

2020 State Economic Data for Engaging in International Real Estate

National Association of REALTORS®
Research Group



NATIONAL
ASSOCIATION OF
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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

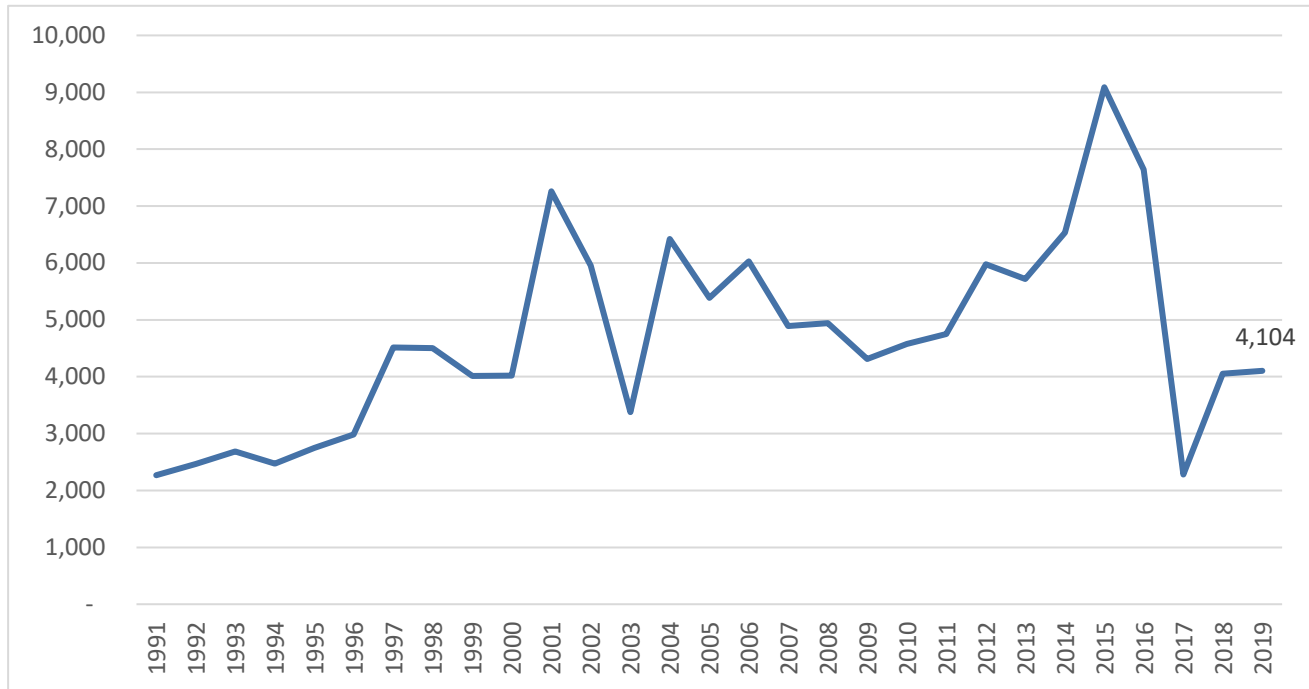


Table 1. Population By Place of Birth in 2018

	Kansas	U.S.
Total Population, by Place of Birth	2,911,510	327,167,439
Native /1	2,702,148	282,438,718
Foreign-Born /2	209,362	44,728,721
Naturalized	83,900	22,629,737
Not a U.S. Citizen	125,462	22,098,984
Percent, Foreign-Born	7%	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

	Kansas		U.S.	
		% share		% share
Total Foreign-born Population, Excl. Born at Sea	209,352		17,528	
Born in Europe	11,815	6%	3,923	22%
Born in Asia	69,695	33%	3,853	22%
Born in Africa	11,663	6%	385	2%
Born in Oceania	1,818	1%	209	1%
Born in Latin America	111,861	53%	8,410	48%
Born in Northern America	2,500	1%	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
	(in %)	(in \$)
Kansas		
Total	66.3	\$57,422
Native	67.2	\$58,214
Foreign Born	43.1	\$49,387
Naturalized	65.5	\$60,063
Not a U.S. Citizen	40.8	\$41,807
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

