

2020 State Economic Data for Engaging in International Real Estate

National Association of REALTORS®
Research Group



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International migration and trade and investment among countries open opportunities for working with international clients. This Report provides state-level economic data that point to the potential of working with international clients interested in purchasing U.S. residential or commercial real estate for primary residence, vacation home, investment rental property, or business uses.

According to the *2019 National Association of REALTORS® Profile of International Activity in U.S. Residential Real Estate*, foreign buyers purchased \$77.9 billion of residential property during April 2018–March 2019, or five percent of the \$1.6 trillion of total existing home sales during the same period.

The *2020 Commercial Real Estate International Business Trends* reported \$4.3 billion in commercial transactions with foreign clients in 2018 among REALTORS® who are typically engaged in commercial transactions of less than \$1 million per transaction.

More data and information on residential, commercial, and global resources can be found at:

<https://www.nar.realtor/research-and-statistics>

<https://www.nar.realtor/international-real-estate>

<https://www.nar.realtor/commercial-investment-real-estate>

For inquiries, email us at Data@nar.realtor.

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Chart 1. Net International Migration as of 2019

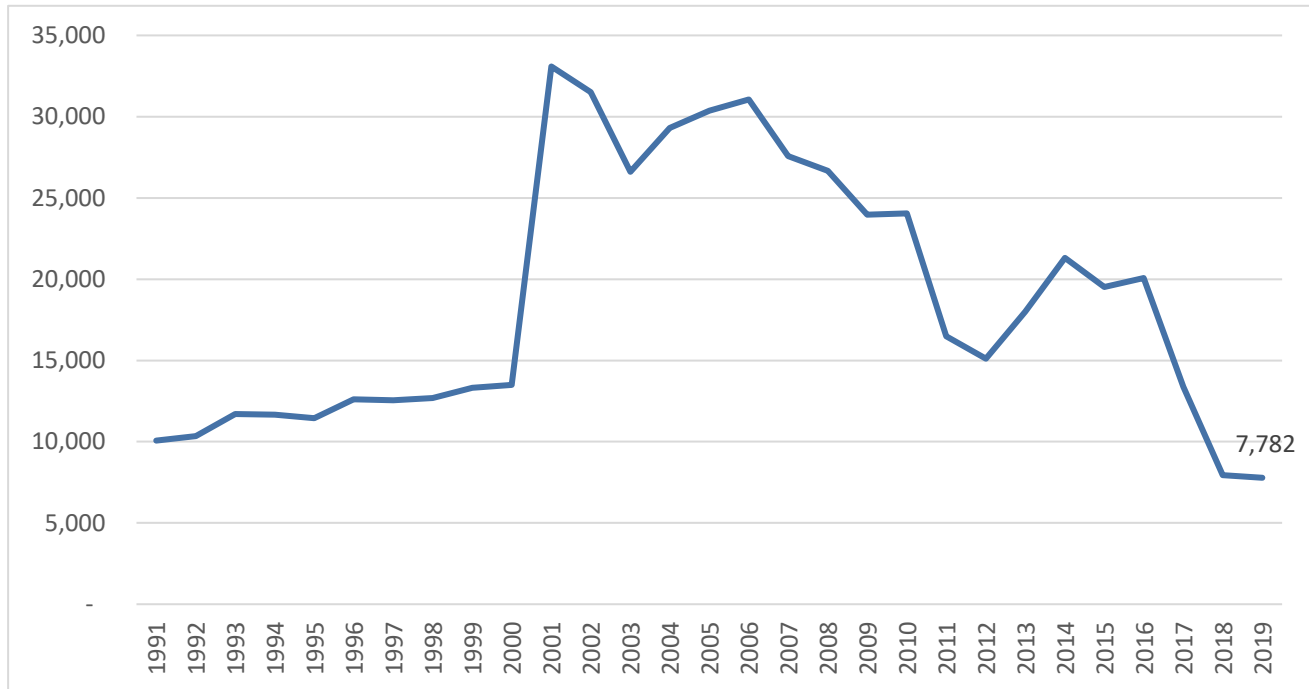


Table 1. Population By Place of Birth in 2018

	Arizona	U.S.
Total Population, by Place of Birth	7,171,646	327,167,439
Native /1	6,211,371	282,438,718
Foreign-Born /2	960,275	44,728,721
Naturalized	431,667	22,629,737
Not a U.S. Citizen	528,608	22,098,984
Percent, Foreign-Born	13%	14%

