

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



**National Association of REALTORS®
Research Division**

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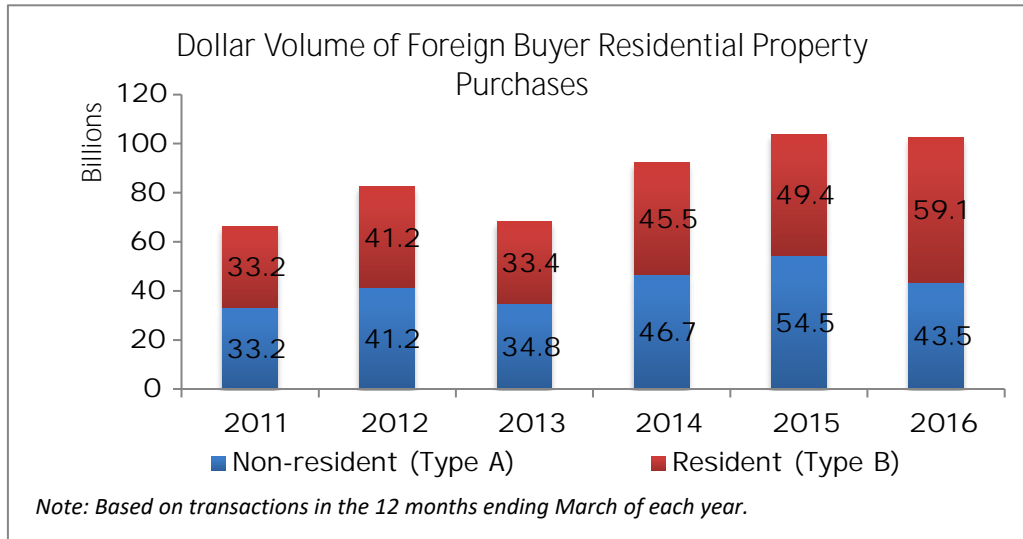
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Introduction

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

	Wisconsin	U.S.
Total Population, by Place of Birth	5,771,337	321,418,821
Native /1	5,492,356	278,128,449
Foreign-Born /2	278,981	43,290,372
Naturalized	126,745	20,697,103
Not a U.S. Citizen	152,236	22,593,269
Percent, Foreign-Born	5%	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

	Wisconsin	U.S.
Total Foreign-born Population, Excl. Born at Sea	278,943	43,289,646
Born in Europe	43,902	4,789,662
Born in Asia	100,585	13,249,179
Born in Africa	11,585	2,062,257
Born in Oceania	1,352	238,663
Born in Latin America	114,693	22,111,409
Born in Northern America	6,826	838,476

