

2017 Profile of International Activity in U.S. Residential Real Estate



**National Association of REALTORS®
Research Department**

**2017 PROFILE OF INTERNATIONAL ACTIVITY IN U.S.
RESIDENTIAL REAL ESTATE**

**National Association of REALTORS®
Research Division
July 2017**



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ABOUT THE SURVEY

Since 2009, the Research Division of the National Association of REALTORS® (NAR) has conducted an annual survey of REALTORS® to measure the size of U.S. residential real estate sales to international clients, to provide a profile of the origin, destination, and buying preferences of international clients, and to identify the challenges and opportunities faced by REALTORS® in serving foreign clients.

The *2017 Profile of International Activity in U.S. Residential Real Estate* presents information regarding REALTOR® transactions with international clients during the 12-month period of April 2016–March 2017. The 2017 report highlights data on international client purchases and sales of U.S. residential property. It also provides insights on U.S. clients seeking to purchase property abroad.

This survey was sent to 200,000 randomly selected REALTORS® and to 7,691 REALTORS® who responded to the 2015 and 2016 surveys. The online survey was conducted from April 10–May 1, 2017. A total of 5,998 REALTORS® responded to the 2017 survey, yielding an overall margin of error of plus or minus one percentage point.¹ Information about the characteristics of international clients is based on the most recent closed transactions of the respondents during the 12-month period.

The term international or foreign client refers to two types of clients:

- Non-resident foreigners (Type A): Non-U.S. citizens with permanent residences outside the United States. These clients typically purchase property as an investment, for vacations, or other visits of less than six months to the United States.
- Resident foreigners (Type B): Non-U.S. citizens who are recent immigrants (in the country less than two years at the time of the transaction) or temporary visa holders residing for more than six months in the United States for professional, educational, or other reasons.

Questions about this report² may be directed to the Research Division of the National Association of REALTORS® at Data@realtors.org.

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July 2017

¹ The number of respondents to each question varies because of non-response or because the question is not relevant to the respondent and she is not asked to respond to the question. The survey's overall margin of error is calculated based on the number of respondents relative to the total membership of the National Association of REALTORS® of 1.2 million, a proportion estimate of 50 percent, and a 95 percent level of confidence. Margins of error for subgroups will be larger.

² The team acknowledges Jessica Lautz, Managing Director, Survey Research and Communications; Meredith Dunn, Communications Manager; Amanda Riggs, Survey Analyst; Cindy Fauth, Global Marketing Manager, for their valuable comments, and Lisa Herceg, Director, Marketing Research for sending out the questionnaire to members.

SUMMARY

During the 12-month period April 2016—March 2017, the economic environment provided both opportunities and challenges that likely affected international activity in U.S. residential real estate. Amid tight inventory, home prices rose in the United States, though at a more modest pace compared to other markets, particularly the Canadian market. The dollar strengthened against many currencies in the wake of key political and economic developments, such as the decision of the United Kingdom to leave the European Union and the slump in oil prices that impacted oil exporting countries. In contrast, dollar exchange rates were relatively more stable in this year's survey period against currencies such as the Canadian dollar and euro. Global economic growth strengthened under accommodative monetary and fiscal policies. In the United States, job creation continued at a solid pace, with the unemployment rate falling to its lowest level since the 2008-2009 recession. In China, tighter regulations curbed outward capital flow, although Chinese financial assets held in other countries remain substantial.

Residential Properties Purchased by Foreign Buyers

- Foreign buyers purchased \$153.0 billion of residential property from April 2016—March 2017, an increase from \$102.6 billion during the previous 12-month period (April 2015—March 2016). The dollar volume of foreign buyer purchases accounted for 10 percent of the dollar volume of existing home sales, an increase from the eight percent share during the previous period.
- Foreign buyers purchased 284,455 residential properties, an increase from 214,885 during the previous 12-month period. The number of units purchased made up five percent of existing home sales, an increase from the four percent share during the previous period.
- Foreign buyers who primarily reside outside the United States (non-resident foreign buyers) accounted for 42 percent of all foreign buyers, while recent immigrants and foreign buyers who reside in the United States on work, student, or other visas (resident foreign buyers) accounted for 58 percent. This composition is about the same as that of the previous 12-month period.
- The average price of properties purchased by foreign buyers was \$536,852, more than the average price of \$277,733 of all U.S. existing home sales.³ The median price of properties purchased by foreign buyers was \$302,290, also more than the median price of \$235,792 of all U.S. existing home sales.⁴
- China remained as the top origin of foreign buyers (\$31.7B), followed by Canada (\$19.0B), the United Kingdom (\$9.5B), Mexico (\$9.3B), and India (\$7.8B). The bulk of buyers from China, India, and Mexico were resident buyers, while most buyers from Canada and the United Kingdom were non-resident buyers.

