

Business Data for Engaging in International Real Estate Transactions in Arizona



**NATIONAL ASSOCIATION OF REALTORS®
Research Department**

October 2014



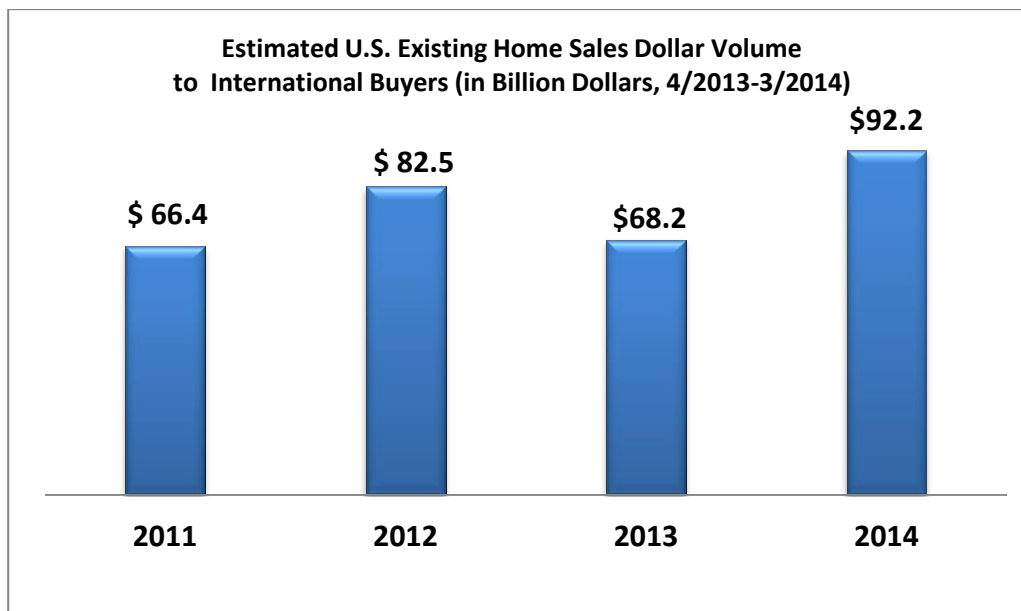
**NATIONAL
ASSOCIATION *of*
REALTORS®**

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I. Introduction

International transactions contribute to the expansion of the U.S. real estate market. In its *2014 National Association of REALTORS® Profile of International Home Buying Activity*, NAR estimated the volume of international sales for the period covering April 2013-March 2014 at \$ 92.2 billion, which is approximately 7 percent of total existing home sales during the same period. Sales were roughly split between clients who reside outside of the United States and those who are recent immigrants (less than two years) or who are temporarily residing in the United States for business, work, education, or vacation purposes.



While opportunities exist, transacting with international clients also presents significant challenges, especially on the buyer's side of the market. Cultural affinity or orientation with the prospective purchaser, foreign language capabilities, and an appreciation of the differences between the U.S. real estate and those of other countries are important in bringing an international transaction to successful conclusion.

This Report provides state- and metro-level demographic and economic data that can be used to expand the scope for international real estate transactions with non-US residents and recent immigrants to the United States.

NAR's Commercial & Global Services department has the expertise to address specific questions related to international transactions as well as the ability to direct specific questions to other NAR resources. For more data and information, REALTORS® are encouraged to visit the NAR Research webpage at <http://www.realtor.org/research-and-statistics> and NAR's global pages at <http://www.realtor.org/global/global-alliances> .

NAR's Commercial & Global Services division helps members prepare to serve the growing market of global buyers. Offering the Certified International Property Specialist designation, and the At Home With Diversity certification, REALTORS® gain insights on how to diversify their business, and are provided with the research, tools and access to globalize their network. With over 80 bilateral agreements, affiliation with 60 countries, and strategic partnerships, NAR Global helps you explore the global market.

NAR's international program has a long history, demonstrating the foresight of NAR leaders over a number of decades. Through carefully developing and nurturing international bilateral and multilateral relationships worldwide, NAR has laid a solid foundation for participation in today's global marketplace.

- **NAR Global home page at Realtor.org** – Best general resource for information on NAR international programs and services – <http://www.realtor.org/global>.
- **Certified International Real Estate Specialist (CIPS)** designation program and business network – Provides introductory and advanced training for real estate professionals and administrators, along with business development/networking tools, resources and events. Access course descriptions, schedule, benefits and other information on CIPS from the NAR Global home page, <http://www.realtor.org/global>.
- **NAR Global Association Network** – NAR partners with nearly 80 associations in 60 countries—all of whose members subscribe to a code of conduct similar to the NAR Code of Ethics. Review the full list of foreign partners, NAR's volunteer liaisons to these groups, and/or access the association directly at http://www.realtor.org/global/cooperating_associations.
- **Global Perspectives in Real Estate** - NAR Global's bi-monthly newsletter filled with valuable information regarding global business development for REALTORS®. View the electronic version at <http://www.realtor.org/global/globalperspectives>.
- **International Research Reports** - Learn about the global impact in your market. Access NAR's International Real Estate Research Reports, including all 50 State-by-State International Business Reports, at <http://www.realtor.org/research/research/reportsintl>.
- **The Global View**- Updated weekly, NAR's internationally-themed blog covers a wide range of topics providing tips and tools to help REALTORS®, both inside and outside the U.S., succeed in the global market. <http://theglobalview.blogs.realtor.org>

Questions about this report may be directed to the Research Department or at eresearch@realtors.org.

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Jed Smith, Managing Director
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Table 1. Population By Place of Birth in 2013

	Arizona	U.S.
Total Population, by Place of Birth	6,626,624	316,128,839
Native /1	5,730,314	274,780,773
Foreign-Born /2	896,310	41,348,066
Naturalized	342,265	19,294,710
Not a U.S. Citizen	554,045	22,053,356
Percent, Foreign-Born	14%	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 2013, 1 yr estimates, Table DP02

Table 2. Foreign-Born Population in 2013

	Arizona	U.S.
Total Foreign-born Population, Excl. Born at Sea	896,310	41,347,945
Born in Europe	80,703	4,803,059
Born in Asia	161,708	12,176,983
Born in Africa	28,661	1,825,326
Born in Oceania	4,258	222,390
Born in Latin America	576,420	21,473,266
Born in Northern America	44,560	846,921