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

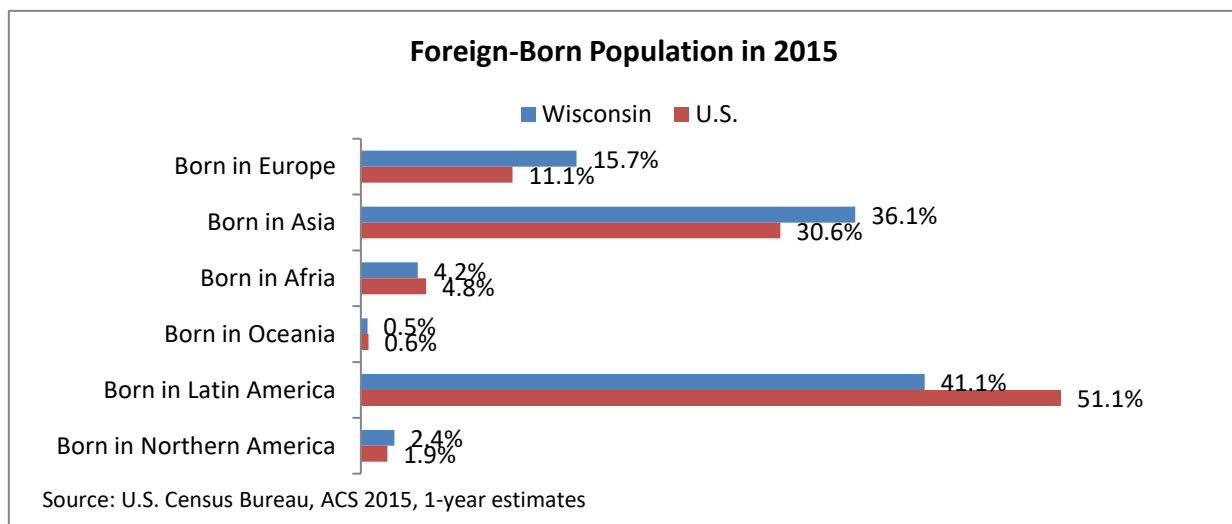


Table 3. Language Spoken at Home in 2015

	Wisconsin	U.S.
Population, 5 years and over	5,434,494	301,625,014
Speak English Only	4,963,406	236,908,935
Speak Language Other Than English	471,088	64,716,079
Spanish	253,186	40,045,795
Other Indo-European	103,158	11,137,271
Asian	96,535	10,501,131
Other Languages	18,209	3,031,882

As percent of Population, 5 years and over:

Speak English Only	91.3%	78.5%
Speak Language Other Than English	8.7%	21.5%
Speak Spanish Other Than English	4.7%	13.3%
Speak Other Indo-European Other Than English	1.9%	3.7%
Speak Asian Other than English	1.8%	3.5%
Speak Other Languages Other Than English	0.3%	1.0%

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

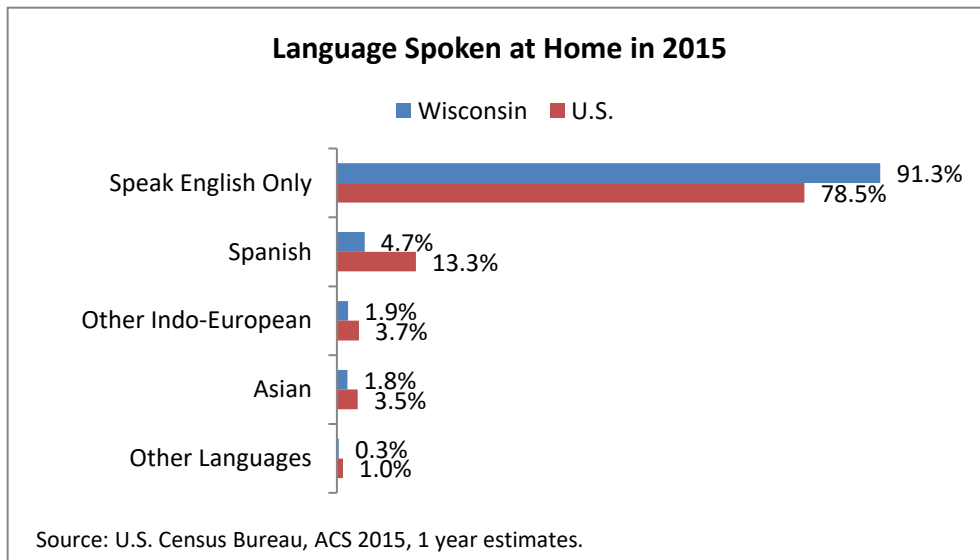


Table 4. Median Age (years) in 2010-2014

	Wisconsin	U.S.
Median Age		
Total Population	38.8	37.4
Native	38.9	35.9
Foreign-Born	38.3	42.6
Naturalized	47.2	50.2
Not a U.S. Citizen	34.2	36.8

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

Table 5. Educational Attainment in 2010-2014

	Wisconsin	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	18.1	18.3
Native	18.3	18.7
Foreign-Born	14.6	16.3
Naturalized	17.8	20.2
Not a U.S. Citizen	11.9	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	9.3	11.0
Native	9.0	10.9
Foreign-Born	14.8	11.7
Naturalized	15.5	13.9
Not a U.S. Citizen	14.2	9.6