/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 2018, 1-year estimates, Table DP02

Table 2. Foreign-Born Population in 2018

	Arizona		U.S.	
Total Foreign-born Population, Excl. Born at Sea	960,275	% share	17,528	% share
Born in Europe	83,545	9%	3,923	22%
Born in Asia	196,083	20%	3,853	22%
Born in Africa	39,402	4%	385	2%
Born in Oceania	4,924	1%	209	1%
Born in Latin America	594,430	62%	8,410	48%
Born in Northern America	41,891	4%	748	4%

Source: U.S. Census Bureau, ACS 2018, 1-year estimates, Table DP02

Table 3. Home Ownership and Median Household Income in 2013-2018

	Home Ownership Rate	Median HH Income
Arizona	(in %)	(in \$)
Total	63.6	\$56,213
Native	64.6	\$58,384
Foreign Born	53.8	\$45,328
Naturalized	72.9	\$54,949
Not a U.S. Citizen	44.6	\$37,702
U.S.		
Total	63.8	\$60,293
Native	65.9	\$60,968
Foreign Born	54.0	\$56,293
Naturalized	69.3	\$66,078
Not a U.S. Citizen	34.0	\$46,323

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

Table 4. Educational Attainment in 2013-2018

	Arizona	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	18.0	19.4
Native	19.1	19.9
Foreign-Born	12.8	17.4
Naturalized	16.4	20.7
Not a U.S. Citizen	9.8	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	10.9	12.1
Native	11.1	11.9
Foreign-Born	9.6	13.1
Naturalized	12.0	14.8
Not a U.S. Citizen	7.7	11.2

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

Table 5. Unemployment Rate in 2013-2018

	Arizona	U.S.
Civilian Population 16 years old and over	3.8	3.7
Native	3.9	3.8
Foreign-Born	3.3	3.4
Naturalized	2.9	2.8
Not a U.S. Citizen	3.5	4.0

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

Table 6. Wage and Salary workers in 2013-2018

	Arizona	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	68.3	68.6
Native	79.8	79.5
Foreign-Born	81.6	83.7
Naturalized	79.8	80.7
Not a U.S. Citizen	83.0	86.7

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013-2018, 5-year estimates, Table S0501

Table 7. Persons Obtaining Permanent Residence Status

	Arizona	U.S.
2005	18,986	1,122,257
2006	21,529	1,266,129
2007	17,528	1,052,415
2008	20,638	1,107,126
2009	20,997	1,130,818
2010	18,243	1,042,625
2011	20,333	1,062,040
2012	18,434	1,031,631
2013	16,097	990,553
2014	16,908	1,016,518
2015	17,997	1,051,031
2016	20,694	1,183,505
2017	19,344	1,127,167
2018	18,335	1,096,611