Source: U.S. Census Bureau, ACS 2013, 1 yr estimates, Table DP02

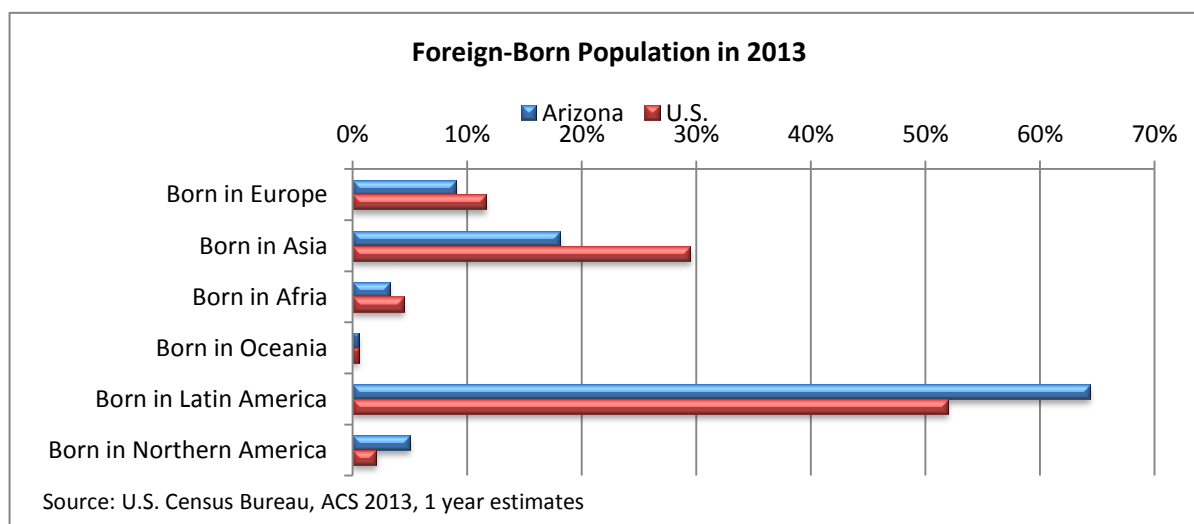


Table 3. Language Spoken in 2013

	Arizona	U.S.
Population, 5 years and over	6,196,543	296,358,760
Speak English Only	4,535,677	234,610,020
Speak Language Other Than English	1,660,866	61,748,740
Spanish	1,266,837	38,417,235
Other Indo-European	118,291	10,685,918
Asian	119,520	9,819,037
Other Languages	156,218	2,826,550
Percent Who Speak A Language Other Than English	27%	21%

Percent Who Speak English "Very Well" Among Population Who Do Not Speak English Only

	Arizona	U.S.
Speak Language Other Than English	66%	59%
Spanish	64%	58%
Other Indo-European	82%	68%
Asian	57%	53%
Other Languages	74%	69%

Source: U.S. Census Bureau, ACS 2012, 1 yr estimates, Table DP02

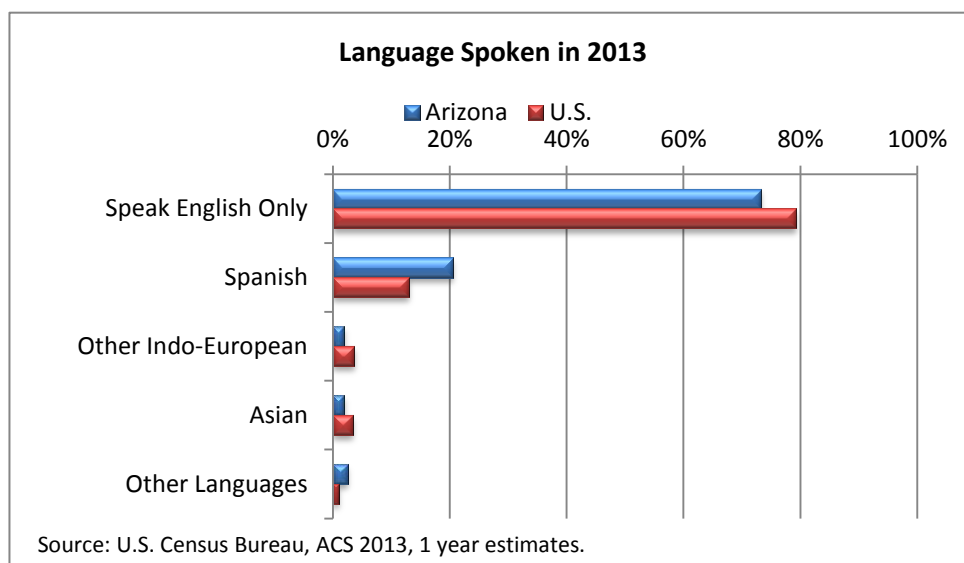


Table 4. Median Age (years) and Family Size in 2013

	Arizona	U.S.
Median Age		
Total Population	36.8	37.5
Native /1	34.9	35.9
Foreign-Born /2	42.5	43.1
Naturalized	50.5	50.4
Not a U.S. Citizen	38.5	37.4
Average Family Size		
Total Population	3.32	3.26
Native /1	3.19	3.14
Foreign-Born /2	3.91	3.85
Naturalized	3.68	3.71
Not a U.S. Citizen	4.09	4.02

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013, 1 yr estimates, Table S0501

Table 5. Educational Attainment in 2013

	Arizona	U.S.
Percent With Bachelor's Degree		
Total Population, 25 years and over	17.1	18.4
Native /1	18.3	18.9
Foreign-Born /2	11.3	16.4
Naturalized	15.4	20.4
Not a U.S. Citizen	8.4	12.4
Percent With Graduate or Professional Degree		
Total Population, 25 years and over	10.3	11.2
Native /1	10.7	11.1
Foreign-Born /2	8.1	11.8
Naturalized	11.1	14.0
Not a U.S. Citizen	6.0	9.7

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013, 1 yr estimates, Table S0501

Table 6. Home Ownership and Median Household Income in 2013

	Home Ownership Rate	Median HH Income
Arizona	(in %)	(in \$)
Total	62.1	48,510
Native	63.4	50,640
Foreign Born	54.6	37,458
Naturalized	69.4	45,969
Not a U.S. Citizen	41.7	31,276
U.S.	63.5	52,250
Native	65.6	52,997
Foreign Born	50.8	48,137
Naturalized	65.0	57,810
Not a U.S. Citizen	33.3	39,160

