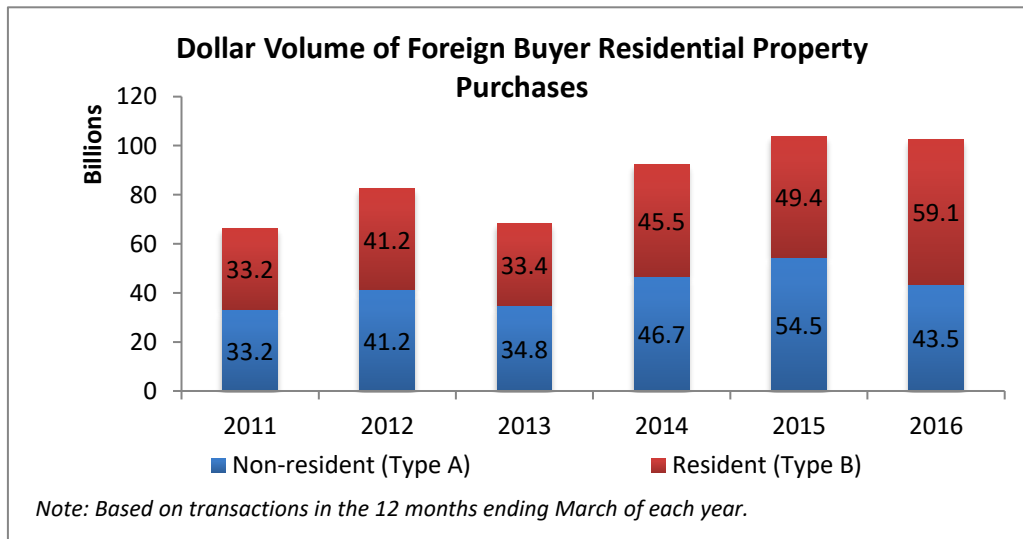


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Introduction

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

	Washington	U.S.
Total Population, by Place of Birth	7,170,351	321,418,821
Native /1	6,190,193	278,128,449
Foreign-Born /2	980,158	43,290,372
Naturalized	458,313	20,697,103
Not a U.S. Citizen	521,845	22,593,269
Percent, Foreign-Born	14%	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

	Washington	U.S.
Total Foreign-born Population, Excl. Born at Sea	980,158	43,289,646
Born in Europe	151,086	4,789,662
Born in Asia	415,838	13,249,179
Born in Africa	49,226	2,062,257
Born in Oceania	17,959	238,663
Born in Latin America	302,575	22,111,409
Born in Northern America	43,474	838,476

