

2020 State Economic Data for Engaging in International Real Estate

National Association of REALTORS®
Research Group



NATIONAL
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REALTORS®

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

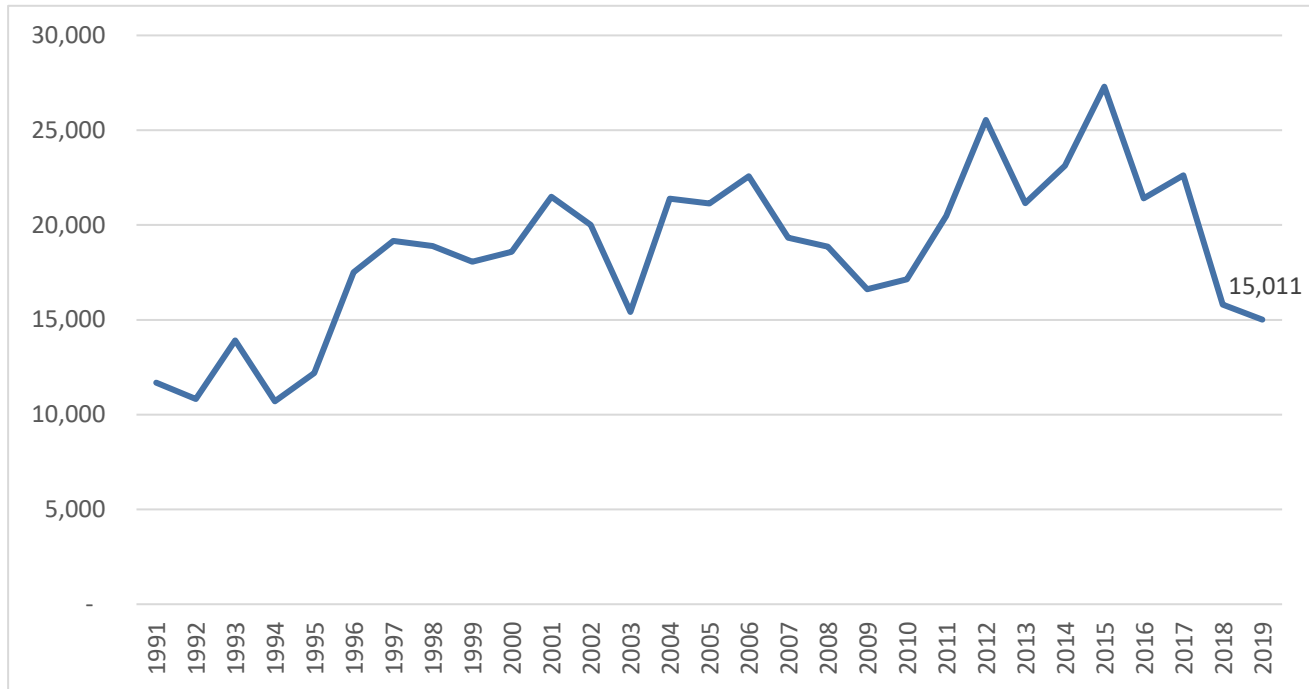


Table 1. Population By Place of Birth in 2018

	Maryland	U.S.
Total Population, by Place of Birth	6,042,718	327,167,439
Native /1	5,127,527	282,438,718
Foreign-Born /2	915,191	44,728,721
Naturalized	489,731	22,629,737
Not a U.S. Citizen	425,460	22,098,984
Percent, Foreign-Born	15%	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

	Maryland		U.S.	
Total Foreign-born Population, Excl. Born at Sea	915,191	% share	17,528	% share
Born in Europe	75,724	8%	3,923	22%
Born in Asia	284,120	31%	3,853	22%
Born in Africa	184,102	20%	385	2%
Born in Oceania	2,603	0%	209	1%
Born in Latin America	359,738	39%	8,410	48%
Born in Northern America	8,904	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 \$)
Maryland		
Total	66.8	\$81,868
Native	68.6	\$82,365
Foreign Born	47.6	\$79,141
Naturalized	60.6	\$91,522
Not a U.S. Citizen	34.7	\$64,423
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

	Maryland	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	21.3	19.4
Native	21.4	19.9
Foreign-Born	21.0	17.4
Naturalized	24.9	20.7
Not a U.S. Citizen	16.4	13.8
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	18.3	12.1
Native	17.6	11.9
Foreign-Born	21.3	13.1
Naturalized	25.2	14.8
Not a U.S. Citizen	16.7	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