#N/A - Data not available

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

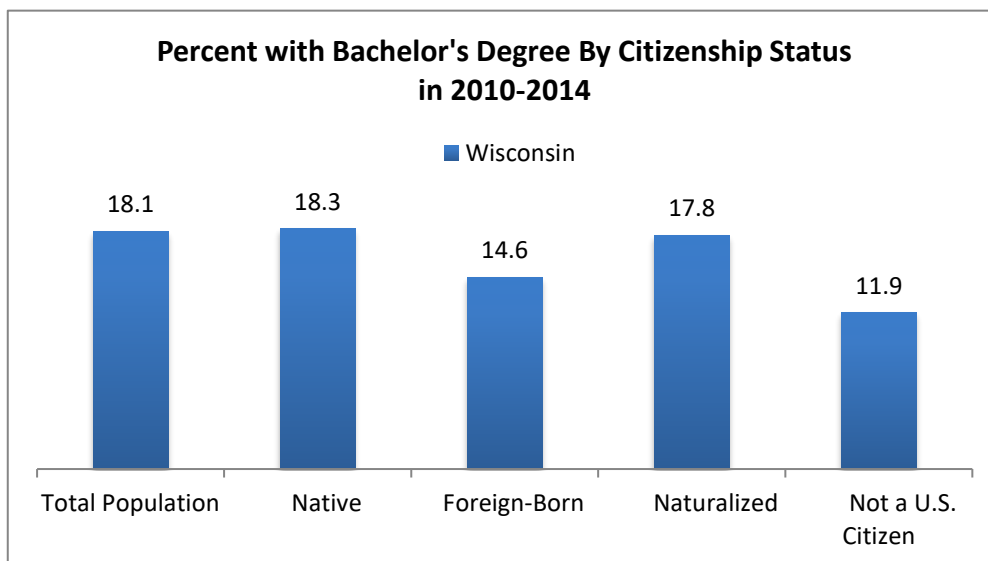


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
Wisconsin		
Total	67.7	52,738
Native	68.5	53,152
Foreign Born	50.9	44,696
Naturalized	68.6	51,878
Not a U.S. Citizen	34.4	38,719
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

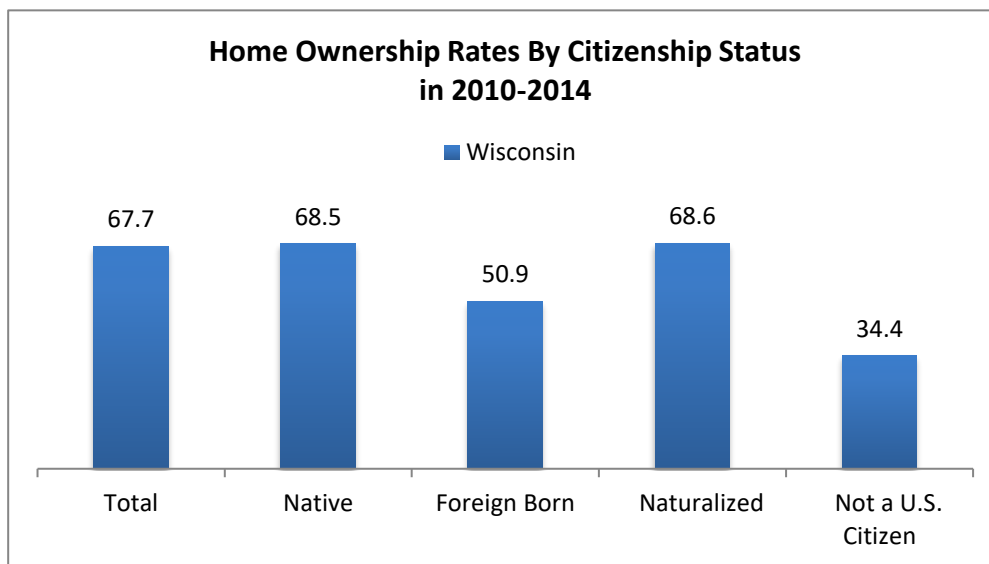
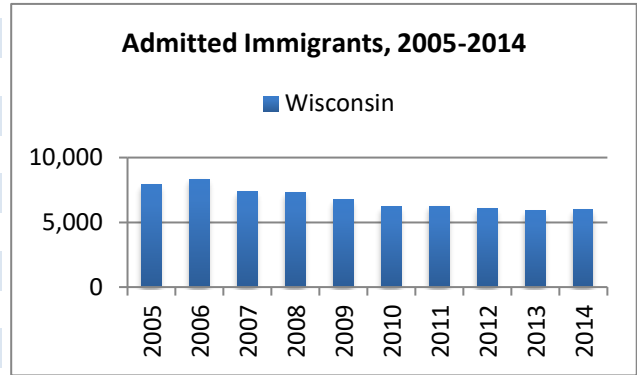