³ The mean or the average price is used to calculate the total dollar volume of purchases and can be used as a measure of central tendency. It is found by summing the responses and dividing by the number of responses.

⁴ The median is the middle value of the distribution. Half of all purchases fall below this value and half are above this value. Because home values tend to skew to the higher end, the median is often a better reflection of typical market activity.

- Although foreigners purchased property nationwide, five states accounted for 54 percent of total residential property purchases: Florida (22 percent), Texas (12 percent), California (12 percent), New Jersey (four percent), and Arizona (four percent).
- Nearly half of foreign buyers purchased the property as a primary residence.
- Most non-resident foreign buyers made an all-cash purchase (72 percent), while a smaller fraction of resident foreign buyers paid all-cash (35 percent).

Residential Properties Sold by Foreigners

- The majority of international clients who sold their U.S. residential property originated from Canada, China, India, Mexico, and the United Kingdom. Properties owned by international clients sold for \$469,381 on average and for a median of \$286,786.

U.S. Clients Searching for Properties Abroad

- Nine percent of REALTOR® respondents had clients who were interested in purchasing property abroad. Mexico, Costa Rica, Canada, Philippines, China, United Kingdom, Spain, Italy, Belize, France, and the Bahamas were the top countries of interest. Most clients seeking property abroad were interested in a residential property and intended to use the property as a vacation home and/or residential rental property.
- Twenty-one percent of U.S. clients who were seeking a property abroad intended to use the property as a primary residence, an increase from the nine percent share in the 2016 survey. This may be associated with the increasing numbers of baby boomers who are retiring and who may be planning to retire abroad.

REALTOR® Interaction with International Clients

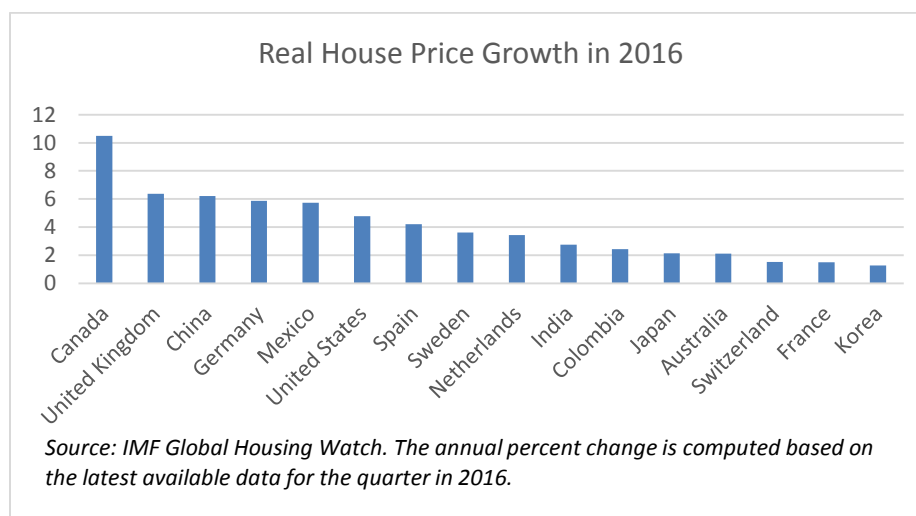
- Twenty-nine percent of REALTOR® respondents reported working with international clients, about the same fraction as in the previous 12-month period.
- Thirty-five percent of REALTOR® respondents reported an increase in the percentage of international client transactions to their business from one year ago, 48 percent reported the fraction stayed about the same, and the rest reported a decline.
- Forty percent of respondents reported “don’t know” about the outlook in the next 12 months, an increase from the 17 percent share in the 2016 survey. Some respondents reported they are concerned about the policy changes on immigration, trade, and international relations.
- Personal contacts, previous clients, and business contacts were the major sources of clients/referrals (64 percent).
- Seventeen percent of respondents have been in the business for less than one year, up from less than one percent in 2010. This is a positive indicator of the strengthening U.S. real estate market, but it also indicates the need for additional training and information for REALTORS® who are interested in cultivating and growing their business in this niche market catering to international buyers and sellers.

ECONOMIC ENVIRONMENT IN 2016-2017

Several factors affect the decision of international clients to purchase property in the United States. Because a property purchase is a significant investment, house price trends, exchange rate movements, and economic developments affect the pace of international activity in U.S. residential property. The perception of the United States as a stable and secure place to invest in real estate is also important, and this factor can at times overwhelm economic fluctuations that may be more transient. Because political conditions in the United States and abroad affect economic variables and the perception of stability, they can also impact the pace of international activity in U.S. residential property.

