

Business Data For Engaging in International Real Estate Transactions in West Virginia



**National Association of REALTORS®
Research Division**

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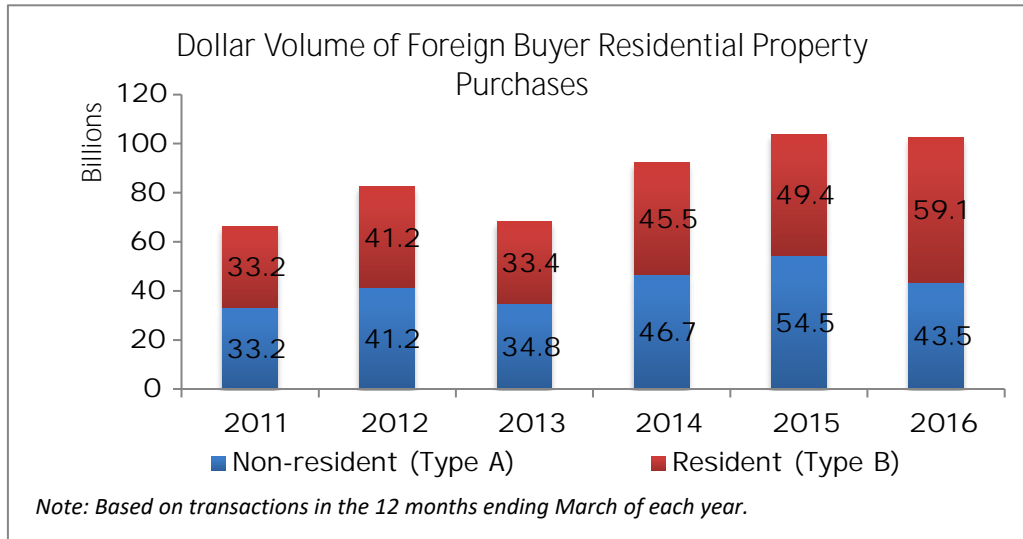
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Introduction

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

	West Virginia	U.S.
Total Population, by Place of Birth	1,844,128	321,418,821
Native /1	1,814,606	278,128,449
Foreign-Born /2	29,522	43,290,372
Naturalized	15,430	20,697,103
Not a U.S. Citizen	14,092	22,593,269
Percent, Foreign-Born	2%	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

	West Virginia	U.S.
Total Foreign-born Population, Excl. Born at Sea	29,522	43,289,646
Born in Europe	7,668	4,789,662
Born in Asia	12,774	13,249,179
Born in Africa	1,202	2,062,257
Born in Oceania	245	238,663
Born in Latin America	6,493	22,111,409
Born in Northern America	1,140	838,476