#N/A - Data not available

Source: U.S. Census Bureau, ACS 2013, 1 yr estimates, Table S0501

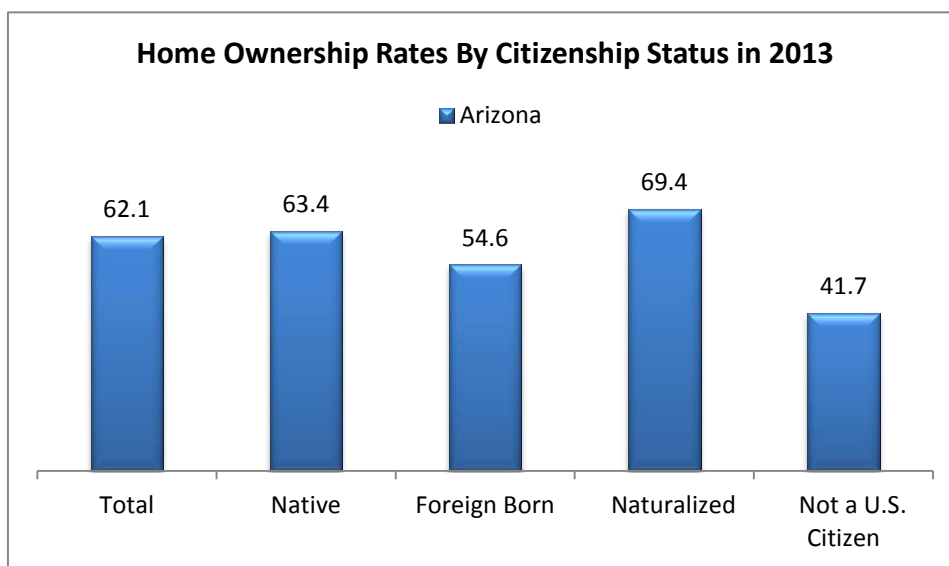
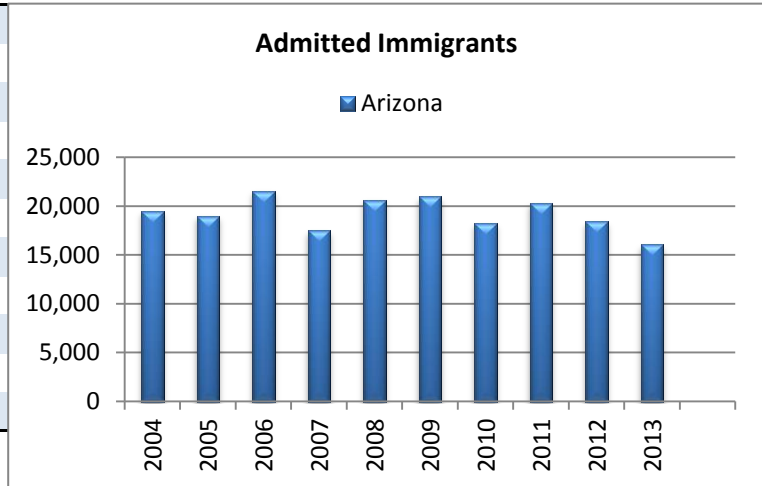


Table 7. Persons Obtaining Permanent Residence Status

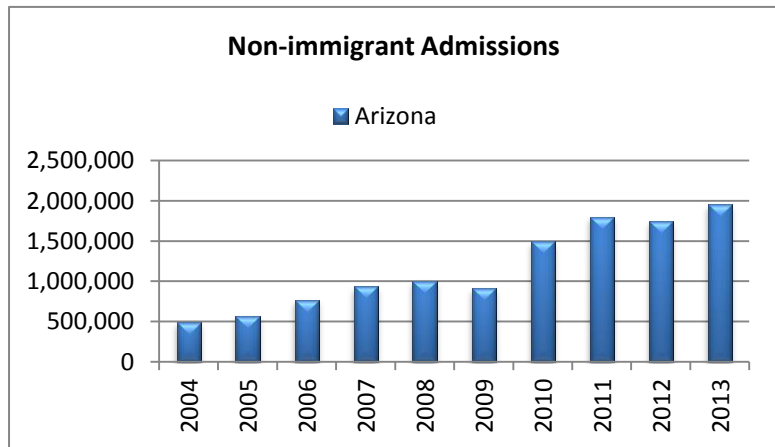
	Arizona	U.S.
2004	19,507	957,883
2005	18,986	1,122,257
2006	21,529	1,266,129
2007	17,528	1,052,415
2008	20,638	1,107,126
2009	20,997	1,130,818
2010	18,243	1,042,625
2011	20,333	1,062,040
2012	18,434	1,031,631
2013	16,097	990,553



Source of data: DHS, Yearbook of Immigration Statistics, 2013 ,Table 4.

Table 8. Non-immigrant Admissions

	Arizona	U.S.
2004	492,257	30,781,330
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



Source of data: DHS, Yearbook of Immigration Statistics, 2013 ,Table 30.

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

	2009	2010	2011	2012	2013
Business Traveler, Visa waiver /1	123,765	127,317	133,375	135,259	133,268
Business Traveler, Other /2	658,702	1,215,594	1,453,335	1,440,788	1,616,793
Students and exchange visitors/3	23,041	41,439	48,571	40,255	38,441
Temporary workers and families/4	101,078	95,517	151,038	120,380	151,794
Diplomats/other representatives/5	3,373	7,954	8,339	6,884	7,232
All other classes	2,490	3,082	3,576	3,364	2,786
Unknown	2,720	3,678	2,481	2,562	2,494
Arizona	915,169	1,494,581	1,800,715	1,749,492	1,952,808
U.S.	36,231,554	46,471,516	46,471,516	53,887,286	61,052,260

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.