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

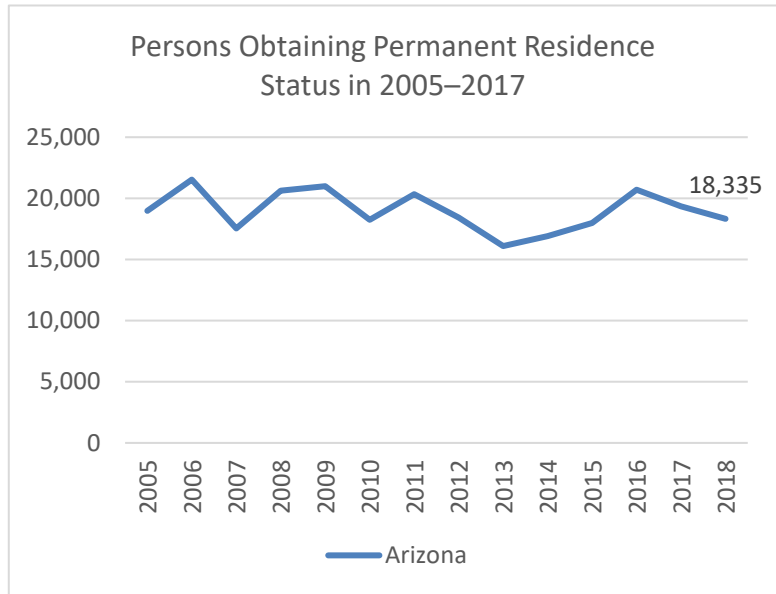


Table 8. Non-immigrant Admissions

	Arizona	U.S.
2005	571,874	32,003,435
2006	769,491	33,667,328
2007	934,518	37,149,651
2008	1,002,557	39,381,928
2009	915,169	36,231,554
2010	1,494,581	46,471,516
2011	1,800,715	46,471,516
2012	1,749,492	53,887,286
2013	1,952,808	61,052,260
2014	1,653,321	74,930,606
2015	1,690,893	76,638,236
2016	1,873,757	76,786,751
2017	2,498,199	77,643,267
2018	2,931,407	81,279,692

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

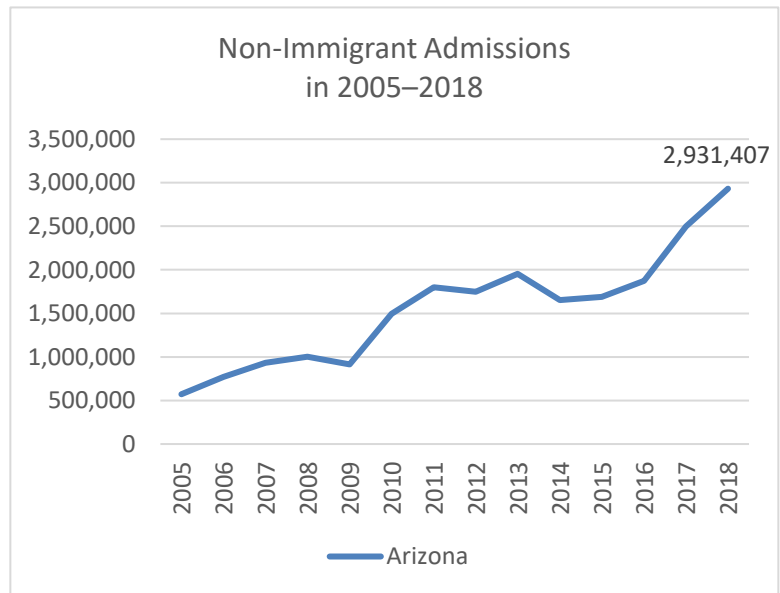


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	134,309	132,198	159,230	136,732	136,767
Business Traveler, Other /2	1,410,954	1,439,910	1,568,629	2,176,528	2,634,559
Students and exchange visitors/3	30,259	31,200	39,124	32,255	34,093
Temporary workers and families/4	70,017	81,371	96,688	143,887	116,235
Diplomats/other representatives/5	4,433	4,316	5,757	6,664	7,717
All other classes	3,118	1,637	3,799	1,204	837
Unknown	231	3,118	530	929	1,199
Arizona	1,653,321	1,693,750	1,873,757	2,498,199	2,931,407
U.S.	74,930,606	76,638,236	76,786,751	77,643,267	81,279,692

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, Table 30.

Table 10. Immigration by Origination Region and Country in 2018

REGION	
Total	18,335
Africa	2,200
Asia	5,360
Europe	736
North America	9,550
Oceania	83
South America	397
Unknown	9
COUNTRY	
Total	18,335
Mexico	8,025
Syria	738
Cuba	699
Philippines	657
India	653
Iraq	624
Vietnam	549
Congo, Democratic Republic	432
China, People's Republic	429
Tanzania	253
Canada	241
Afghanistan	213
Guatemala	182
Iran	155
Burma	147
Ethiopia	140
Sudan	138
Somalia	134
Korea, South	132
Kenya	130
Uganda	124
Pakistan	119
Bangladesh	112
Jordan	108
El Salvador	107
United Kingdom	106

D-Data withheld to limit disclosure

Source: U.S. Department of Homeland Security

Yearbook of Immigration Statistics, 2017, Supplemental Table 1.