	Kansas	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	20.8	19.4
Native	21.5	19.9
Foreign-Born	13.5	17.4
Naturalized	16.8	20.7
Not a U.S. Citizen	11.1	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	12.1	12.1
Native	11.9	11.9
Foreign-Born	13.3	13.1
Naturalized	16.1	14.8
Not a U.S. Citizen	11.2	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

	Kansas	U.S.
Civilian Population 16 years old and over	2.9	3.7
Native	2.8	3.8
Foreign-Born	3.3	3.4
Naturalized	2.5	2.8
Not a U.S. Citizen	3.9	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

	Kansas	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	80.1	68.6
Native	77.6	79.5
Foreign-Born	85.6	83.7
Naturalized	82.9	80.7
Not a U.S. Citizen	87.4	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

	Kansas	U.S.
2005	4,512	1,122,257
2006	4,277	1,266,129
2007	4,141	1,052,415
2008	5,344	1,107,126
2009	5,319	1,130,818
2010	5,501	1,042,625
2011	5,086	1,062,040
2012	4,980	1,031,631
2013	5,000	990,553
2014	4,861	1,016,518
2015	5,419	1,051,031
2016	5,709	1,183,505
2017	5,703	1,127,167
2018	5,630	1,096,611

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

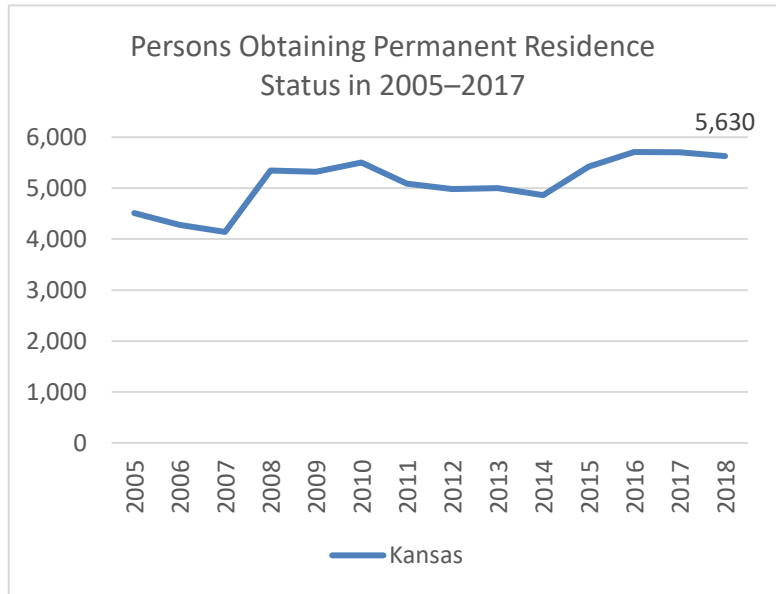


Table 8. Non-immigrant Admissions

	Kansas	U.S.
2005	56,167	32,003,435
2006	61,161	33,667,328
2007	73,857	37,149,651
2008	73,008	39,381,928
2009	69,651	36,231,554
2010	87,356	46,471,516
2011	94,425	46,471,516
2012	92,356	53,887,286
2013	103,292	61,052,260
2014	94,334	74,930,606
2015	99,240	76,638,236
2016	117,860	76,786,751
2017	122,463	77,643,267
2018	134,998	81,279,692