House Price Growth

House prices in the major countries of origin of U.S. foreign buyers increased at a stronger rate than U.S. house prices, making a U.S. home purchase more attractive.⁵ In Canada, house prices rose in real terms⁶ by 10 percent in 2016, with house prices rising more steeply in the Greater Vancouver area (17 percent in 2016) and Greater Toronto area (21 percent).⁷ U.S. house price growth, when adjusted for inflation, was about five percent.



However, the dollar's strength against some currencies made a U.S. property purchase less affordable for some foreign buyers. From March 2016–March 2017, the dollar strengthened against the British pound (16 percent) following the United Kingdom's referendum results in June 2016 for the country to leave the European Union ("Brexit"). With the decline in oil prices and export revenues, currencies of oil-exporting countries also weakened against the dollar, such as the

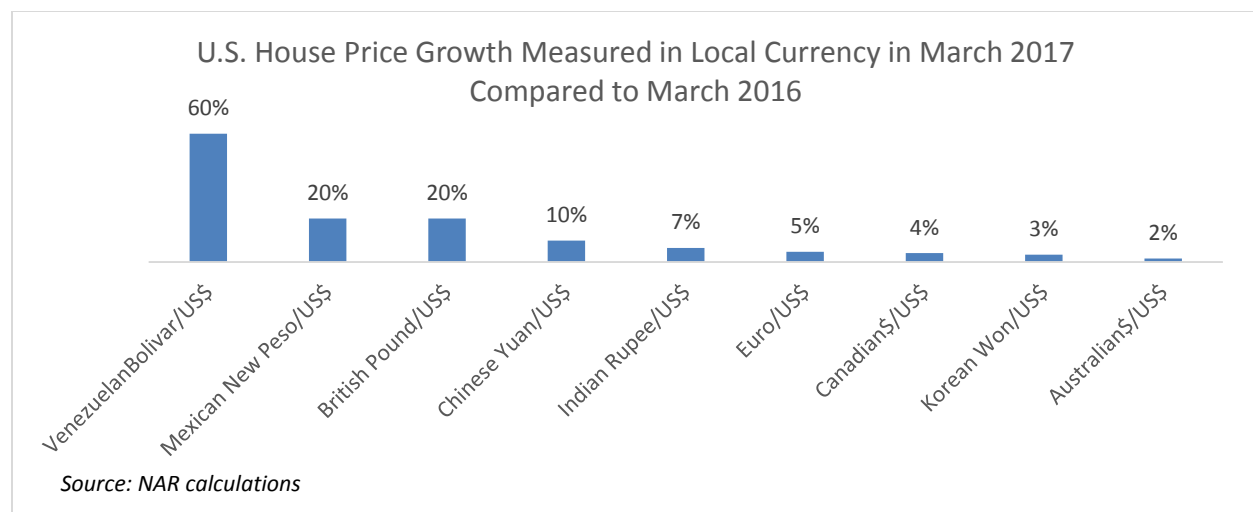
⁵ IMF Global Housing Watch, downloaded from <http://www.imf.org/external/research/housing/>

⁶ Real house price growth is computed by subtracting the inflation rate from the nominal house price growth. Expressing a change in real terms indicates how fast house prices are rising compared to other goods and services.

⁷ Based on the Home Price Index (HPI) of the Canadian Real Estate Association. The growth is an annual percent growth of the December 2016 HPI compared to the December 2015 HPI. See <http://www.crea.ca/housing-market-stats/mls-home-price-index/hpi-tool/>.

Venezuelan bolivar (54 percent)⁸ and the Mexican peso (16 percent). Amid strong capital outflows that Chinese authorities curbed through tighter controls and by selling dollars, the Chinese yuan also weakened (six percent). The Indian rupee depreciated modestly relative to the dollar (two percent) over the entire survey period; however, after the government demonetized large currency bills in November 2016, causing a severe liquidity squeeze, the rupee reversed course and began to appreciate against the dollar.⁹ By contrast, the euro and Canadian dollar were roughly stable against the U.S. dollar in this period with the Canadian dollar flat and the euro down less than one percent.

The median price of U.S. existing home sales rose four percent in March 2017 compared to March 2016. Considering the exchange rate effect, U.S. home prices when converted to the Canadian dollar rose five percent in March 2017 compared to March 2016.¹⁰ This is a modest price growth compared to the price growth in Canada's housing markets, particularly Vancouver. On the other hand, U.S. house prices when converted to the local currencies in Venezuela, Mexico, the United Kingdom, and China, rose by at least 10 percent, which is higher than the house price growths in these countries. House prices in Australia and India rose at a slower pace compared to U.S. prices when converted to the local currency. To note, while a stronger dollar makes it more expensive to purchase a U.S. property, expectations of a further weakening of a local currency against the dollar may prompt some foreign buyers to accelerate their purchase. This is likely motivated by the desire to get into an asset and currency that will hold its value or to avoid the foreign exchange cost that will be incurred if the purchase is delayed.