	Maryland	U.S.
Civilian Population 16 years old and over	3.8	3.7
Native	3.8	3.8
Foreign-Born	3.6	3.4
Naturalized	2.9	2.8
Not a U.S. Citizen	4.4	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

	Maryland	U.S.
Percent of Civilian Labor Force 16 years ol and over		
Total Population, 25 years and over	77.7	68.6
Native	72.0	79.5
Foreign-Born	79.6	83.7
Naturalized	75.1	80.7
Not a U.S. Citizen	84.8	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

	Maryland	U.S.
2005	22,868	1,122,257
2006	30,199	1,266,129
2007	24,255	1,052,415
2008	27,062	1,107,126
2009	26,722	1,130,818
2010	26,450	1,042,625
2011	25,778	1,062,040
2012	24,971	1,031,631
2013	25,361	990,553
2014	24,787	1,016,518
2015	22,627	1,051,031
2016	26,077	1,183,505
2017	25,095	1,127,167
2018	24,301	1,096,611

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

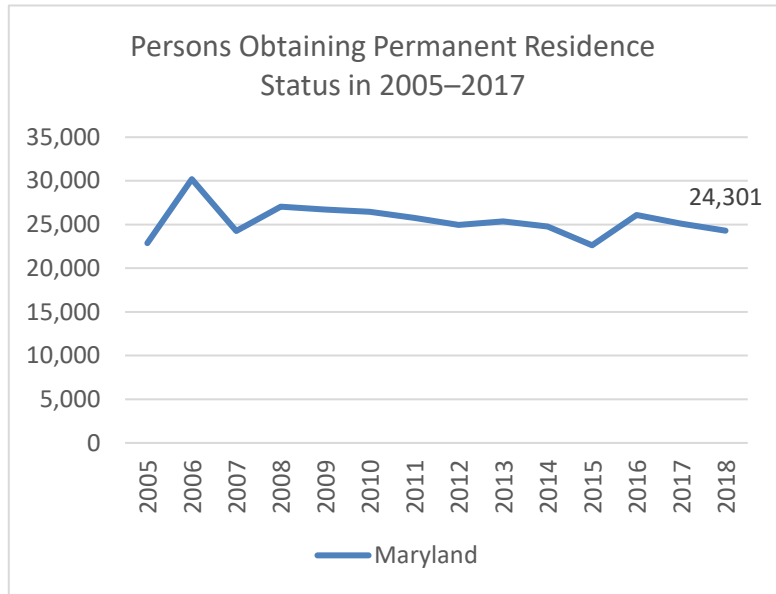


Table 8. Non-immigrant Admissions

	Maryland	U.S.
2005	291,045	32,003,435
2006	300,318	33,667,328
2007	322,619	37,149,651
2008	324,824	39,381,928
2009	305,418	36,231,554
2010	320,696	46,471,516
2011	331,779	46,471,516
2012	327,081	53,887,286
2013	349,169	61,052,260
2014	368,823	74,930,606
2015	408,337	76,638,236
2016	502,161	76,786,751
2017	459,173	77,643,267
2018	462,031	81,279,692

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

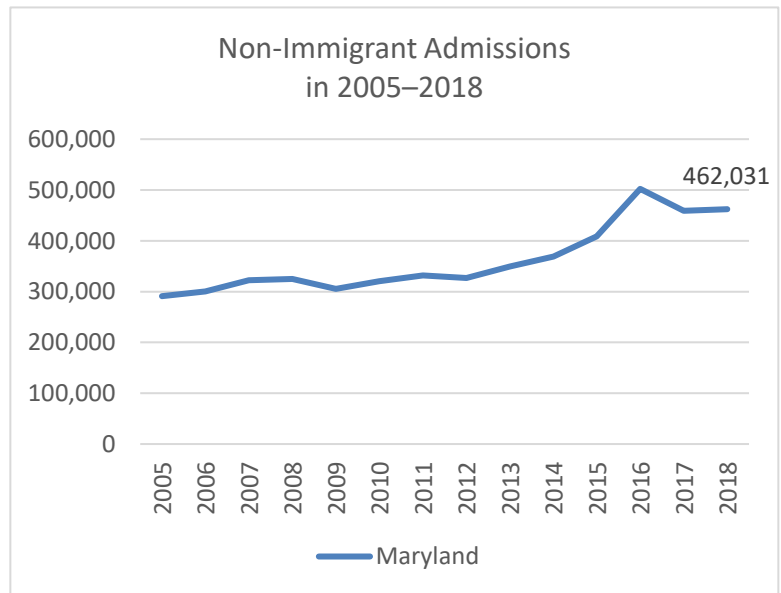


Table 9. Non-immigrant admissions (I-94 only)