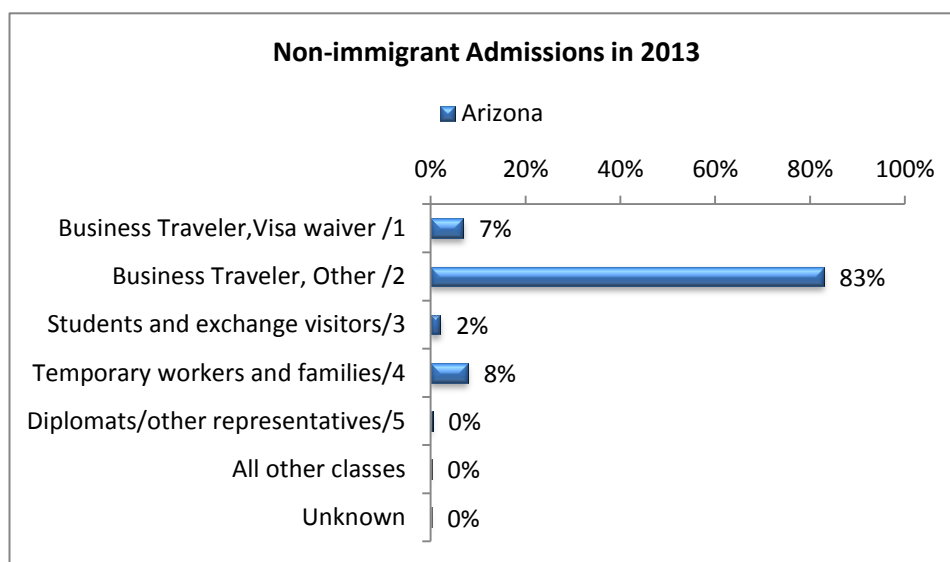
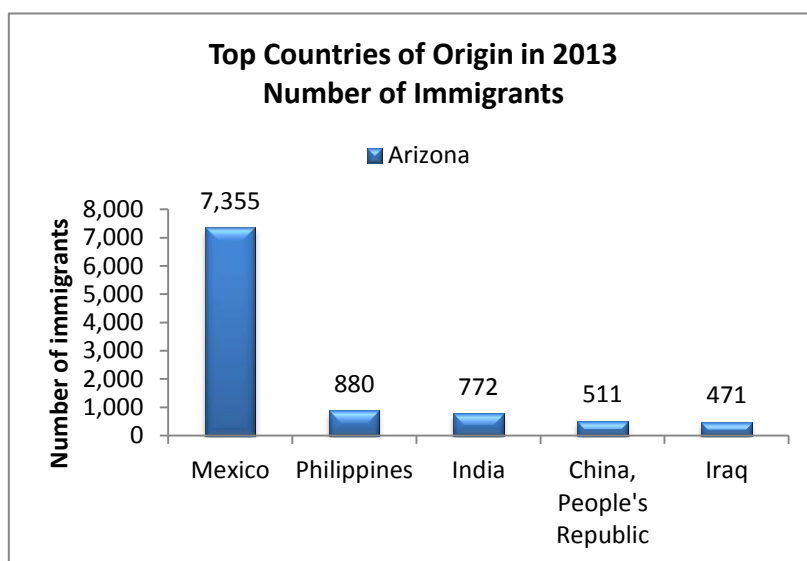
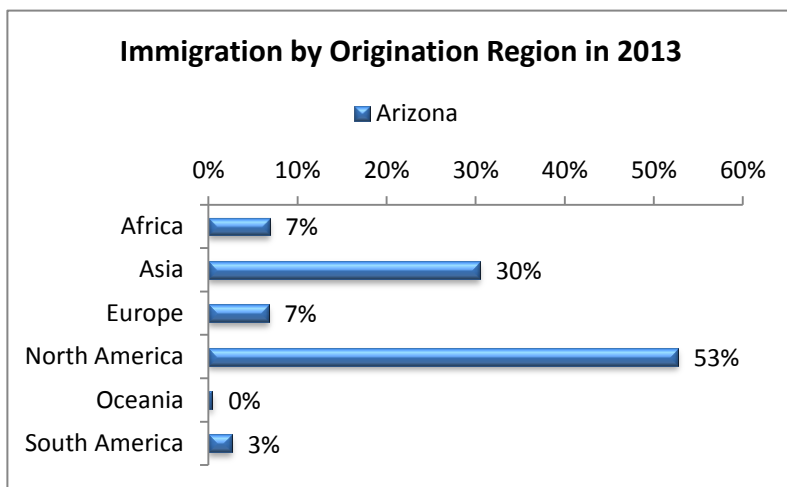


Table 10. Immigration by Origination Region and Country in 2013

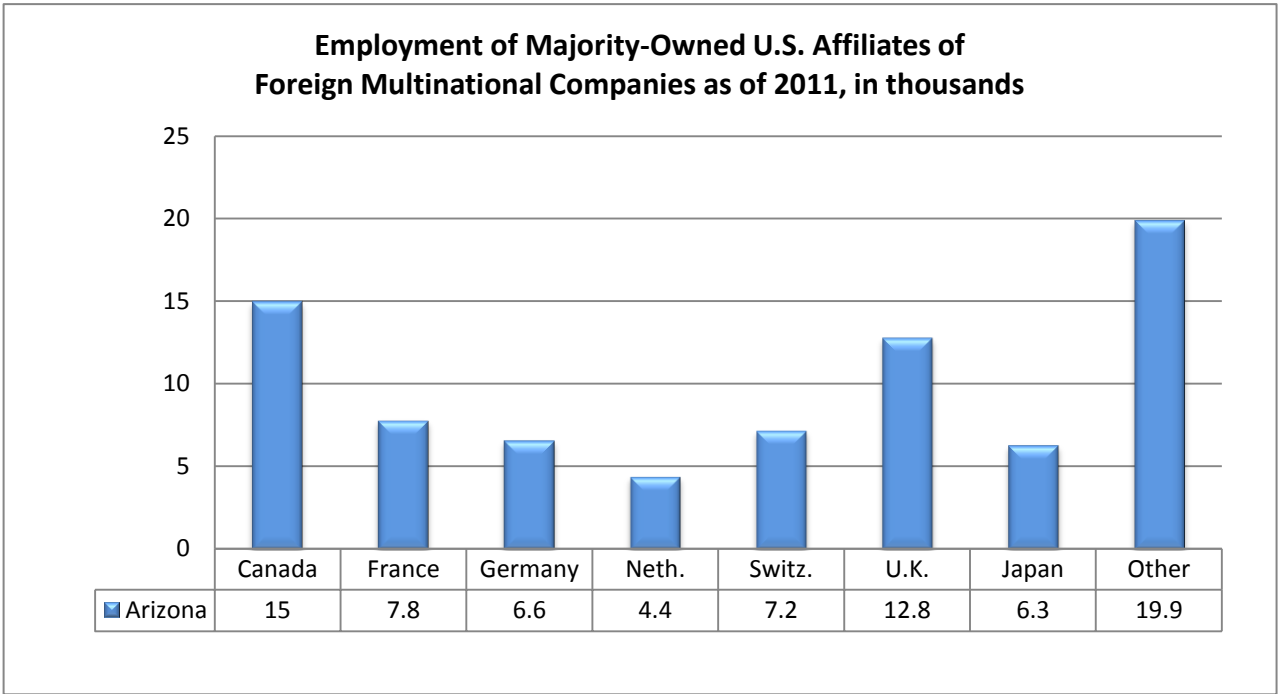
REGION	
Total	16,097
Africa	1,102
Asia	4,900
Europe	1,082
North America	8,476
Oceania	67
South America	420
Unknown	50
COUNTRY	
Total	16,097
Mexico	7,355
Philippines	880
India	772
China, People's Republic	511
Iraq	471
Vietnam	392
Canada	349
Bhutan	223
United Kingdom	219
Burma	213
Cuba	203
Iran	190
Korea, South	179
Nepal	165
Thailand	157
Guatemala	155
Ethiopia	139
Romania	138
El Salvador	128
Colombia	112
Kenya	106
Nigeria	105
Germany	99
Bangladesh	80
Somalia	79
Peru	76



Source of data: DHS, Yearbook of Immigration Statistics, 2013 ,Supplemental Table 1.