To cool Canada's heated housing markets, the government of British Columbia (which includes the city of Vancouver) imposed an additional 15 percent property transfer tax on foreign entities in August 2016.¹¹ This brought down demand and prices in British Columbia; as of May

⁸ Depreciation for the Venezuelan bolivar is calculated at the official exchange rate. Black market exchange rates suggest significantly greater depreciation of the currency.

⁹ From November 2016 to March 2017 (the end of the survey period), the rupee had appreciated nearly 3 percent against the dollar. The most recent data (June 2017) as of this publication shows that the rupee had strengthened nearly 5 percent against the dollar from November 2016, suggesting that terms could improve for some Indian buyers of U.S. real estate next year.

¹⁰ U.S. house price growth in local currency = $((1 + \text{U.S. house price growth}) * (1 + \text{depreciation rate}) - 1) * 100\%$

¹¹ In August 2016, the government of British Columbia implemented an additional 15 percent property tax on foreign entities and taxable trustees in addition to the general property tax of residential property located in the Greater

2017, home prices were rising at a cooler pace of nine percent and residential property sales were also down by nine percent compared to levels one year ago.¹² The Canadian Real Estate Association reported that actual (not seasonally adjusted) activity was down 7.5% in April 2017 from one year ago, with declines in close to 70% of all local markets. Across Canada, home prices rose by 10 percent in April 2017 compared to the same period one year ago.¹³ Although prices in Canada are increasing at a slower pace compared to the brisk pace of past months, this growth is still faster than the growth in U.S. average home prices of five percent in April 2017 compared to the same period one year ago.¹⁴ The table below shows that U.S. home prices in some metro areas are more affordable compared to home prices in Canada's metro areas near these U.S. metro areas. For example, the average price of houses in the Seattle-Tacoma-Bellevue area is lower than the average price of houses in Greater Vancouver. With the implementation of the additional 15 percent property transfer tax in August 2016, there are reports of increased buying in Seattle after the 15 percent additional property transfer tax was enacted in Greater Vancouver.¹⁵

Average House Prices in Canada and in the United States in U.S. Dollars*			
Canada	\$450,994	United States	\$287,500
Greater Vancouver	\$700,380	Seattle-Tacoma-Bellevue, WA	\$483,400
Victoria	\$627,893	Portland-Vancouver-Hillsboro, OR-WA	\$399,700
Greater Toronto	\$603,781	Buffalo-Niagara Falls, NY	\$146,000

Source of data: The Canadian Real Estate Association, National Association of REALTORS®

* Canadian home prices are as of April 2017 and prices were converted to U.S. dollars at the rate of C\$ \$1.3437 to 1 US\$.

The U.S. average prices of existing-homes sold are for the First Quarter of 2017.

<http://www.crea.ca/housing-market-stats/national-average-price-map>

Economic Developments

Rising economic growth improves the spending capability of foreign buyers to purchase a property. Economic growth picked up in many countries under expansionary monetary and fiscal policies and improving oil and commodity prices. Global economic growth rose to 3.5 percent in 2016, and growth is expected to be sustained at 3.6 percent in 2017 (3.1 percent in 2015).¹⁶

Economic growth was sustained or accelerated in countries where most U.S. foreign buyers originate. China's economy grew at a healthy pace of 6.7 percent in 2016, supported by increased public infrastructure and strong credit growth. Canada's economy grew at a stronger pace of 1.4 percent in 2016, up from less than one percent in 2015, under accommodative monetary policies and as oil prices firmed up after OPEC countries agreed to cut back oil production in August 2016.

Vancouver Regional District. In April 2017, the government of Ontario announced an additional 15 percent property transfer tax on houses purchased in the Golden Horseshoe area (Niagara, Toronto, and Peterborough) by persons who are not citizens or permanent residents of Canada, as well as foreign corporations

¹² Real Estate Board of Greater Vancouver. See <http://www.rebgv.org/home-price-index?region=all&type=all&date=2017-05-01>