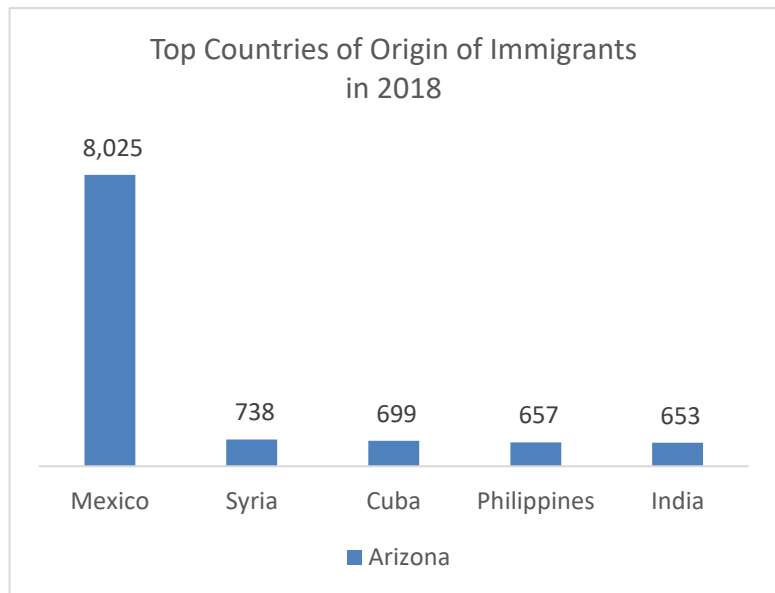
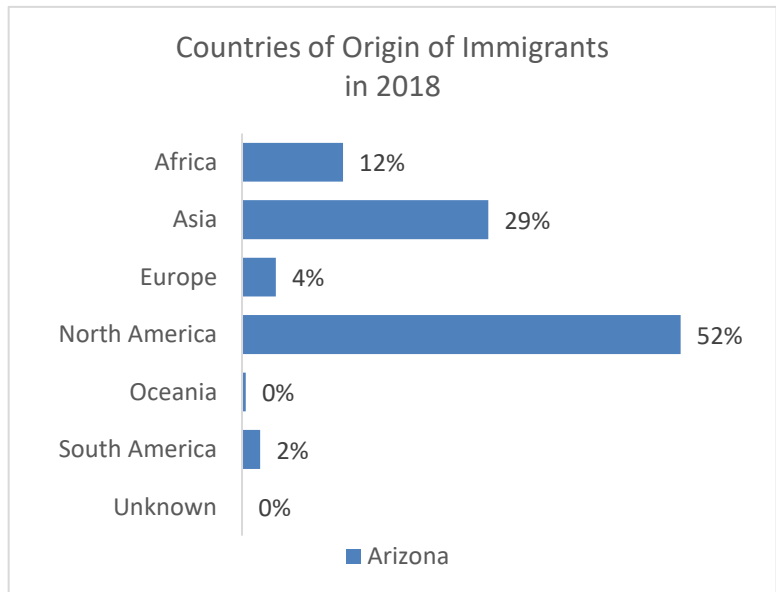
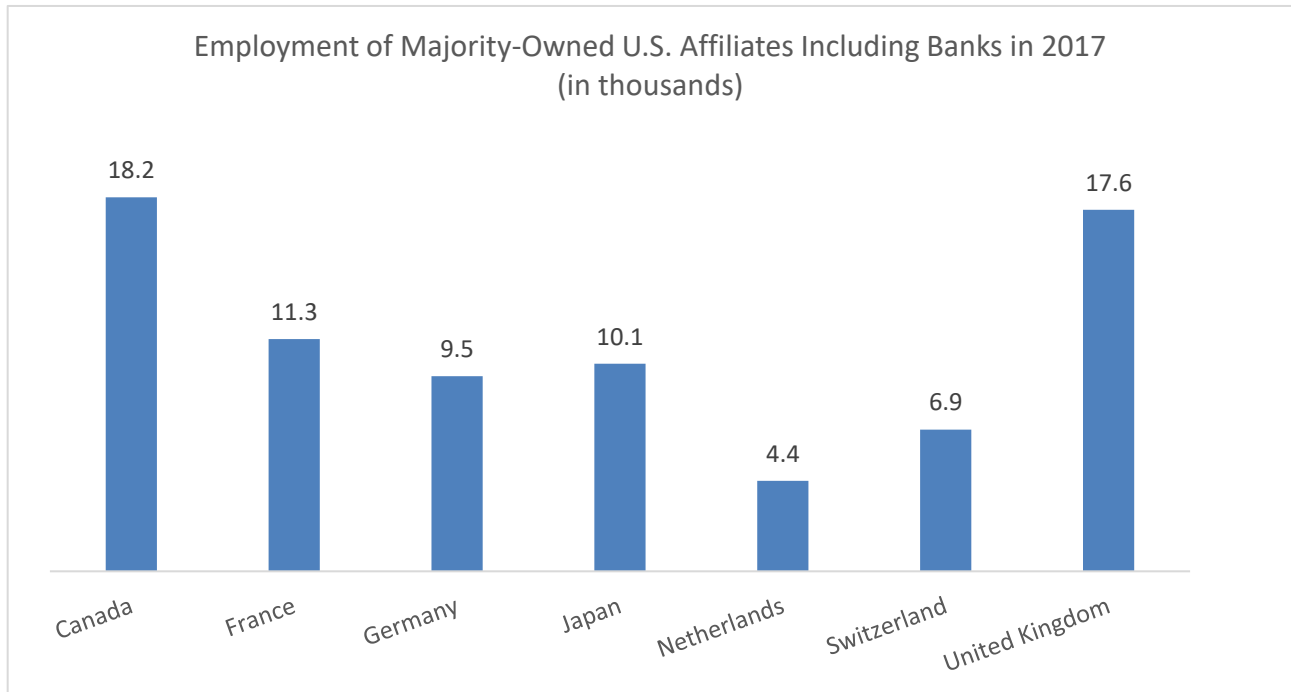