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

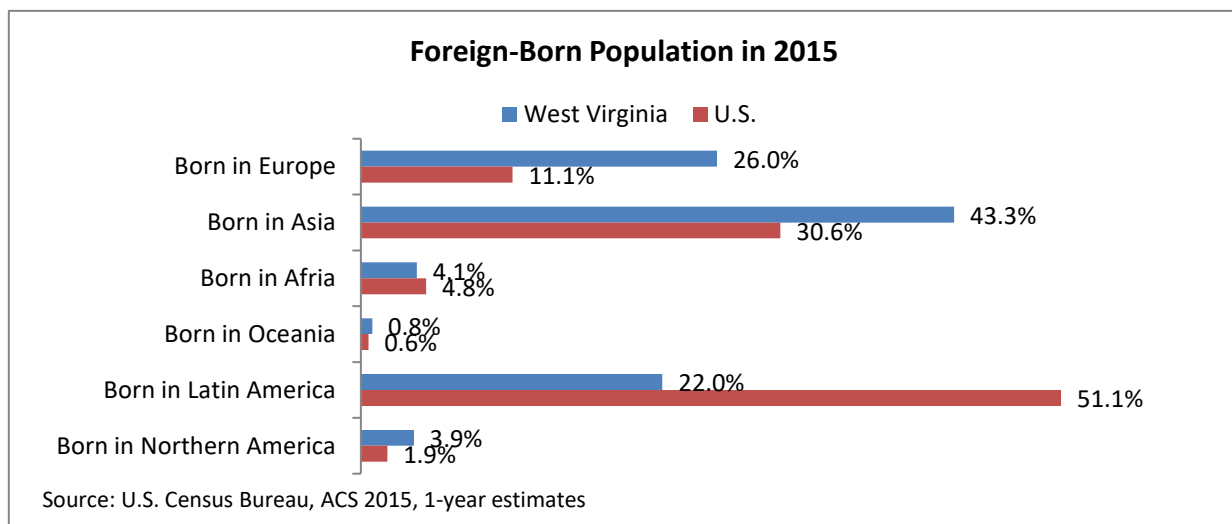


Table 3. Language Spoken at Home in 2015

	West Virginia	U.S.
Population, 5 years and over	1,742,174	301,625,014
Speak English Only	1,697,030	236,908,935
Speak Language Other Than English	45,144	64,716,079
Spanish	19,397	40,045,795
Other Indo-European	14,393	11,137,271
Asian	9,181	10,501,131
Other Languages	2,173	3,031,882

As percent of Population, 5 years and over:

Speak English Only	97.4%	78.5%
Speak Language Other Than English	2.6%	21.5%
Speak Spanish Other Than English	1.1%	13.3%
Speak Other Indo-European Other Than English	0.8%	3.7%
Speak Asian Other than English	0.5%	3.5%
Speak Other Languages Other Than English	0.1%	1.0%

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

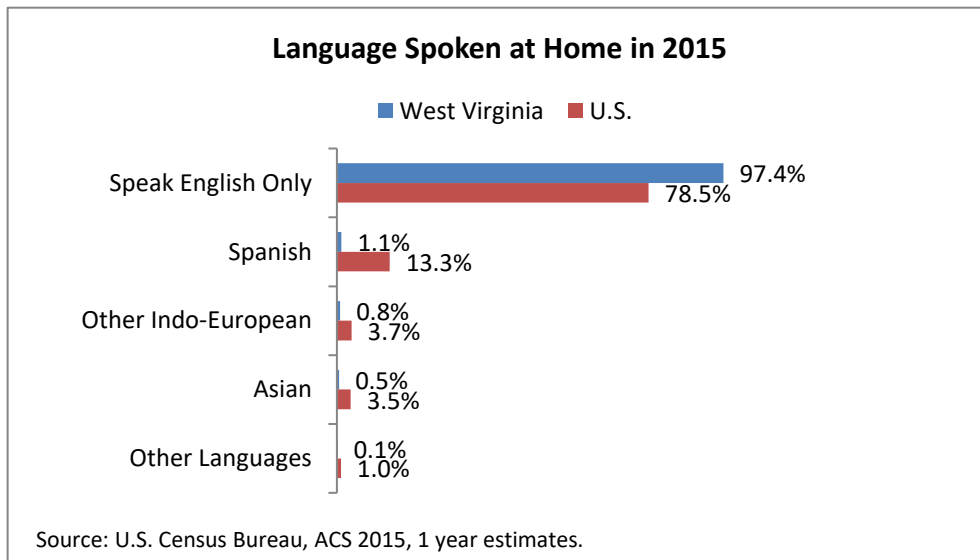


Table 4. Median Age (years) in 2010-2014

	West Virginia	U.S.
Median Age		
Total Population	41.6	37.4
Native	41.7	35.9
Foreign-Born	39.1	42.6
Naturalized	50.3	50.2
Not a U.S. Citizen	31.8	36.8

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

Table 5. Educational Attainment in 2010-2014

	West Virginia	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	11.6	18.3
Native	11.5	18.7
Foreign-Born	18.8	16.3
Naturalized	18.9	20.2
Not a U.S. Citizen	18.6	12.5
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	7.2	11.0
Native	6.9	10.9
Foreign-Born	26.0	11.7
Naturalized	27.0	13.9
Not a U.S. Citizen	24.9	9.6