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

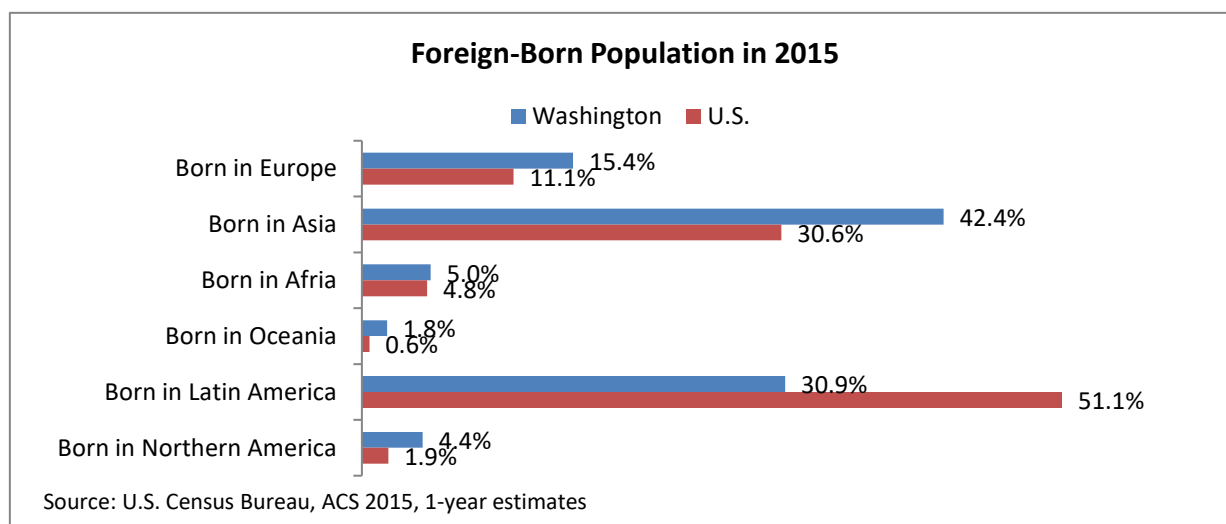


Table 3. Language Spoken at Home in 2015

	Washington	U.S.
Population, 5 years and over	6,725,680	301,625,014
Speak English Only	5,430,074	236,908,935
Speak Language Other Than English	1,295,606	64,716,079
Spanish	585,527	40,045,795
Other Indo-European	255,654	11,137,271
Asian	389,715	10,501,131
Other Languages	64,710	3,031,882

As percent of Population, 5 years and over:

Speak English Only	80.7%	78.5%
Speak Language Other Than English	19.3%	21.5%
Speak Spanish Other Than English	8.7%	13.3%
Speak Other Indo-European Other Than English	3.8%	3.7%
Speak Asian Other than English	5.8%	3.5%
Speak Other Languages Other Than English	1.0%	1.0%

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

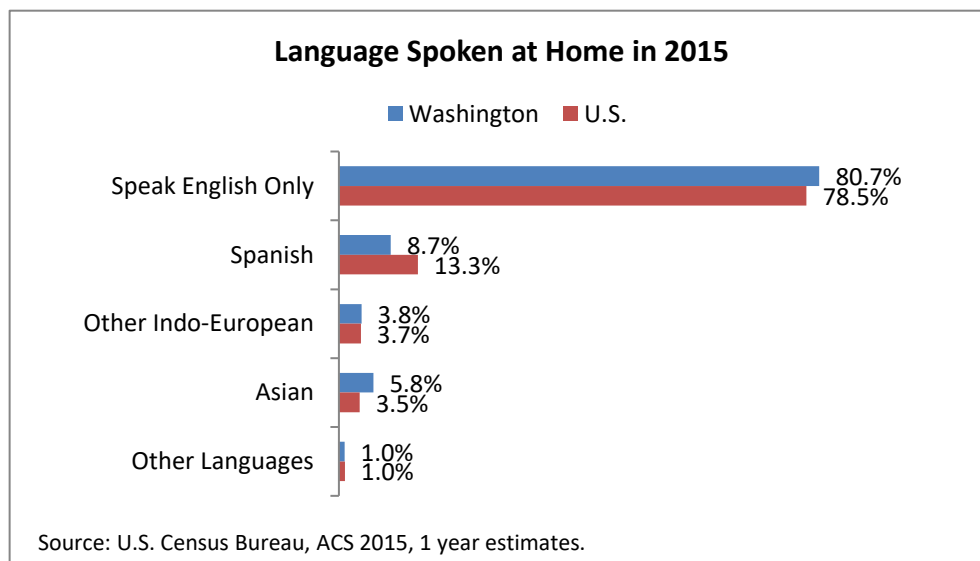


Table 4. Median Age (years) in 2010-2014

	Washington	U.S.
Median Age		
Total Population	37.4	37.4
Native	36.4	35.9
Foreign-Born	40.4	42.6
Naturalized	47.6	50.2
Not a U.S. Citizen	35.2	36.8

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

Table 5. Educational Attainment in 2010-2014

	Washington	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	20.6	18.3
Native	21.0	18.7
Foreign-Born	18.3	16.3
Naturalized	21.5	20.2
Not a U.S. Citizen	15.1	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	11.7	11.0
Native	11.4	10.9
Foreign-Born	13.1	11.7
Naturalized	13.5	13.9
Not a U.S. Citizen	12.8	9.6