D-data withheld to limit disclosure

Table 11. Employment of Foreign Multinational Companies Operating in the U.S. as of 2011



(*) More than zero and fewer than 50 employees.

NOTE. The following ranges are given in employment cells that are suppressed.

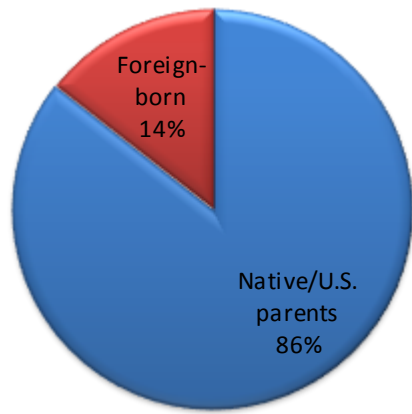
The size ranges are: A–1 to 499; F–500 to 999; G–1,000 to 2,499; H–2,500 to 4,999; I–5,000 to 9,999; J–10,000 to 24,999; K–25,000 to 49,999; L–50,000 to 99,999; M–100,000 or more.

Source: Bureau of Economic Analysis, Foreign Direct Investment in the U.S. (FDIUS) data

Metro-Level Economic Data for Engaging in International Real Estate

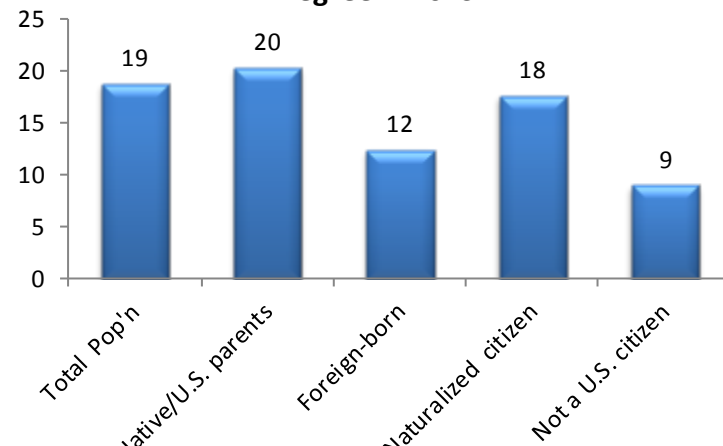
Phoenix-Mesa-Scottsdale, AZ Metro Area

Foreign Born Population in 2013



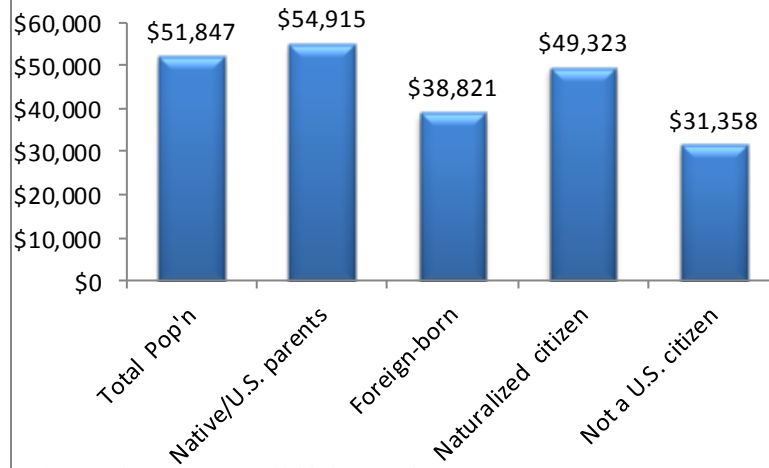
Source: Census Bureau, ACS 2013, 1 yr estimates

Percent of Population With Bachelor's Degree in 2013



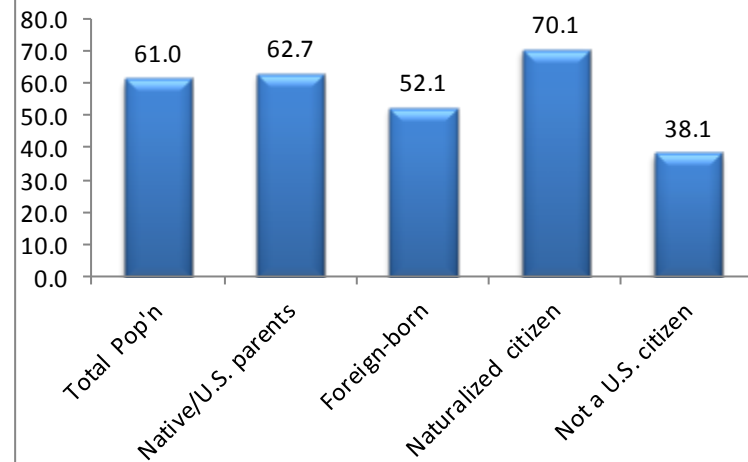
Source: Census Bureau, ACS 2013, 1 yr estimates