¹³ Canadian Real Estate Association. See <http://creastats.crea.ca/natl/>

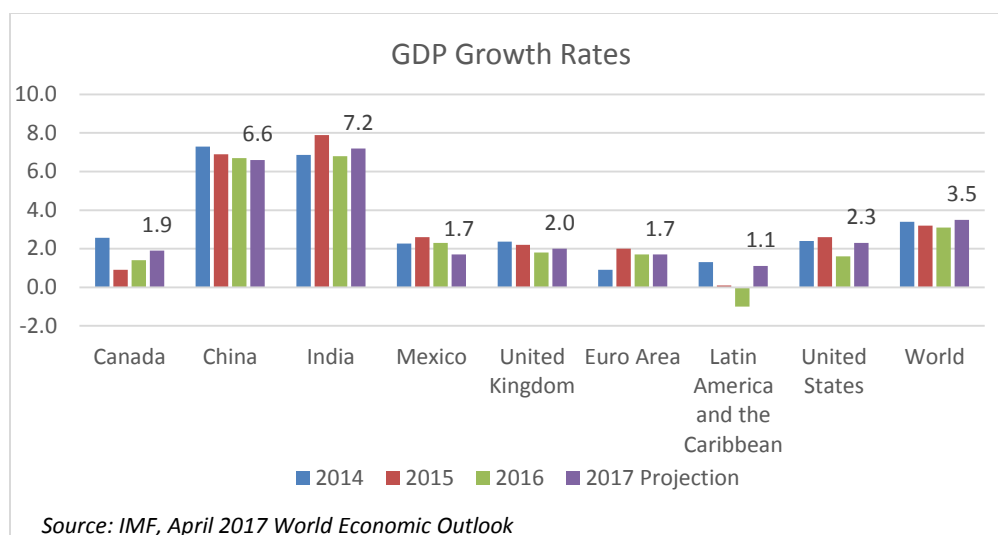
¹⁴ Government of British Columbia. See <http://www2.gov.bc.ca/gov/content/taxes/property-taxes/property-transfer-tax>

¹⁵ "Seattle Real Estate Sees Surge in Chinese Interest After Vancouver Enacts the 15% Tax". See <http://bit.ly/2srG67u>

¹⁶ International Monetary Fund. See World Economic Outlook, April 2017, downloaded at <http://www.imf.org/en/Publications/WEO/Issues/2017/04/04/world-economic-outlook-april-2017>

As of March 2017, oil prices have climbed back to the \$50/barrel level from a low of nearly \$30/barrel in January 2016.¹⁷ In the United Kingdom, consumer spending remained strong and economic growth tapered only modestly in the aftermath of the June 2016 referendum outcome for the United Kingdom to exit from the European Union. In the eurozone area, the recovery that began in 2015 stayed on course under a low interest environment. Partly due to the recovery of oil and commodity prices, the economic area of Latin America and the Caribbean climbed out of economic recession. However, the Venezuelan economy remains in a severe economic recession and hyperinflationary environment, with prices up by nearly 800 percent in February 2017 compared to the same month last year.

In the United States, economic growth decelerated in 2016 because of lower investment spending in oil-related sectors. However, employment generation remained strong, with the unemployment rate falling to its lowest level of 4.3 percent after the recession ended in 2009. In addition to supporting domestic demand for housing, strong employment growth in the U.S. provides support to housing demand from foreign buyers who recently immigrated to the United States or who are residing in the United States under work visas.