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

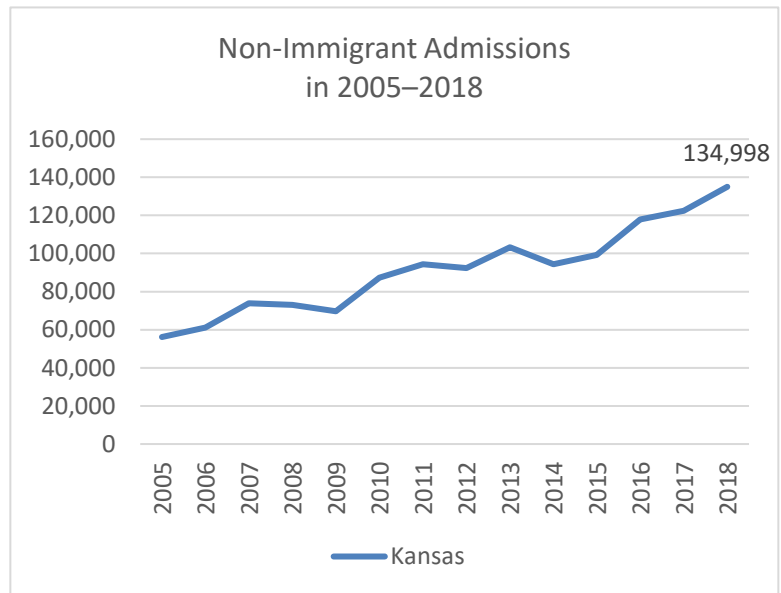


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	16,428	16,385	18,009	16,468	15,923
Business Traveler, Other /2	55,328	58,842	75,637	83,456	96,260
Students and exchange visitors/3	12,394	12,806	12,054	11,459	11,382
Temporary workers and families/4	8,303	9,293	10,238	9,532	10,110
Diplomats/other representatives/5	1,557	1,606	1,466	1,238	1,088
All other classes	287	255	392	248	178
Unknown	37	287	64	62	57
Kansas	94,334	99,474	117,860	122,463	134,998
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:

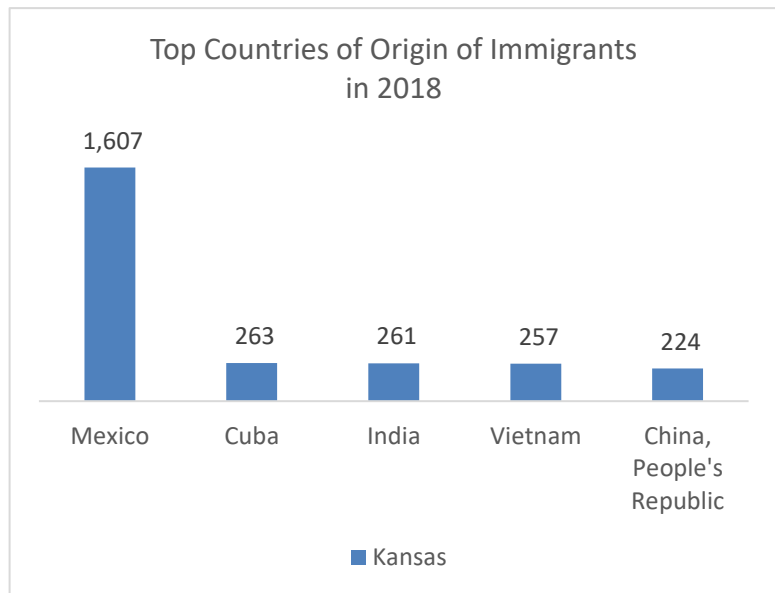
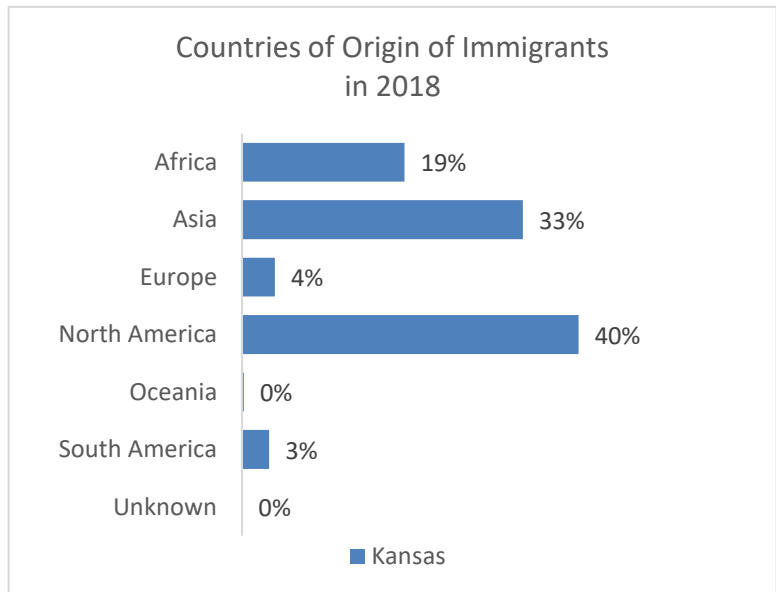
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	5,630
Africa	1,086
Asia	1,877
Europe	220
North America	2,249
Oceania	13
South America	182
Unknown	3
COUNTRY	
Total	5,630
Mexico	1,607
Cuba	263
India	261
Vietnam	257
China, People's Republic	224
Philippines	217
Burma	162
Congo, Democratic Republic	147
Kenya	128
Ethiopia	119
Algeria	109
Nepal	105
Somalia	99
El Salvador	82
Guatemala	78
Iraq	78
Korea, South	78
Honduras	68
Tanzania	66
Nigeria	65
Sudan	62
United Kingdom	60
Syria	52
Brazil	51
Pakistan	47
Canada	46