#N/A - Data not available

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

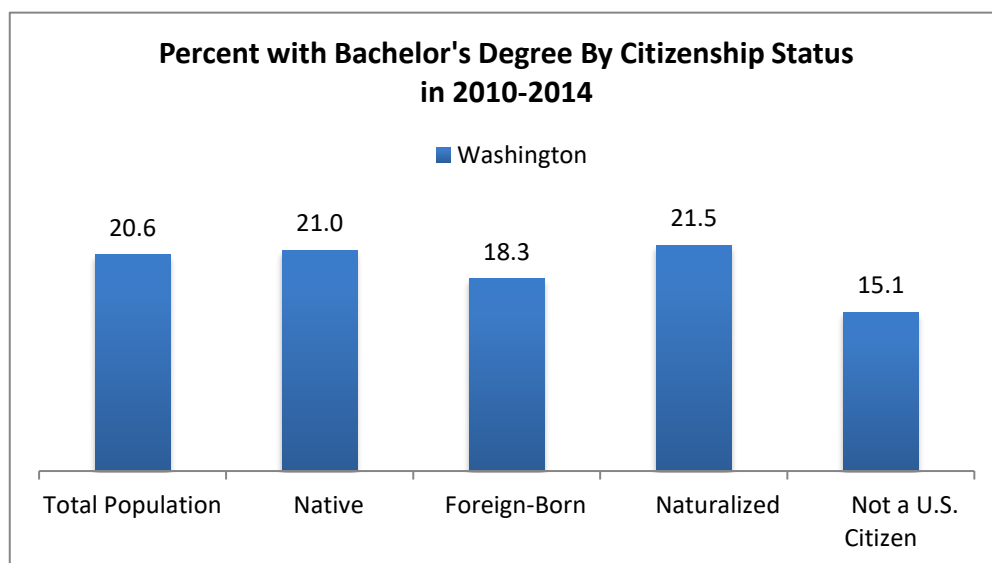


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
Washington		
Total	62.7	60,294
Native	64.4	61,299
Foreign Born	52.5	52,916
Naturalized	66.6	61,144
Not a U.S. Citizen	36.1	45,238
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

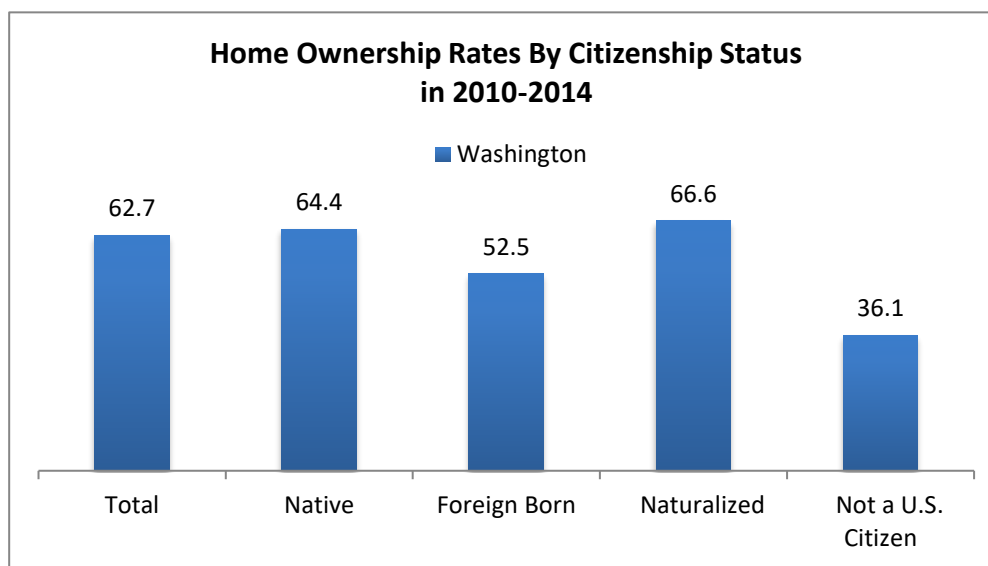


Table 7. Persons Obtaining Permanent Residence Status

	Washington	U.S.
2005	26,480	1,122,257
2006	23,803	1,266,129
2007	22,657	1,052,415
2008	23,170	1,107,126
2009	27,562	1,130,818
2010	22,283	1,042,625
2011	23,789	1,062,040
2012	23,060	1,031,631
2013	22,994	990,553
2014	22,710	1,016,518

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

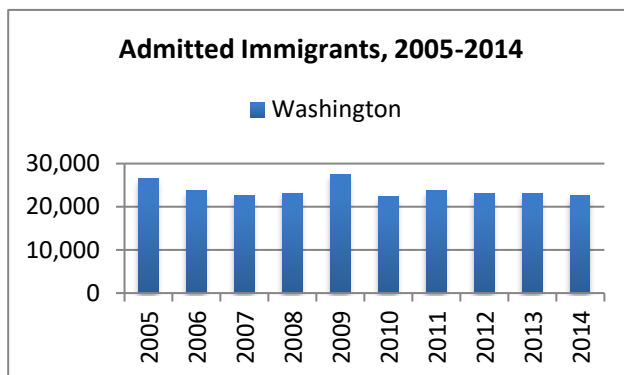


Table 8. Non-immigrant Admissions

	Washington	U.S.
2005	466,718	32,003,435
2006	578,192	33,667,328
2007	646,458	37,149,651
2008	726,762	39,381,928
2009	658,957	36,231,554
2010	895,444	46,471,516
2011	1,158,160	46,471,516
2012	1,262,020	53,887,286
2013	1,415,063	61,052,260
2014	1,141,456	74,930,606

Source of data: Department of Homeland Security
Yearbook of Immigration Statistics, 2014 ,Table 30.