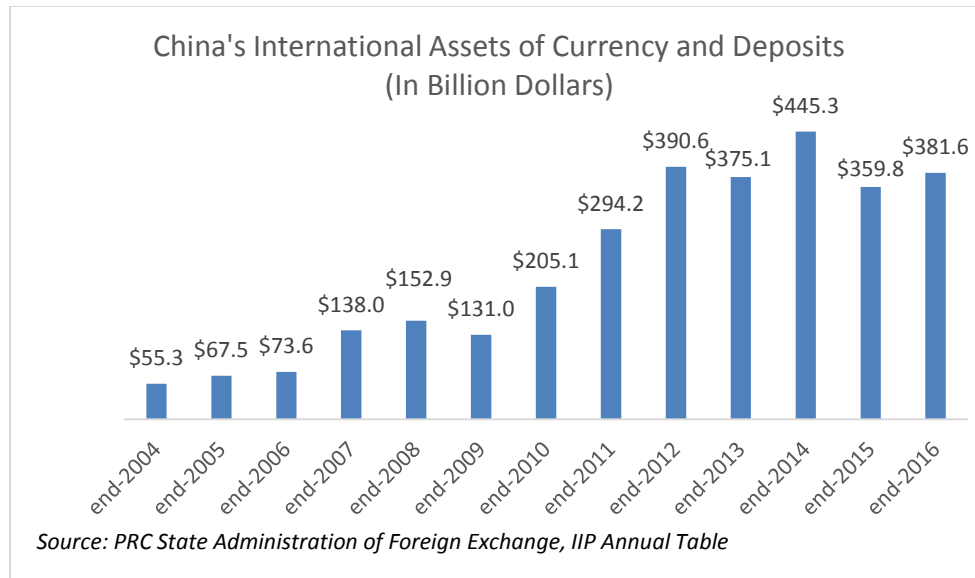


In China, the State Authority of Foreign Exchange tightened capital outflow regulations to stem the outflow of foreign exchange. The new regulations impose stricter reporting of capital outflows by financial institutions and require foreign exchange applicants to provide additional documentation to support the financial transaction. The government also promised stricter scrutiny and punishment for those violating regulations, such as the foreign exchange quota of \$50,000 per year per individual. New regulations that took effect January 2017 require individuals to fill out a form identifying the use of foreign exchange, and the form prohibits investment uses such as buying overseas property, securities, life insurance, or other insurance-like products. However, non-investment uses, such as expenses for schooling, medical expenses, and tourism, are allowed.¹⁸

¹⁷ The monthly average European spot price for Brent crude oil rose to a peak of \$54.87/barrel in February 2017 from a low of \$30.70 in January 2016. OPEC stands for Organization of the Petroleum Exporting Countries and is composed of 15 countries: Saudi Arabia, Iran, Iraq, Kuwait, Venezuela, Qatar, Indonesia, Libya, United Arab Emirates, Algeria, Nigeria, Ecuador, Gabon, Angola, Equatorial Guinea.

¹⁸ “Chinese New Rules on Yuan Transfers are Not Capital Controls: Xinhua”, *Reuters, Business News*, January 2, 2017, <http://www.reuters.com/article/us-china-yuan-idUSKBN14M032>. Accessed July 3, 2017.

These regulations reduced the outflow of capital, evidenced by the decline in currency and deposit assets held outside China from \$445.3 billion in 2014 to \$359.8 billion in 2015. However, the currency and deposit assets remain sizable, and the level even increased to \$381.6 billion by the end of 2016. Data from the first quarter of 2017 suggests that demand for foreign exchange in China may be easing, a sign that capital controls may be working.¹⁹

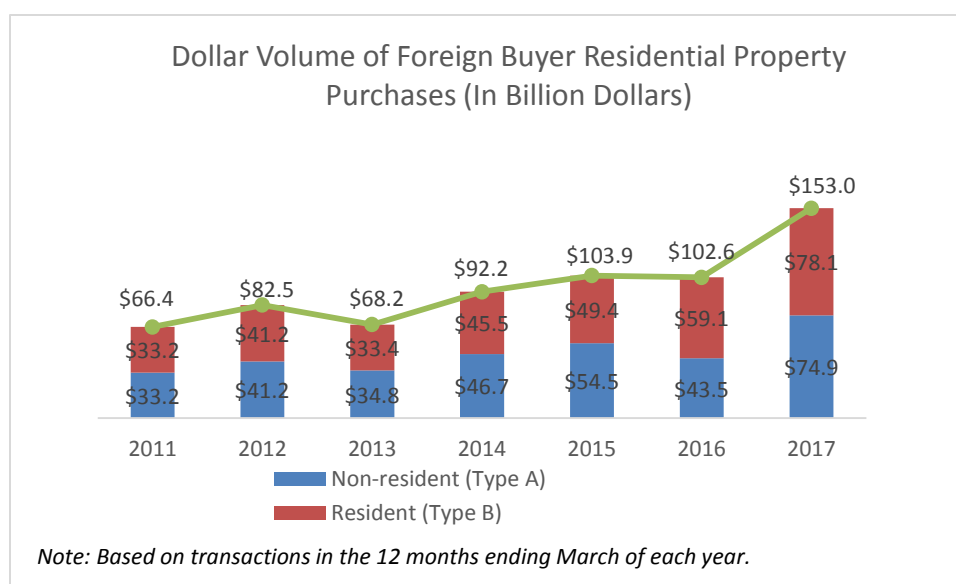


¹⁹ “China capital outflows stabilized in first-quarter as capital controls bite”, *Reuters, Business News*, April 20, 2017, <http://www.reuters.com/article/us-china-economy-idUSKBN17M086>. Accessed July 6, 2017.