Table 7. Persons Obtaining Permanent Residence Status

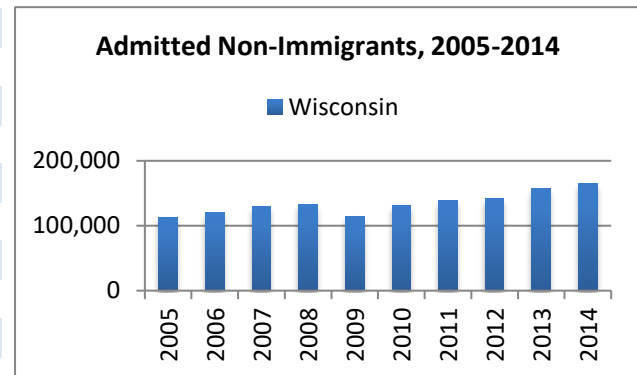
	Wisconsin	U.S.
2005	7,907	1,122,257
2006	8,339	1,266,129
2007	7,381	1,052,415
2008	7,306	1,107,126
2009	6,727	1,130,818
2010	6,189	1,042,625
2011	6,245	1,062,040
2012	6,049	1,031,631
2013	5,918	990,553
2014	5,997	1,016,518



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

Table 8. Non-immigrant Admissions

	Wisconsin	U.S.
2005	113,346	32,003,435
2006	119,990	33,667,328
2007	130,232	37,149,651
2008	133,090	39,381,928
2009	114,368	36,231,554
2010	130,435	46,471,516
2011	138,809	46,471,516
2012	141,410	53,887,286
2013	157,128	61,052,260
2014	165,414	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	48,767	49,932	51,157	4,871	5,157
Business Traveler, Other /2	46,931	52,208	54,148	6,067	6,735
Students and exchange visitors/3	20,934	21,713	21,478	5,025	5,280
Temporary workers and families/4	12,071	13,722	13,436	1,494	1,888
Diplomats/other representatives/5	316	288	288	75	106
All other classes	620	469	448	50	61
Unknown	796	477	455	171	1
Wisconsin	130,435	138,809	141,410	17,753	19,228
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.