#N/A - Data not available

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

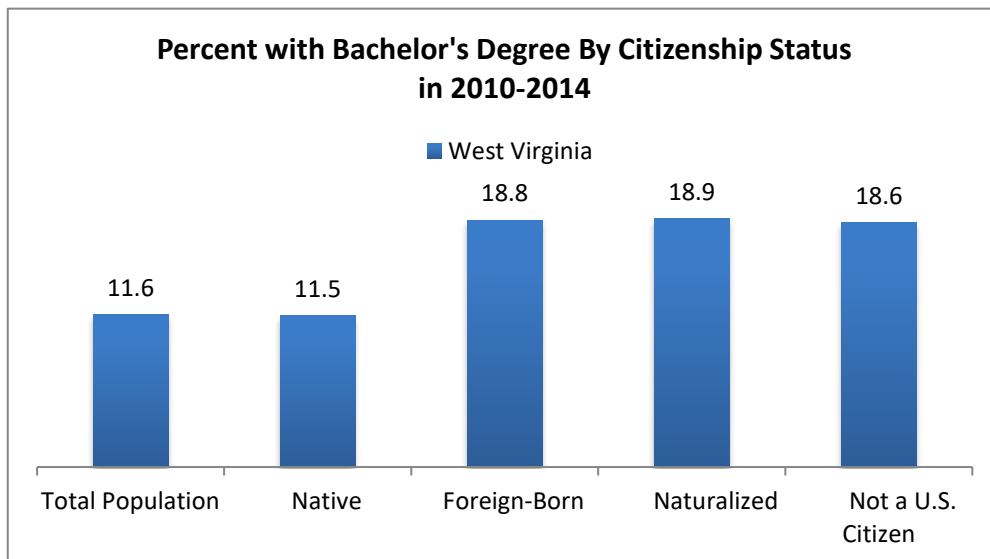


Table 6. Home Ownership and Median Household Income in 2010-2014

	Home Ownership Rate (in %)	Median HH Income (in \$)
West Virginia		
Total	73.0	41,576
Native	73.2	41,503
Foreign Born	52.8	47,757
Naturalized	68.9	54,829
Not a U.S. Citizen	31.5	38,245
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

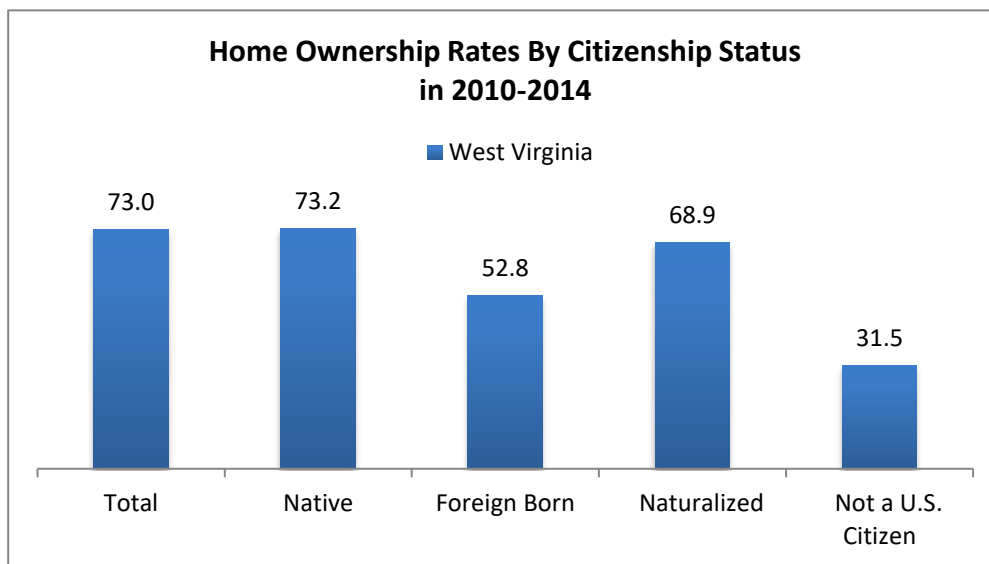
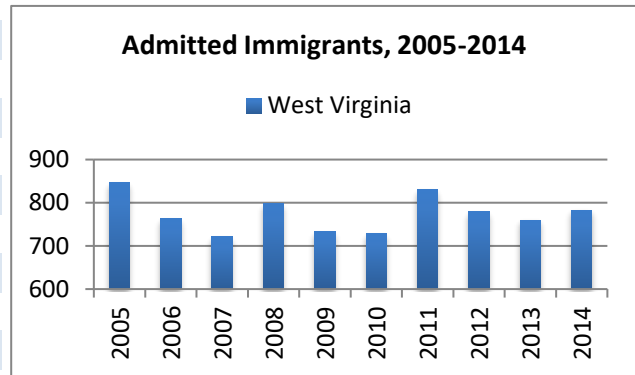