	2014	2015	2016	2017	2018
Business Traveler, Visa waiver /1	105,992	109,988	119,892	119,946	119,022
Business Traveler, Other /2	174,007	206,143	279,631	236,351	240,012
Students and exchange visitors/3	33,907	35,581	38,510	39,451	40,539
Temporary workers and families/4	24,936	25,703	32,020	30,333	29,530
Diplomats/other representatives/5	26,885	28,116	28,500	29,983	30,511
All other classes	2,865	2,566	3,202	2,696	2,123
Unknown	231	2,865	406	413	294
Maryland	368,823	410,962	502,161	459,173	462,031
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:

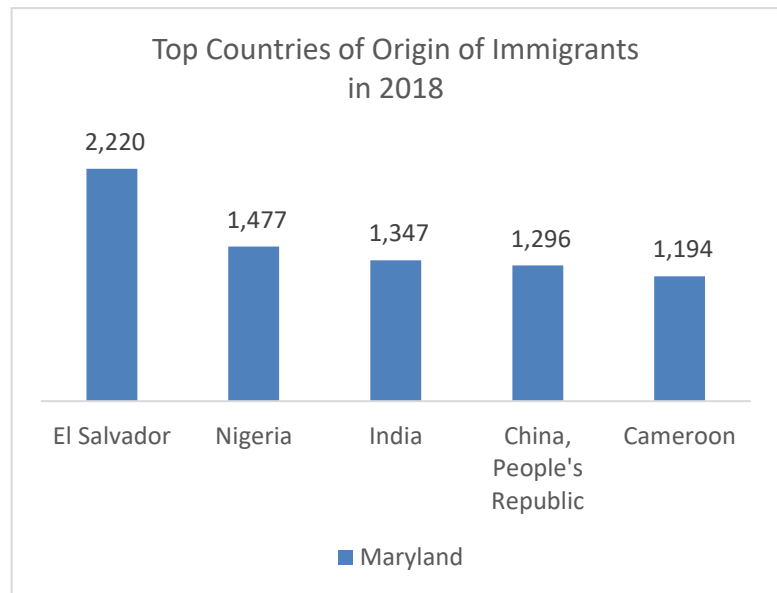
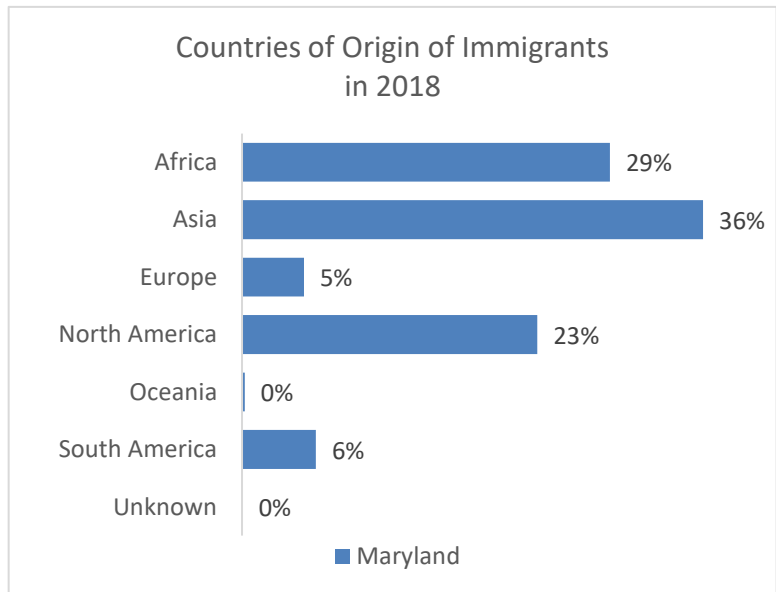
Admissions represent counts of events, i.e., arrivals, not unique individuals.