Median Household Income in 2013



Source: Census Bureau, ACS 2013, 1 yr estimates

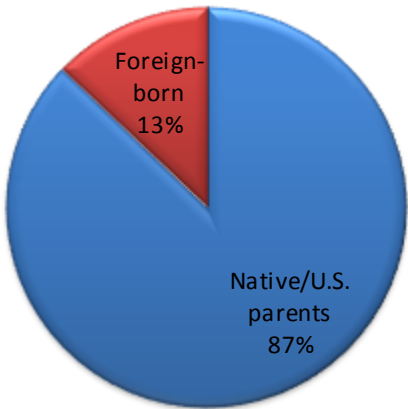
Home Ownership Rate in 2013



Source: Census Bureau, ACS 2013, 1 yr estimates

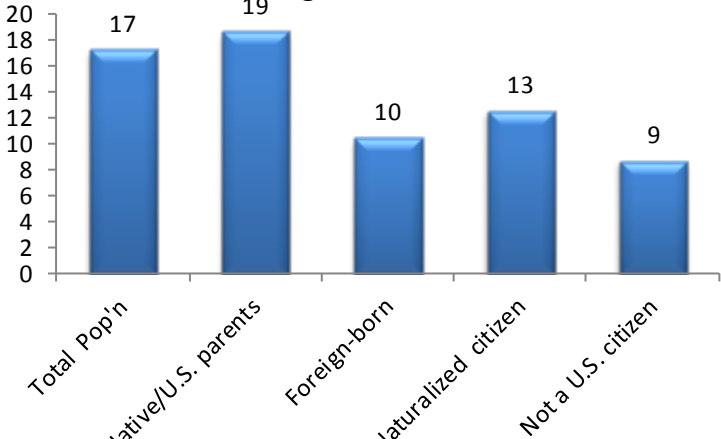
Tucson, AZ Metro Area

Foreign Born Population in 2013



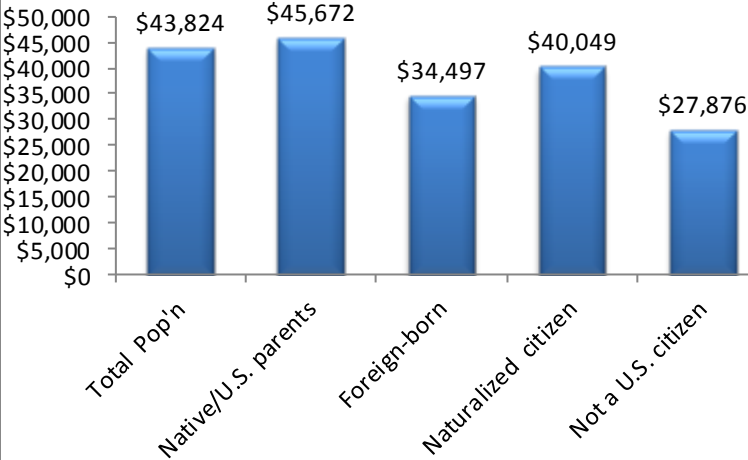
Source: Census Bureau, ACS 2013, 1 yr estimates

Percent of Population With Bachelor's Degree in 2013



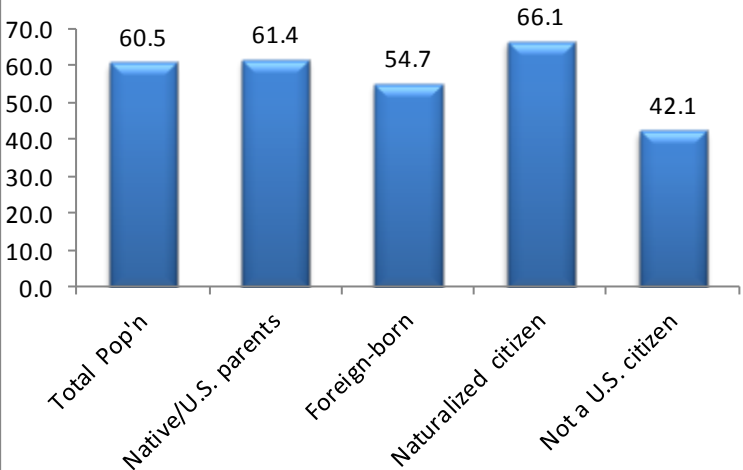
Source: Census Bureau, ACS 2013, 1 yr estimates

Median Household Income in 2013



Source: Census Bureau, ACS 2013, 1 yr estimates

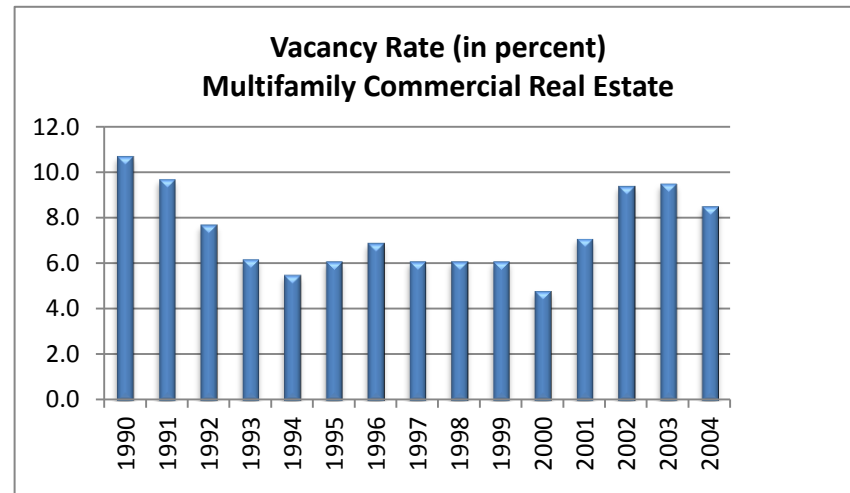
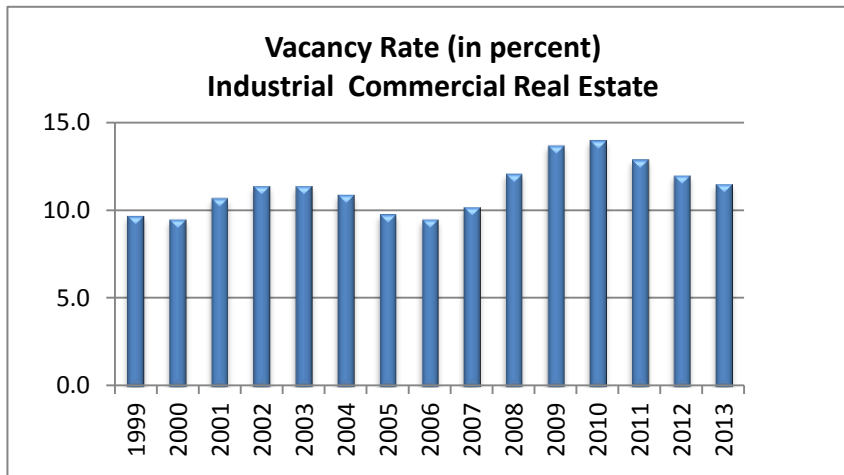
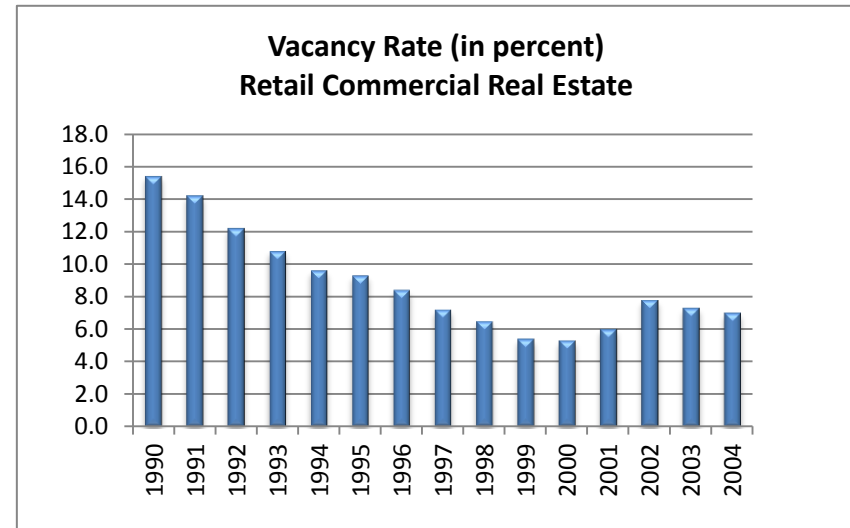
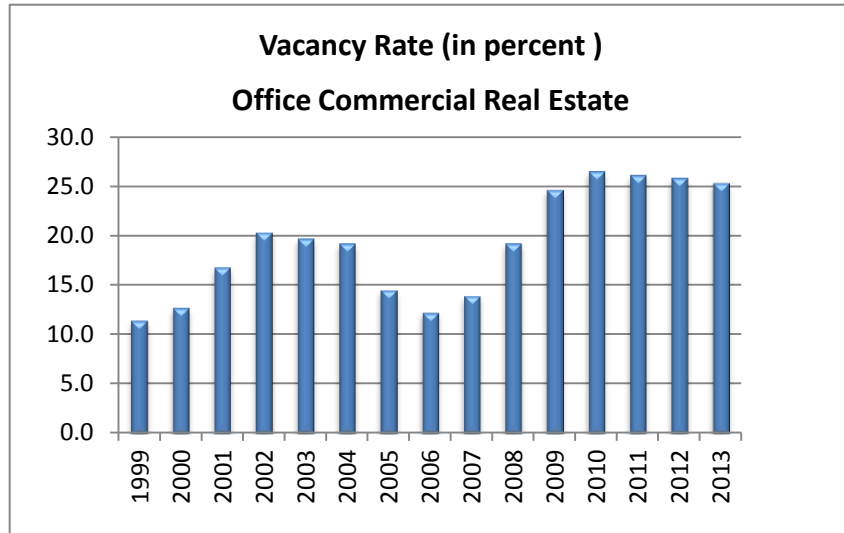
Home Ownership Rate in 2013