Table 7. Persons Obtaining Permanent Residence Status

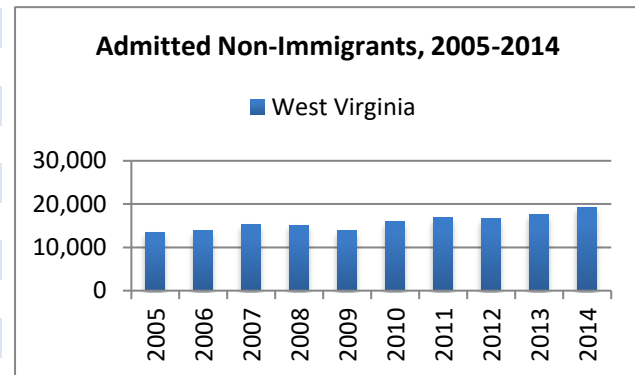
	West Virginia	U.S.
2005	847	1,122,257
2006	763	1,266,129
2007	721	1,052,415
2008	798	1,107,126
2009	734	1,130,818
2010	729	1,042,625
2011	830	1,062,040
2012	779	1,031,631
2013	760	990,553
2014	783	1,016,518



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

Table 8. Non-immigrant Admissions

	West Virginia	U.S.
2005	13,368	32,003,435
2006	14,003	33,667,328
2007	15,267	37,149,651
2008	15,162	39,381,928
2009	13,851	36,231,554
2010	15,875	46,471,516
2011	16,821	46,471,516
2012	16,728	53,887,286
2013	17,590	61,052,260
2014	19,228	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	5,323	5,331	5,098	511,544	437,673
Business Traveler, Other /2	4,007	4,345	4,851	744,686	544,523
Students and exchange visitors/3	4,724	5,231	5,194	48,943	57,107
Temporary workers and families/4	1,570	1,662	1,404	89,546	78,969
Diplomats/other representatives/5	76	123	87	6,941	10,476
All other classes	76	60	62	10,750	11,138
Unknown	99	69	32	8	1,570
West Virginia	15,875	16,821	16,728	1,412,418	1,141,456
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.