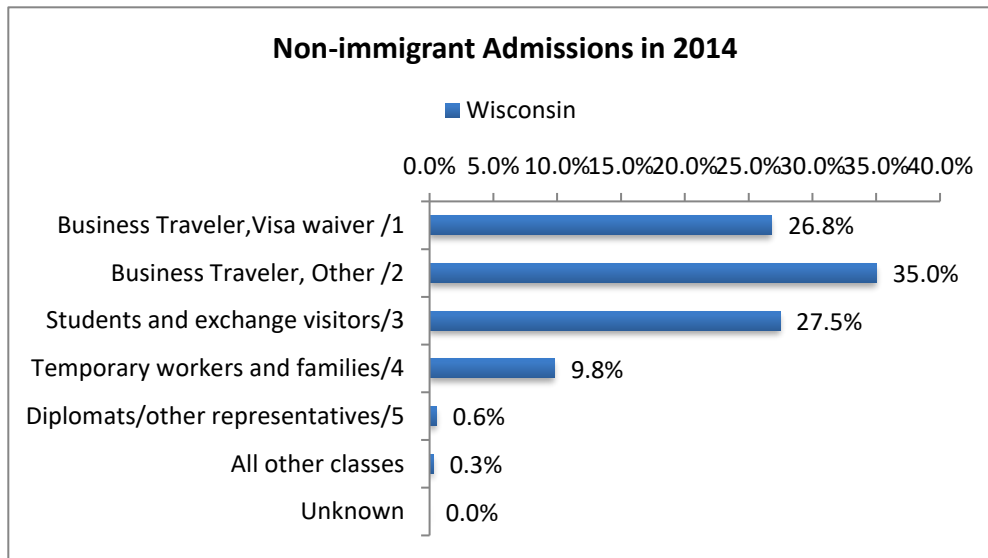
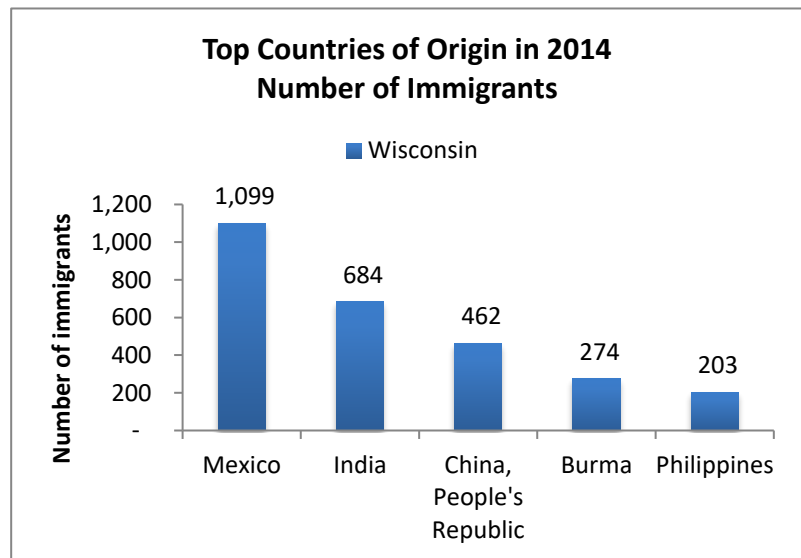
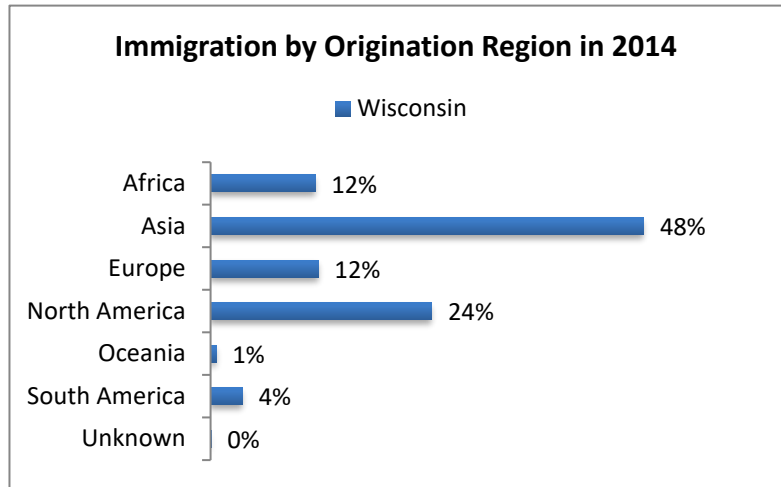


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	5,997
Africa	692
Asia	2,870
Europe	714
North America	1,466
Oceania	38
South America	212
Unknown	5
COUNTRY	
Total	5,997
Mexico	1,099
India	684
China, People's Republic	462
Burma	274
Philippines	203
Iraq	166
Pakistan	115
Somalia	111
Nepal	91
United Kingdom	89
Vietnam	88
Laos	81
Thailand	79
Jordan	78
Russia	78
Canada	74
Ethiopia	74
Nigeria	71
Korea, South	66
Ukraine	63
Dominican Republic	56
Malaysia	56
Albania	52
Gambia	51
Kenya	50
Jamaica	48