Source: Census Bureau, ACS 2013, 1 yr estimates

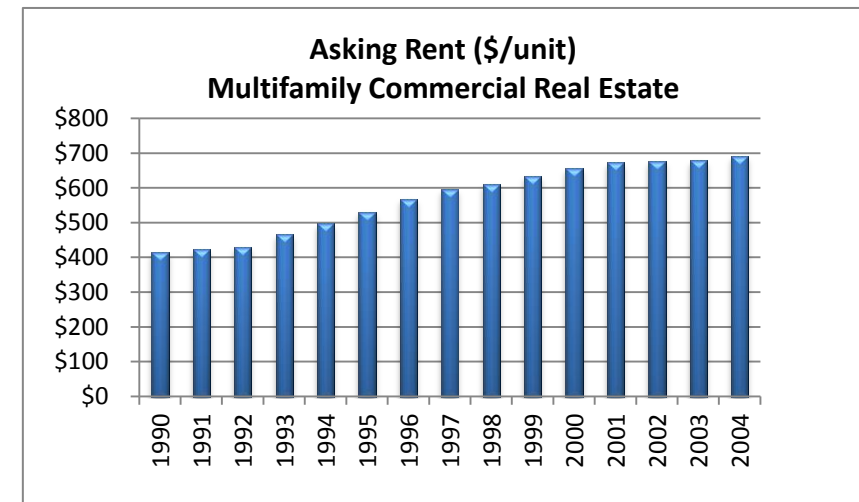
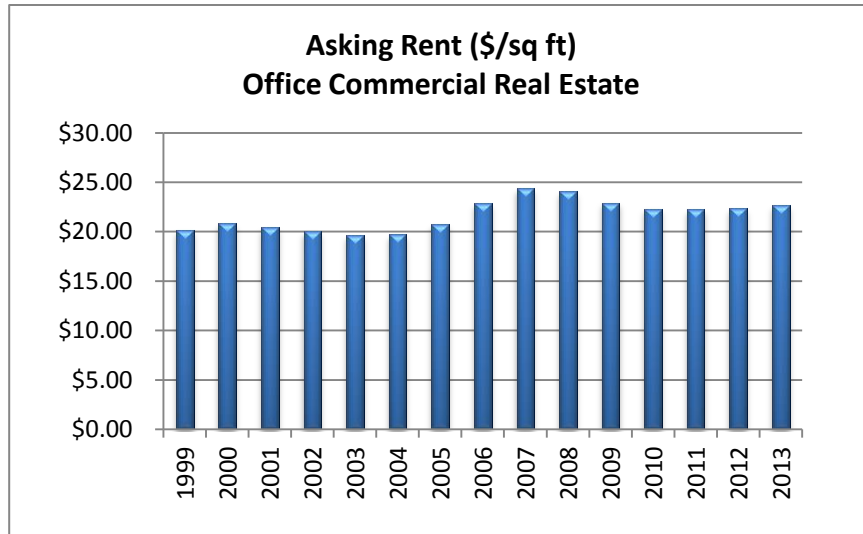
Commercial Data for Engaging in International Real Estate Transactions in AZ

Phoenix,AZ



Source of data: REIS, Inc. Data may not be available for the metro area, sector, and year.