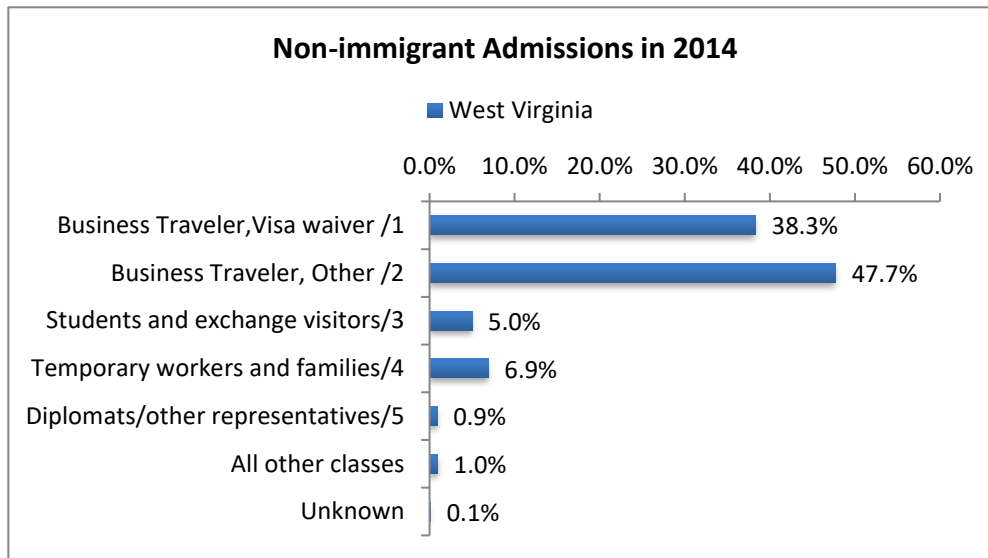
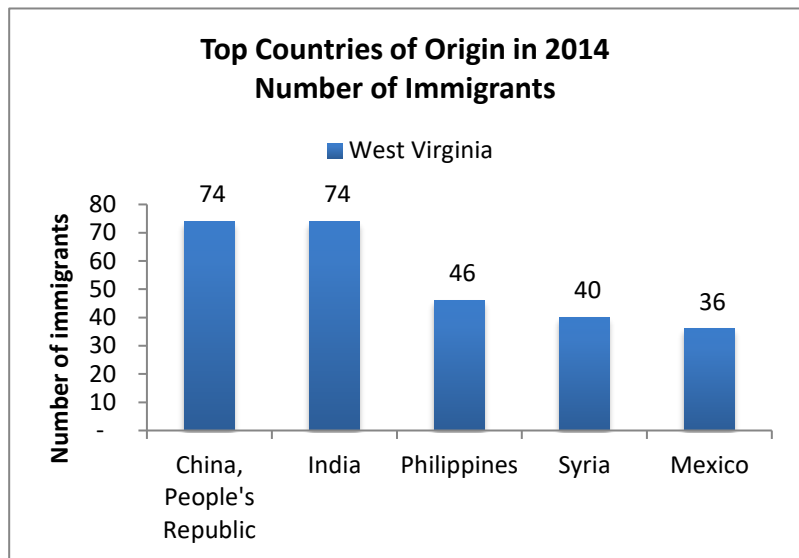
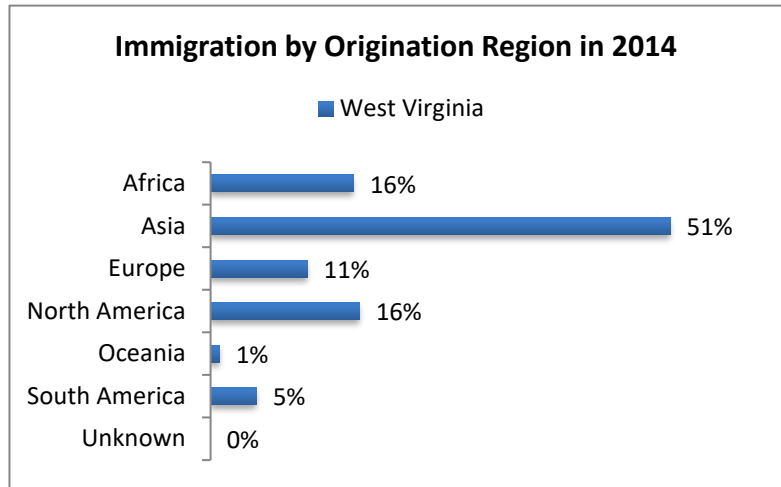


Table 10. Immigration by Origination Region and Country in 2014

REGION	
Total	783
Africa	124
Asia	398
Europe	84
North America	129
Oceania	8
South America	40
Unknown	-
COUNTRY	
Total	783
China, People's Republic	74
India	74
Philippines	46
Syria	40
Mexico	36
Ethiopia	31
United Kingdom	26
Canada	22
Pakistan	22
Vietnam	20
Jamaica	18
Nigeria	18
Iran	17
Peru	17
Nepal	14
Dominican Republic	11
Egypt	11
Ghana	11
Iraq	11
Haiti	10
Russia	10
Afghanistan	9
Lebanon	9
Thailand	9
Colombia	8
El Salvador	8