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	24,301
Africa	7,077
Asia	8,867
Europe	1,192
North America	5,679
Oceania	54
South America	1,420
Unknown	12
COUNTRY	
Total	24,301
El Salvador	2,220
Nigeria	1,477
India	1,347
China, People's Republic	1,296
Cameroon	1,194
Ethiopia	1,150
Philippines	1,058
Nepal	698
Jamaica	637
Ghana	623
Pakistan	604
Mexico	517
Guatemala	508
Dominican Republic	480
Vietnam	459
Korea, South	428
Honduras	421
Syria	400
Afghanistan	384
Haiti	346
Peru	321
Bangladesh	310
Sierra Leone	299
Iran	275
Burma	246
Kenya	246

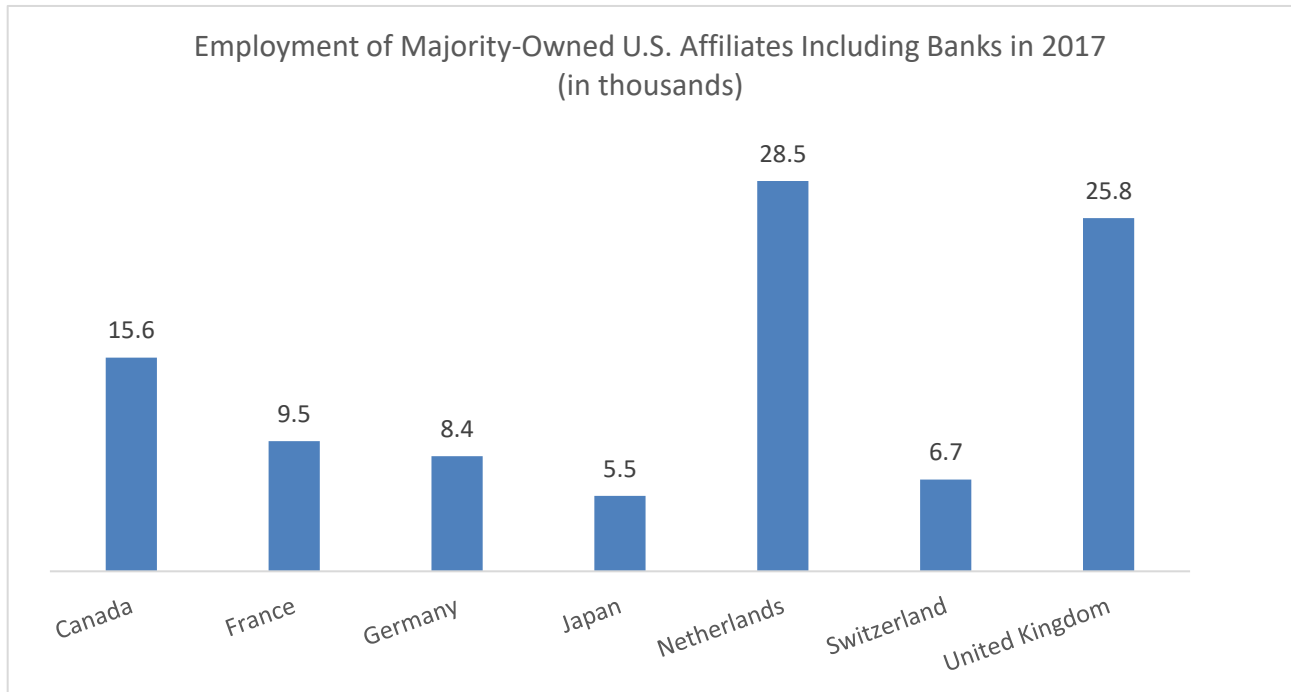


D-Data withheld to limit disclosure

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	\$12,076	0.73
Top 25	\$10,191	84.4
Canada	\$1,641	13.6
Japan	\$1,121	9.3
France	\$1,118	9.3
Saudi Arabia	\$607	5.0
Germany	\$591	4.9
Netherlands	\$587	4.9
China	\$578	4.8
United Kingdom	\$504	4.2
Mexico	\$417	3.5
Belgium	\$409	3.4
India	\$398	3.3
Singapore	\$216	1.8
Italy	\$213	1.8
Korea, South	\$199	1.6
Egypt	\$188	1.6
Morocco	\$182	1.5
Chile	\$159	1.3
Brazil	\$156	1.3
Argentina	\$148	1.2
Taiwan	\$144	1.2
Turkey	\$141	1.2
Australia	\$131	1.1
Israel	\$118	1.0
Hong Kong	\$116	1.0
Nigeria	\$107	0.9

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.