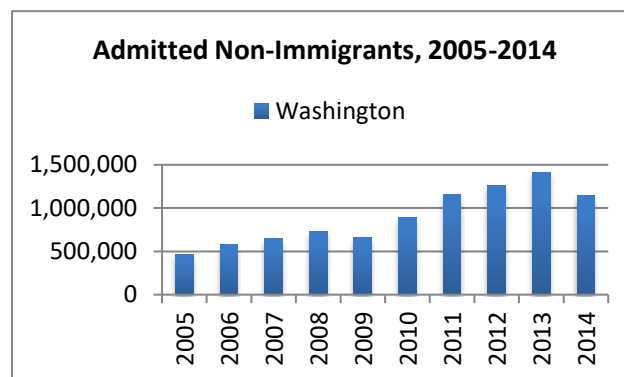


Table 9. Non-immigrant admissions (I-94 only)

	2010	2011	2012	2013	2014
Business Traveler, Visa waiver /1	397,380	482,150	501,302	146,815	149,771
Business Traveler, Other /2	331,837	488,511	598,925	204,782	231,155
Students and exchange visitors/3	43,831	44,513	41,631	41,325	42,934
Temporary workers and families/4	99,239	121,924	101,970	38,184	40,431
Diplomats/other representatives/5	3,956	4,275	4,131	37,293	38,927
All other classes	14,312	12,434	10,613	2,542	3,175
Unknown	4,889	4,353	3,448	2,653	294
Washington	895,444	1,158,160	1,262,020	473,594	506,687
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.