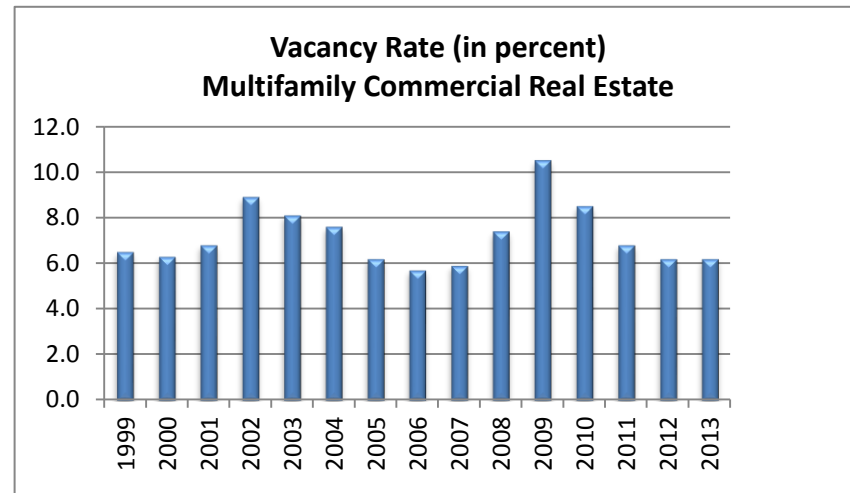
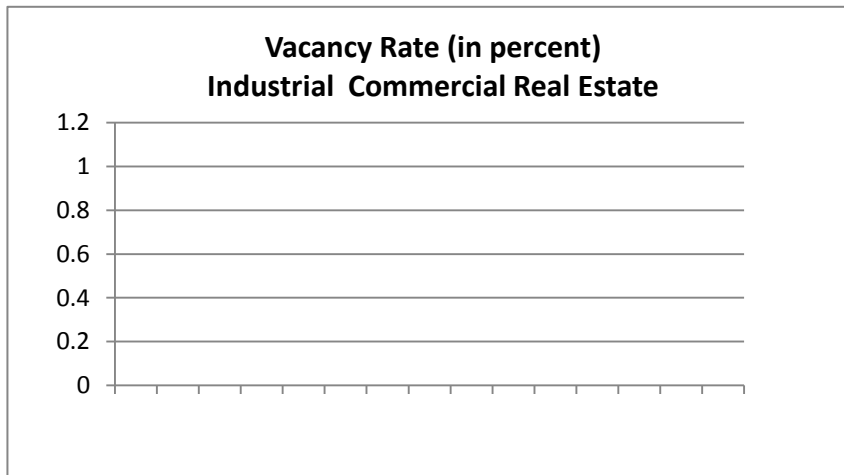
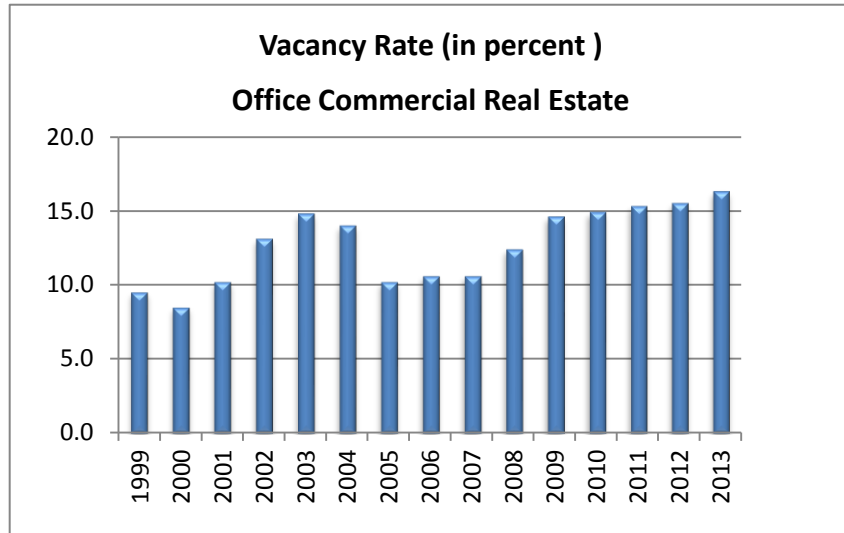
Phoenix,AZ



Source of data: REIS, Inc. Data may not be available for the metro area, sector, and year.

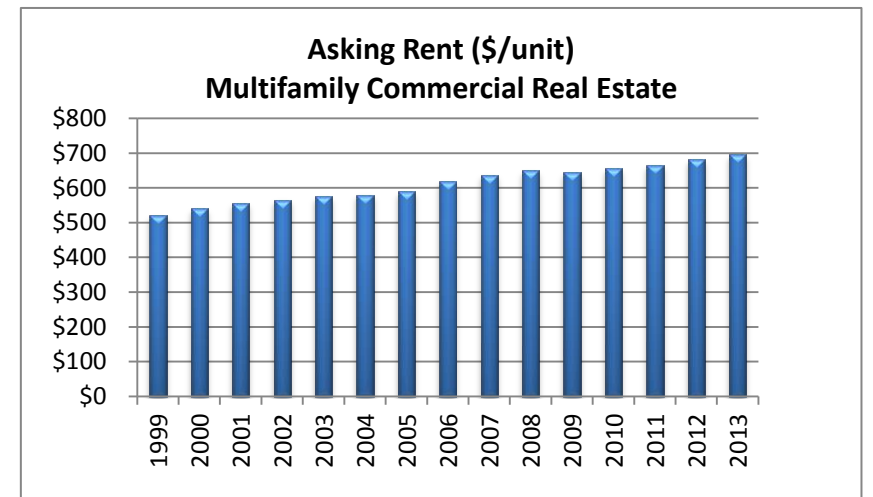
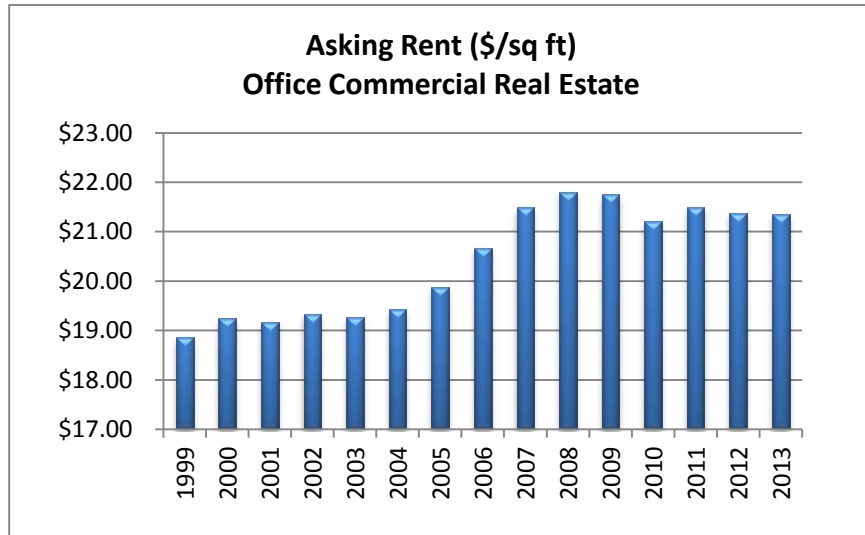
Commercial Data for Engaging in International Real Estate Transactions in AZ

Tucson,AZ



Source of data: REIS, Inc. Data may not be available for the metro area, sector, and year.

Tucson,AZ



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