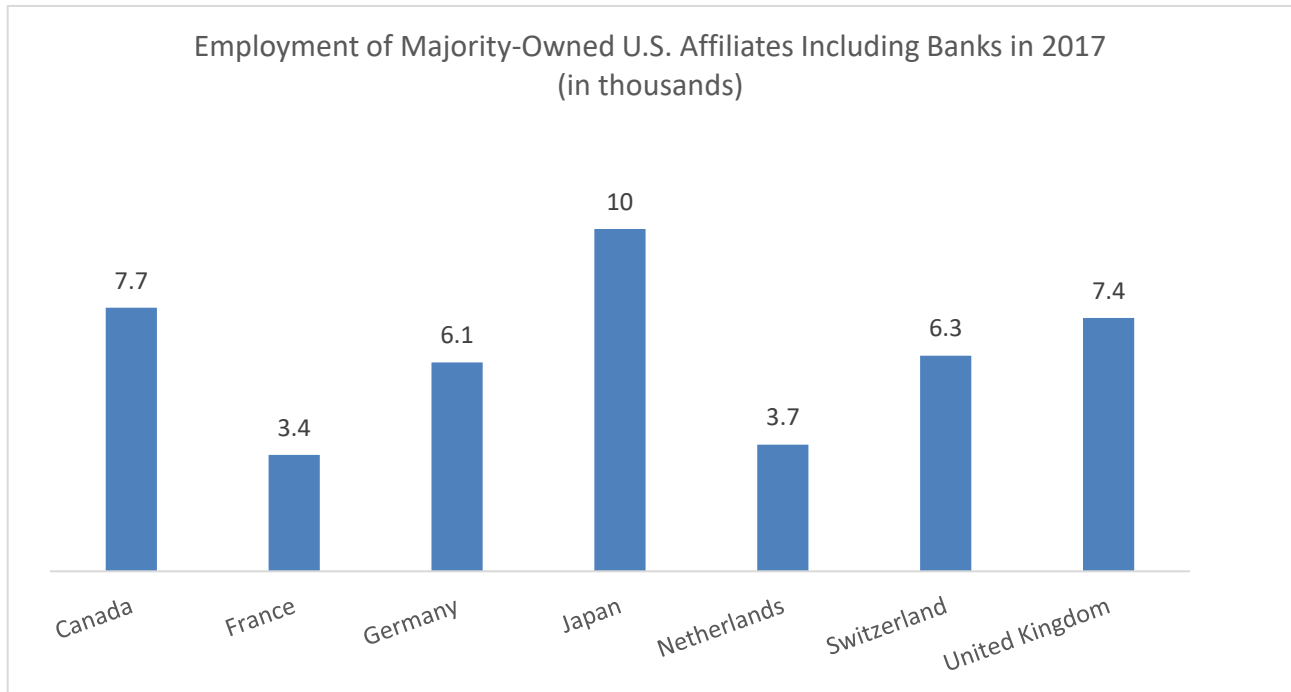


D-Data withheld to limit disclosure

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	\$11,604	0.70
Top 25	\$9,812	84.6
Mexico	\$2,119	18.3
Canada	\$1,922	16.6
Japan	\$1,008	8.7
China	\$657	5.7
United Kingdom	\$528	4.6
Germany	\$481	4.1
Korea, South	\$413	3.6
Singapore	\$336	2.9
France	\$298	2.6
Australia	\$240	2.1
Taiwan	\$230	2.0
Brazil	\$187	1.6
Hong Kong	\$179	1.5
Guatemala	\$148	1.3
Spain	\$126	1.1
Netherlands	\$121	1.0
Italy	\$115	1.0
Vietnam	\$115	1.0
Belgium	\$94	0.8
Philippines	\$87	0.8
Malaysia	\$86	0.7
Nigeria	\$84	0.7
Thailand	\$83	0.7
Switzerland	\$79	0.7
Indonesia	\$76	0.7

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.