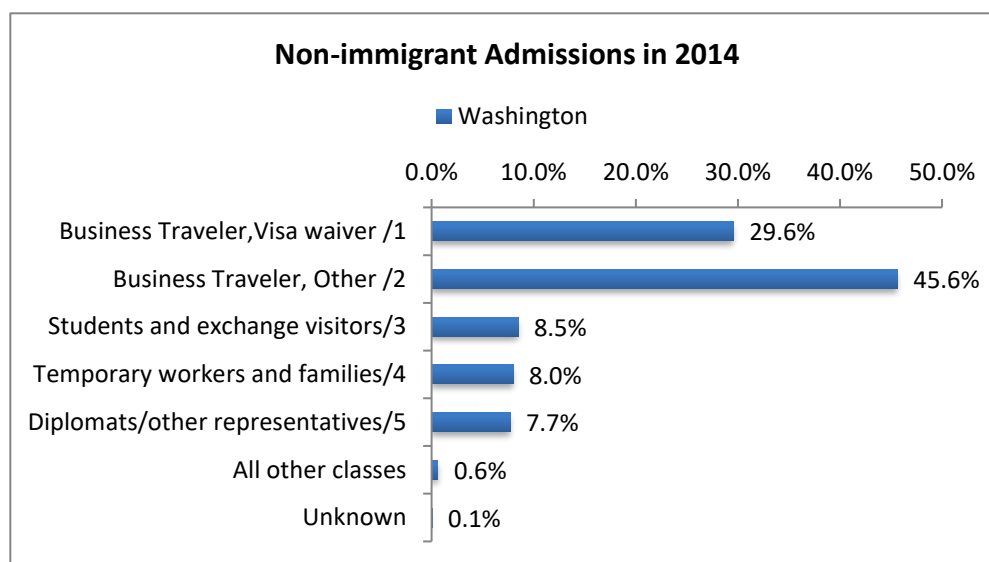
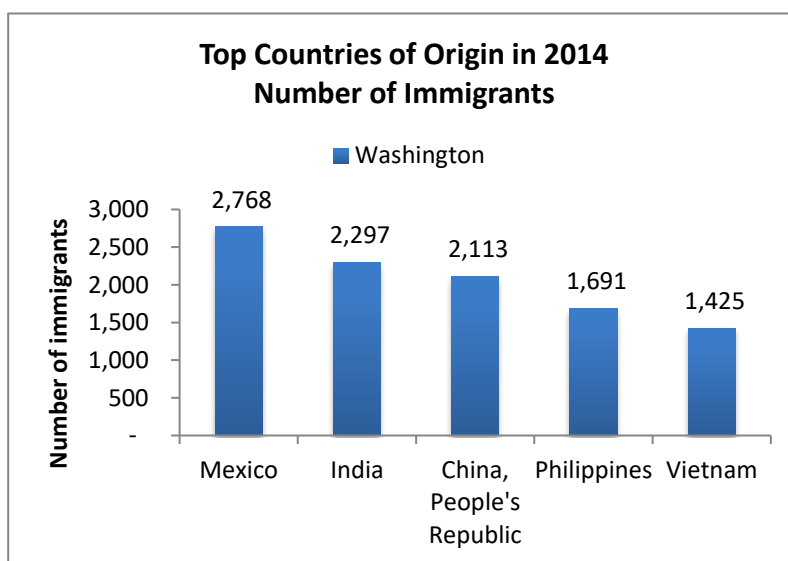
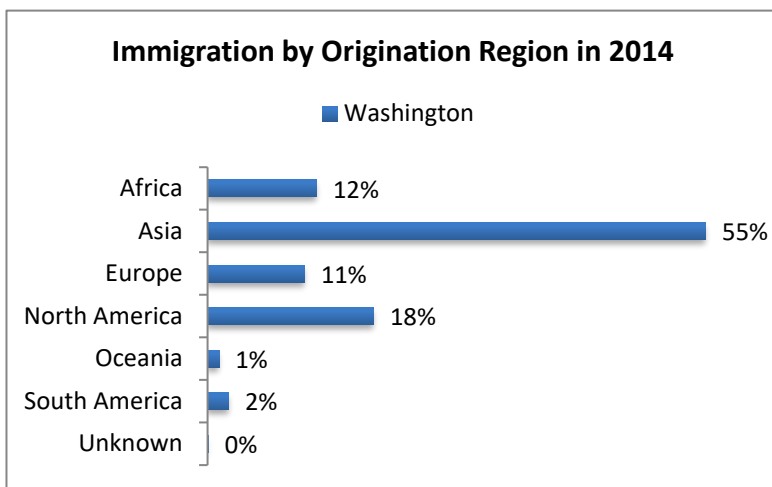


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	22,710
Africa	2,741
Asia	12,505
Europe	2,439
North America	4,174
Oceania	289
South America	534
Unknown	28
COUNTRY	
Total	22,710
Mexico	2,768
India	2,297
China, People's Republic	2,113
Philippines	1,691
Vietnam	1,425
Ethiopia	865
Canada	760
Korea, South	727
Iraq	557
Russia	456
Iran	363
Ukraine	362
Afghanistan	360
Kenya	324
Somalia	300
Pakistan	283
United Kingdom	281
Nepal	254
Thailand	252
Japan	242
Burma	231
Cambodia	212
Taiwan	190
Eritrea	179
Moldova	169
Bhutan	165