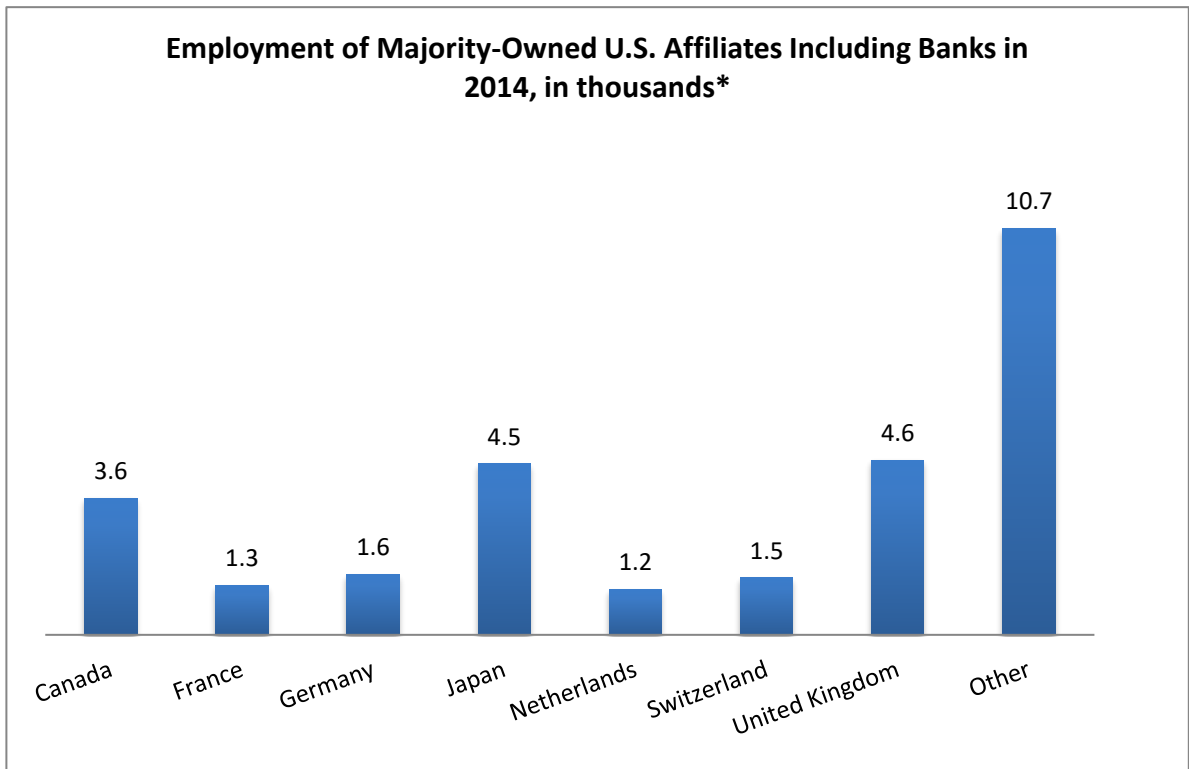
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Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2014, Supplemental Table 1.

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

Total Employed (thousands) 29



* 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	11,407	5,722		
Top 25	10,459	5,364	91.7	93.7
Canada	1,785	1,742	15.6	30.4
China	887	453	7.8	7.9
Netherlands	961	364	8.4	6.4
Brazil	686	304	6.0	5.3
Japan	773	302	6.8	5.3
India	739	224	6.5	3.9
Ukraine	359	219	3.1	3.8
United Kingdom	566	211	5.0	3.7
Belgium	331	210	2.9	3.7
Germany	345	189	3.0	3.3
Korea, South	612	185	5.4	3.2
Mexico	239	184	2.1	3.2
Italy	727	177	6.4	3.1
France	445	112	3.9	2.0
Hong Kong	66	68	0.6	1.2
Turkey	410	63	3.6	1.1
Sweden	91	58	0.8	1.0
Singapore	56	46	0.5	0.8
Spain	163	45	1.4	0.8
Thailand	28	38	0.2	0.7
Switzerland	30	38	0.3	0.7
Malaysia	13	36	0.1	0.6
Taiwan	39	33	0.3	0.6
Australia	48	33	0.4	0.6
Argentina	62	31	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	3,809	3,776		
Top 25	3,703	3,715	97.2	98.4
Japan	982	1,259	25.8	33.3
Canada	1,476	1,158	38.7	30.7
China	238	259	6.2	6.9
Mexico	273	220	7.2	5.8
Germany	132	156	3.5	4.1
France	59	113	1.5	3.0
Italy	53	67	1.4	1.8
India	135	64	3.5	1.7
Taiwan	31	47	0.8	1.2
United Kingdom	38	45	1.0	1.2
Kuwait	27	41	0.7	1.1
Belgium	22	40	0.6	1.1
Poland	22	38	0.6	1.0
Brazil	30	31	0.8	0.8
Pakistan	29	24	0.8	0.6
Switzerland	8	22	0.2	0.6
Spain	12	20	0.3	0.5
Netherlands	8	19	0.2	0.5
Vietnam	36	18	0.9	0.5
Israel	8	15	0.2	0.4
Korea, South	13	15	0.3	0.4
South Africa	9	12	0.2	0.3
Thailand	5	11	0.1	0.3
Austria	2	11	0.0	0.3
Malaysia	56	10	1.5	0.3

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