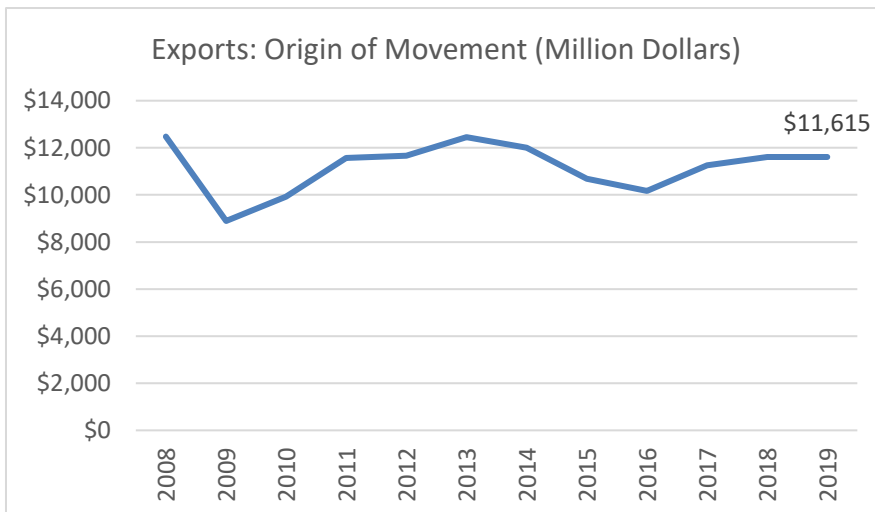


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

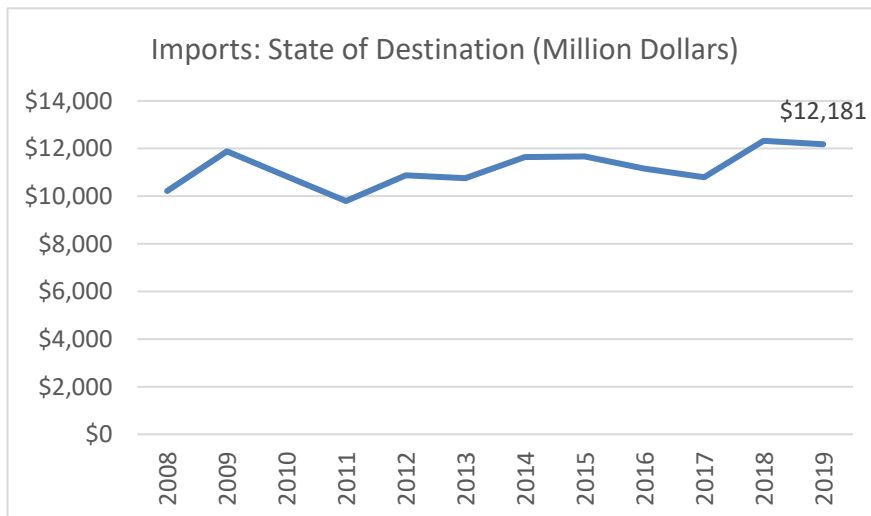
Country	2018 Dollar Volume	Percent Share
World	\$12,326	0.48
Top 25	\$11,617	94.2
China	\$2,856	23.2
Canada	\$1,745	14.2
Germany	\$942	7.6
Taiwan	\$926	7.5
Mexico	\$714	5.8
Japan	\$609	4.9
United Kingdom	\$508	4.1
Vietnam	\$488	4.0
Korea, South	\$331	2.7
Singapore	\$301	2.4
France	\$280	2.3
Italy	\$240	1.9
Australia	\$232	1.9
Brazil	\$211	1.7
Spain	\$181	1.5
Malaysia	\$161	1.3
Indonesia	\$160	1.3
India	\$118	1.0
Turkey	\$114	0.9
Sweden	\$110	0.9
Netherlands	\$97	0.8
Czech Republic	\$87	0.7
Poland	\$81	0.7
Austria	\$64	0.5
Philippines	\$62	0.5

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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