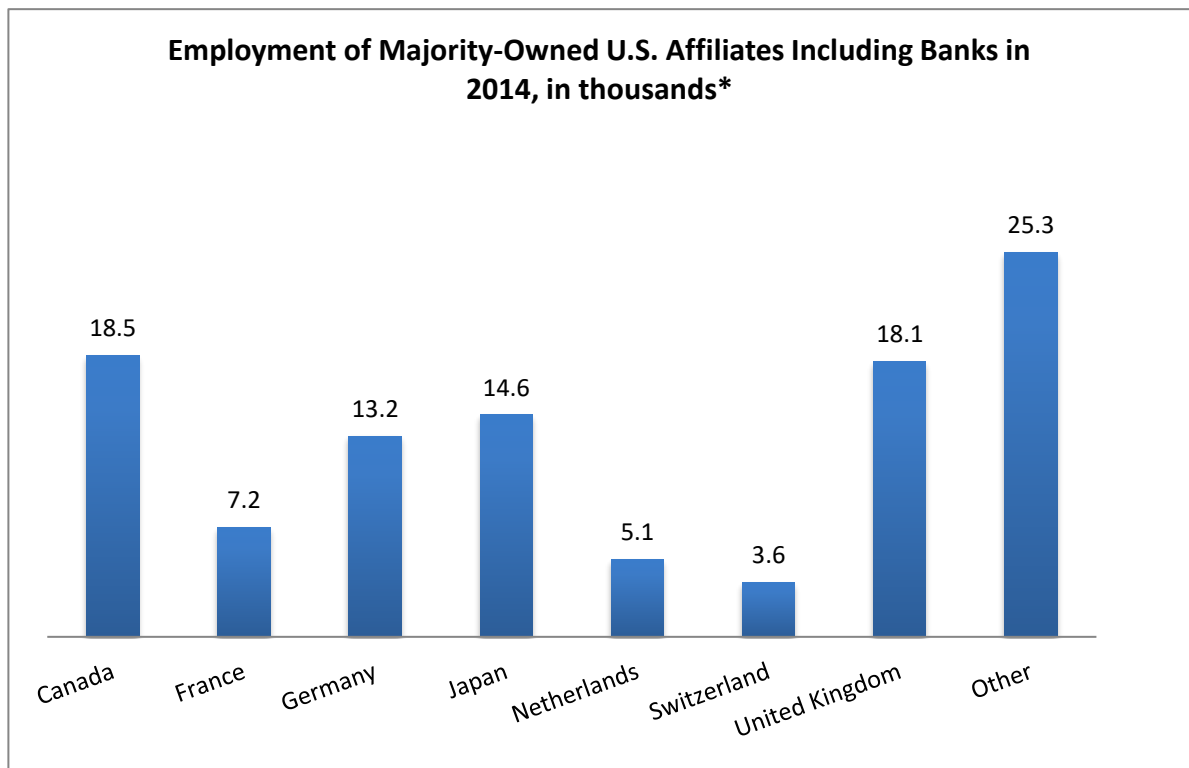
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 106



* 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	75,654	86,353		
Top 25	65,706	76,920	86.9	89.1
China	14,157	19,456	18.7	22.5
Canada	8,381	8,008	11.1	9.3
Japan	9,026	5,993	11.9	6.9
Korea, South	3,384	4,293	4.5	5.0
United Arab Emirates	5,059	3,212	6.7	3.7
Chile	1,000	3,010	1.3	3.5
Taiwan	1,515	2,756	2.0	3.2
Singapore	910	2,567	1.2	3.0
United Kingdom	1,610	2,554	2.1	3.0
Turkey	856	1,892	1.1	2.2
Saudi Arabia	1,127	1,876	1.5	2.2
Mexico	2,864	1,871	3.8	2.2
Thailand	728	1,859	1.0	2.2
Germany	1,877	1,850	2.5	2.1
Qatar	1,180	1,809	1.6	2.1
Indonesia	1,610	1,754	2.1	2.0
Netherlands	916	1,680	1.2	1.9
Hong Kong	2,161	1,606	2.9	1.9
Russia	906	1,601	1.2	1.9
France	883	1,391	1.2	1.6
Australia	1,698	1,350	2.2	1.6
Ethiopia	947	1,225	1.3	1.4
India	1,273	1,151	1.7	1.3
Vietnam	223	1,080	0.3	1.3
Philippines	1,412	1,074	1.9	1.2

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	47,627	51,271		
Top 25	44,112	48,771	92.6	95.1
Canada	13,819	13,540	29.0	26.4
China	8,465	10,349	17.8	20.2
Japan	6,143	6,704	12.9	13.1
Korea, South	2,197	2,843	4.6	5.5
Taiwan	1,949	2,117	4.1	4.1
France	1,690	1,510	3.5	2.9
United Kingdom	1,545	1,470	3.2	2.9
Mexico	556	1,287	1.2	2.5
Thailand	582	1,086	1.2	2.1
Australia	707	927	1.5	1.8
Germany	808	915	1.7	1.8
Vietnam	394	907	0.8	1.8
Singapore	187	794	0.4	1.5
Italy	530	539	1.1	1.1
Russia	1,398	505	2.9	1.0
Malaysia	427	502	0.9	1.0
India	364	452	0.8	0.9
Indonesia	352	398	0.7	0.8
Netherlands	364	312	0.8	0.6
Brazil	269	302	0.6	0.6
Argentina	276	293	0.6	0.6
Philippines	129	289	0.3	0.6
Saudi Arabia	711	283	1.5	0.6
Chile	105	239	0.2	0.5
New Zealand	143	209	0.3	0.4

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