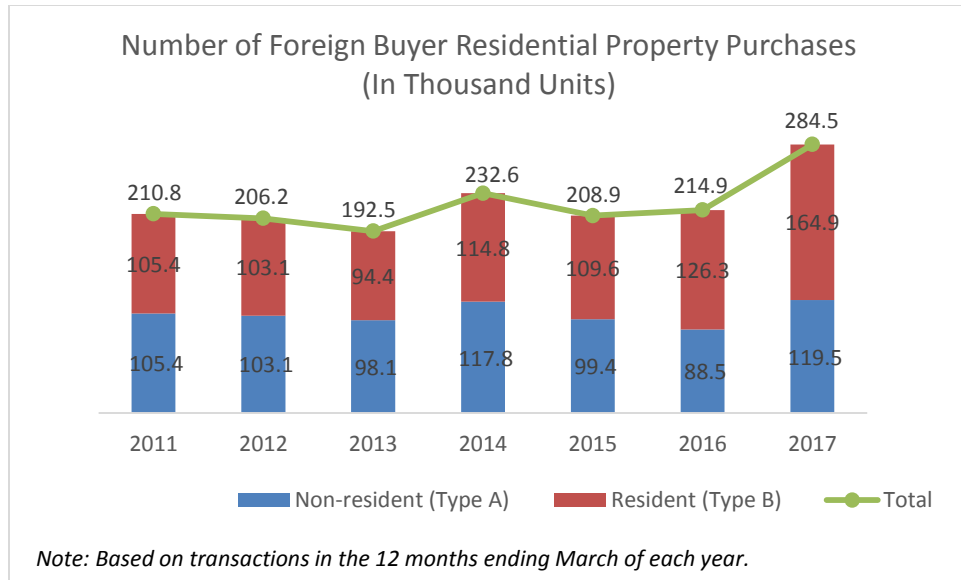
I. INTERNATIONAL CLIENTS WHO PURCHASED U.S. RESIDENTIAL PROPERTY

Volume of Foreign Buyers Purchasing Residential Property

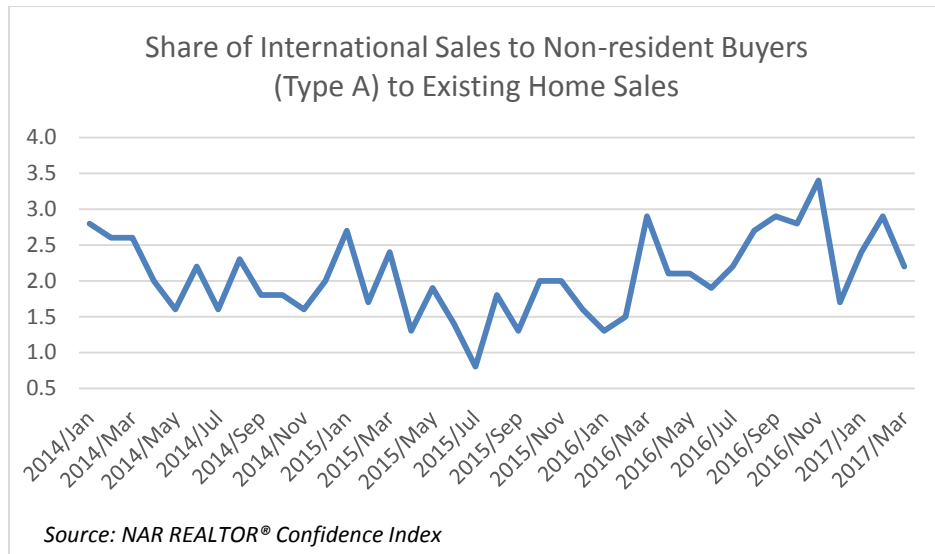
Foreign buyers purchased \$153 billion of U.S. residential property in April 2016—March 2017, an increase from the \$102.6 billion of property purchased in the previous 12-month period. This accounts for 10 percent of the dollar volume of existing home sales. Non-resident foreign buyers purchased \$78.1 billion of property, while resident foreign buyers purchased \$74.9 billion of property.



Foreign buyers purchased 284,455 residential properties, an increase from the 214,885 properties purchased during the previous 12-month period. This accounts for five percent of existing home sales. Non-resident foreign buyers accounted for two percent of existing home sales and resident foreign buyers accounted for three percent of existing home sales. Foreign buyers who primarily reside outside the United States (non-resident) accounted for 42 percent of all foreign buyers, and recent immigrants and foreign buyers who reside in the United States on work, student, or other visas (resident) accounted for 58 percent. This composition is about the same as that of the previous 12-month period. Before 2016, the ratio of resident to non-resident foreign buyers was typically closer to 50-50.



Monthly data from NAR’s *REALTORS® Confidence Index* indicate that the increased activity from non-resident foreign buyer purchases occurred during the second half of 2016.²⁰ During the 12-month period of April 2016–March 2017, purchases from non-resident foreign buyers accounted for 2.2 percent of sales, up from 1.7 percent from the prior 12-month period.



²⁰ The *REALTORS® Confidence Index* is a monthly survey about real estate transactions. About 3,000 respondents answer the survey each month.

For the third consecutive year, Chinese foreign buyers were the top buyers in terms of the number of units purchased and in dollar volume, purchasing \$31.7 billion worth of residential property. Canadian buyers purchased \$19 billion of residential property; U.K. buyers, \$9.5 billion; Mexican buyers, \$9.3 billion; and Indian buyers, \$7.8 billion.