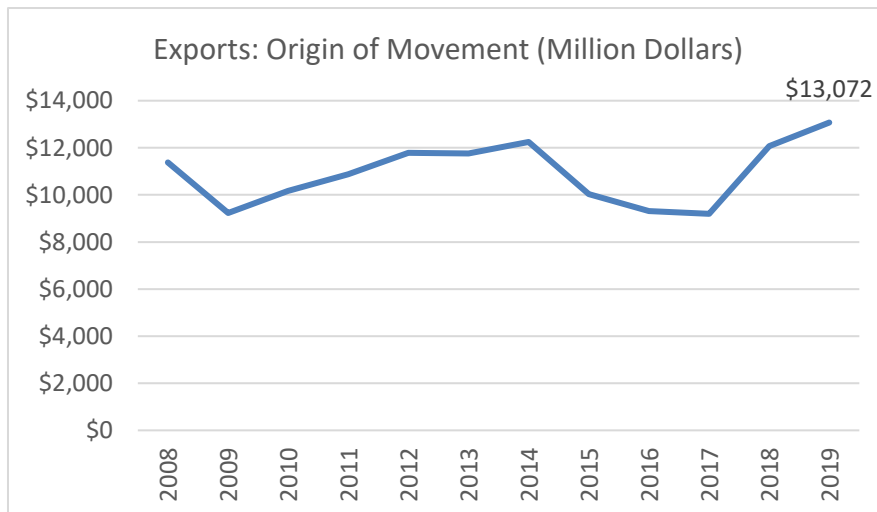


Table 13. Top 25 Import Origins of the State Based on 2018 Dollar Value (in Millions)

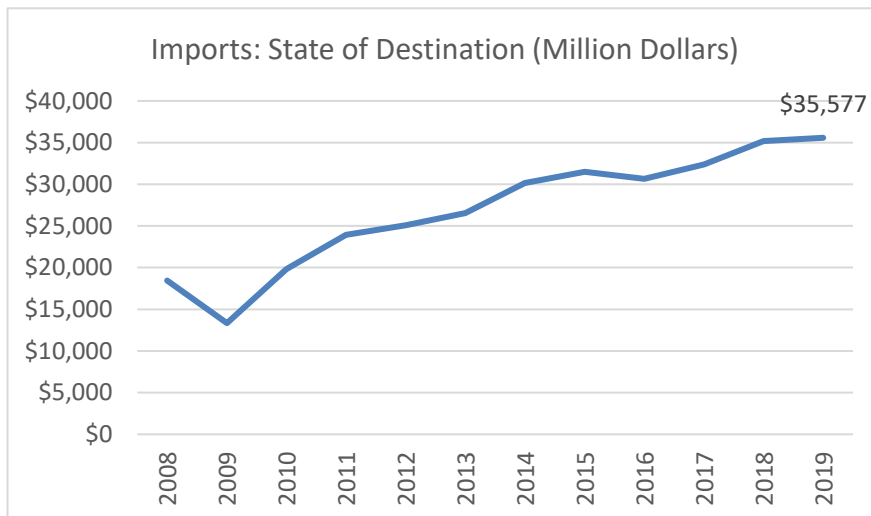
Country	2018 Dollar Volume	Percent Share
World	\$35,173	1.38
Top 25	\$30,625	87.1
United Kingdom	\$4,388	12.5
Germany	\$4,173	11.9
China	\$3,583	10.2
Japan	\$3,330	9.5
Canada	\$2,112	6.0
Mexico	\$1,998	5.7
Finland	\$1,196	3.4
Brazil	\$951	2.7
Thailand	\$812	2.3
Sweden	\$803	2.3
India	\$737	2.1
Russia	\$718	2.0
Indonesia	\$635	1.8
Italy	\$599	1.7
South Africa	\$551	1.6
Austria	\$516	1.5
Korea, South	\$503	1.4
Chile	\$470	1.3
France	\$468	1.3
Australia	\$448	1.3
Netherlands	\$426	1.2
Vietnam	\$340	1.0
Ireland	\$294	0.8
Norway	\$292	0.8
Spain	\$284	0.8

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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