Table 11. Employment of Majority-Owned U.S. Affiliates of Foreign Multinational Companies



Source: US Bureau of Economic Analysis

Table 12. Top 25 Export Destinations of the State Based on 2018 Dollar Value (in Millions)

Country	2018 Dollar Volume	Percent Share
World	\$22,388	1.35
Top 25	\$20,494	91.5
Mexico	\$7,650	34.2
Canada	\$2,148	9.6
China	\$1,194	5.3
United Kingdom	\$928	4.1
Japan	\$753	3.4
Germany	\$747	3.3
Netherlands	\$613	2.7
Thailand	\$583	2.6
France	\$567	2.5
Singapore	\$552	2.5
Hong Kong	\$520	2.3
Taiwan	\$506	2.3
Brazil	\$501	2.2
Malaysia	\$444	2.0
Saudi Arabia	\$386	1.7
Korea, South	\$371	1.7
Israel	\$352	1.6
Australia	\$309	1.4
United Arab Emirates	\$291	1.3
Ireland	\$229	1.0
Switzerland	\$210	0.9
Italy	\$201	0.9
Turkey	\$184	0.8
India	\$131	0.6
Colombia	\$124	0.6

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

The world export share is the state's share to total US exports to the world.

The top 25 share is the fraction of the state's exports that go to the top 25 countries.

Each country's share is the fraction of the state's exports that go to that country.