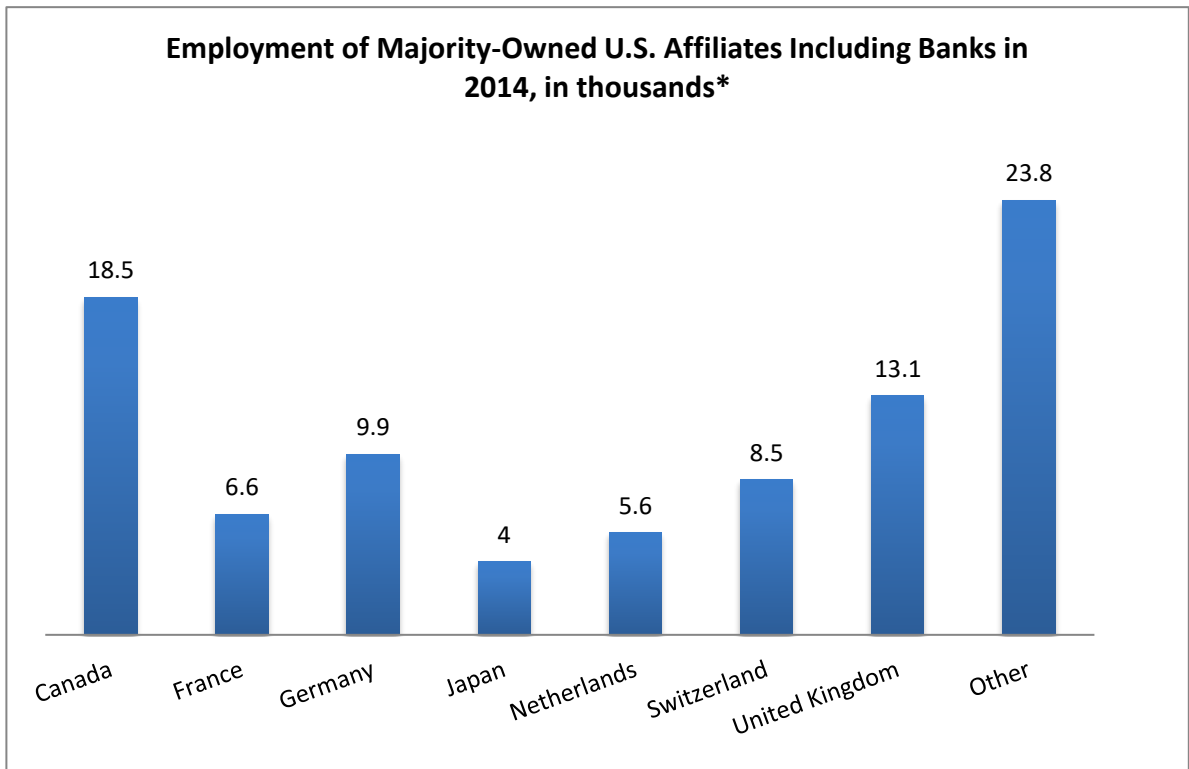
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 90



* 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	23,119	22,445		
Top 25	20,246	19,976	87.6	89.0
Canada	7,643	7,309	33.1	32.6
Mexico	2,167	2,967	9.4	13.2
China	1,547	1,546	6.7	6.9
United Kingdom	615	824	2.7	3.7
Japan	858	814	3.7	3.6
Germany	715	702	3.1	3.1
Saudi Arabia	312	597	1.4	2.7
Australia	866	584	3.7	2.6
Korea, South	403	507	1.7	2.3
France	509	457	2.2	2.0
Belgium	412	432	1.8	1.9
Brazil	498	403	2.2	1.8
Netherlands	395	393	1.7	1.7
Italy	271	311	1.2	1.4
Chile	555	283	2.4	1.3
Hong Kong	290	237	1.3	1.1
Singapore	330	221	1.4	1.0
India	457	215	2.0	1.0
Thailand	184	214	0.8	1.0
Peru	230	206	1.0	0.9
Taiwan	192	184	0.8	0.8
United Arab Emirates	305	177	1.3	0.8
Philippines	148	143	0.6	0.6
South Africa	228	132	1.0	0.6
Sweden	117	117	0.5	0.5

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	23,198	22,964		
Top 25	21,177	21,273	91.3	92.6
China	5,772	6,205	24.9	27.0
Canada	4,190	4,207	18.1	18.3
Mexico	3,006	2,662	13.0	11.6
Germany	1,333	1,271	5.7	5.5
Vietnam	628	960	2.7	4.2
India	660	673	2.8	2.9
Japan	825	660	3.6	2.9
Italy	693	604	3.0	2.6
Taiwan	499	577	2.2	2.5
France	478	460	2.1	2.0
Indonesia	419	372	1.8	1.6
United Kingdom	266	345	1.1	1.5
Korea, South	357	332	1.5	1.4
Finland	292	248	1.3	1.1
Israel	170	214	0.7	0.9
Austria	182	178	0.8	0.8
Switzerland	201	176	0.9	0.8
Philippines	125	175	0.5	0.8
Bangladesh	203	168	0.9	0.7
Malaysia	226	142	1.0	0.6
Denmark	94	140	0.4	0.6
Netherlands	182	133	0.8	0.6
Thailand	104	128	0.4	0.6
Sweden	98	123	0.4	0.5
Cambodia	175	121	0.8	0.5

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