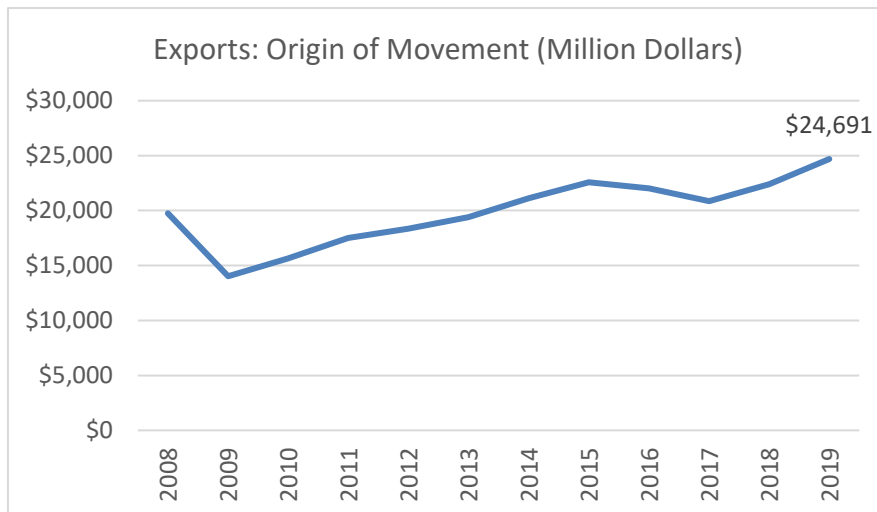


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

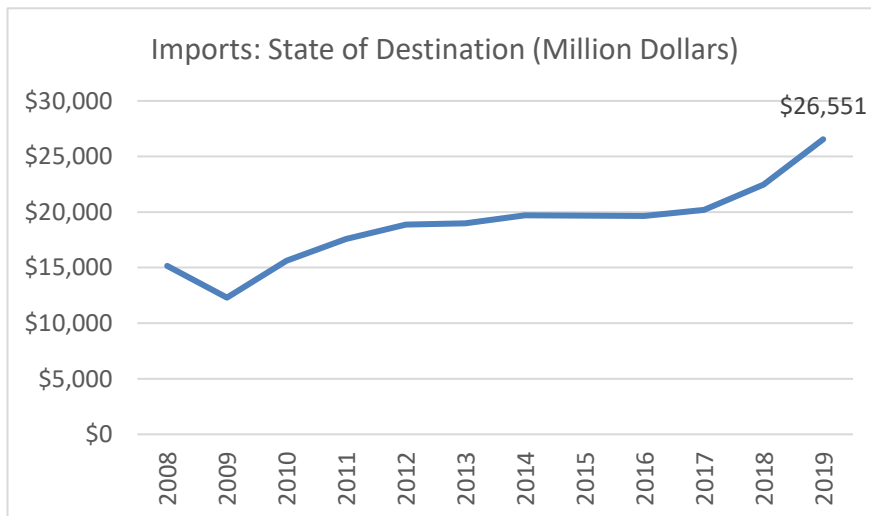
Country	2018 Dollar Volume	Percent Share
World	\$22,458	0.88
Top 25	\$21,660	96.4
Mexico	\$9,042	40.3
China	\$3,403	15.2
Canada	\$1,542	6.9
Japan	\$1,178	5.2
Germany	\$871	3.9
Malaysia	\$728	3.2
United Kingdom	\$609	2.7
Taiwan	\$547	2.4
Netherlands	\$516	2.3
Italy	\$412	1.8
Thailand	\$314	1.4
France	\$314	1.4
Peru	\$298	1.3
India	\$247	1.1
Brazil	\$226	1.0
Korea, South	\$221	1.0
Vietnam	\$214	1.0
Singapore	\$194	0.9
Ireland	\$156	0.7
Czech Republic	\$124	0.6
Israel	\$118	0.5
Philippines	\$109	0.5
Switzerland	\$98	0.4
Spain	\$96	0.4
Australia	\$82	0.4

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

The world import share is the state's share to total US imports from the world.

The top 25 share is the fraction of the state's imports from the top 25 countries.

Each country's share is the fraction of the state's imports from that country.





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