The dollar volume of purchases rose in part because of the higher average purchase prices among foreign buyers. On average, foreign buyers paid \$536,852, 12 percent more than the average price during the prior 12-month period (\$477,462). In comparison, the average purchase among all existing home buyers was \$277,733, four percent more than the average price during the prior 12-month period (\$266,617). The median purchase price among foreign buyers was \$302,290 compared to \$235,792 among all existing home buyers.

Dollar Volume of Sales to Foreign Buyers from Top Five Countries (in Billion Dollars)								
	2010	2011	2012	2013	2014	2015	2016	2017
Canada	\$17.1	\$13.0	\$15.9	\$11.8	\$13.8	\$11.2	\$8.9	\$19.0
China	\$11.2	\$7.0	\$12.0	\$12.8	\$22.0	\$28.6	\$27.3	\$31.7
India	\$5.0	\$5.1	\$5.2	\$3.9	\$5.8	\$7.9	\$6.1	\$7.8
Mexico	\$6.5	\$4.2	\$6.5	\$3.6	\$4.5	\$4.9	\$4.8	\$9.3
United Kingdom	\$12.1	\$6.5	\$4.4	\$4.2	\$5.8	\$3.8	\$5.5	\$9.5
All others	\$14.14	\$30.56	\$38.46	\$31.90	\$40.35	\$47.45	\$49.97	\$75.6
Total International Sales	\$65.9	\$66.4	\$82.5	\$68.2	\$92.2	\$103.9	\$102.6	\$153.0

China includes buyers from the People's Republic of China, Hong Kong, and Taiwan.

Estimates from 2010 thru 2015 include some commercial transactions. From 2016, the estimates include only residential transactions.

Source: NAR

Number of Properties Purchased by Foreign Buyers from Top Five Countries								
	2010	2011	2012	2013	2014	2015	2016	2017
Canada	69,135	48,483	49,486	43,937	43,737	29,423	26,851	33,819
China	27,053	18,972	24,743	23,075	37,223	34,327	29,195	40,572
India	15,029	14,756	12,371	10,431	12,563	17,270	14,527	14,943
Mexico	30,059	14,756	16,495	15,805	20,007	17,910	17,881	28,516
United Kingdom	27,053	14,756	12,371	9,483	11,632	8,315	9,150	12,869
All Countries	300,585	210,797	206,192	192,500	232,643	208,947	214,885	284,455

China includes buyers from the People's Republic of China, Hong Kong, and Taiwan.

Estimates from 2010 thru 2015 include some commercial transactions. From 2016, the estimates include only residential transactions.

Source: NAR

Average Purchase Price of Foreign Buyers from Top Five Countries								
	2010	2011	2012	2013	2014	2015	2016	2017
Canada	\$247,283	\$269,071	\$321,745	\$269,065	\$314,718	\$380,292	\$332,072	\$560,844
China	\$412,162	\$370,902	\$483,984	\$555,903	\$590,826	\$831,761	\$936,615	\$781,801
India	\$333,333	\$346,354	\$418,966	\$372,656	\$459,028	\$460,156	\$420,352	\$522,440
Mexico	\$214,744	\$283,000	\$396,154	\$225,500	\$224,123	\$274,849	\$266,188	\$326,826
United Kingdom	\$447,143	\$438,889	\$355,921	\$440,833	\$499,242	\$455,592	\$598,182	\$741,856
All Countries	\$311,400	\$315,000	\$400,000	\$354,193	\$396,200	\$499,600	\$477,462	\$536,852

China includes buyers from the People's Republic of China, Hong Kong, and Taiwan.

Estimates from 2010 thru 2015 include some commercial transactions. From 2016, the estimates include only residential transactions.

Source: NAR

Median Purchase of Foreign Buyers from Top Five Countries

	2010	2011	2012	2013	2014	2015	2016	2017
Canada	\$200,001	\$177,274	\$171,876	\$182,956	\$212,501	\$196,250	\$222,310	\$288,615
China	\$320,834	\$282,144	\$333,334	\$412,501	\$516,448	\$486,111	\$542,084	\$529,934
India	\$283,334	\$305,557	\$308,334	\$300,000	\$321,430	\$380,000	\$333,372	\$340,554
Mexico	\$134,376	\$168,751	\$200,001	\$156,251	\$141,072	\$171,154	\$176,522	\$180,913
United Kingdom	\$315,001	\$325,001	\$266,668	\$250,001	\$325,001	\$200,000	\$427,348	\$329,390
All Countries	\$219,400	\$228,279	\$274,219	\$225,862	\$268,284	\$284,878	\$277,380	\$302,290

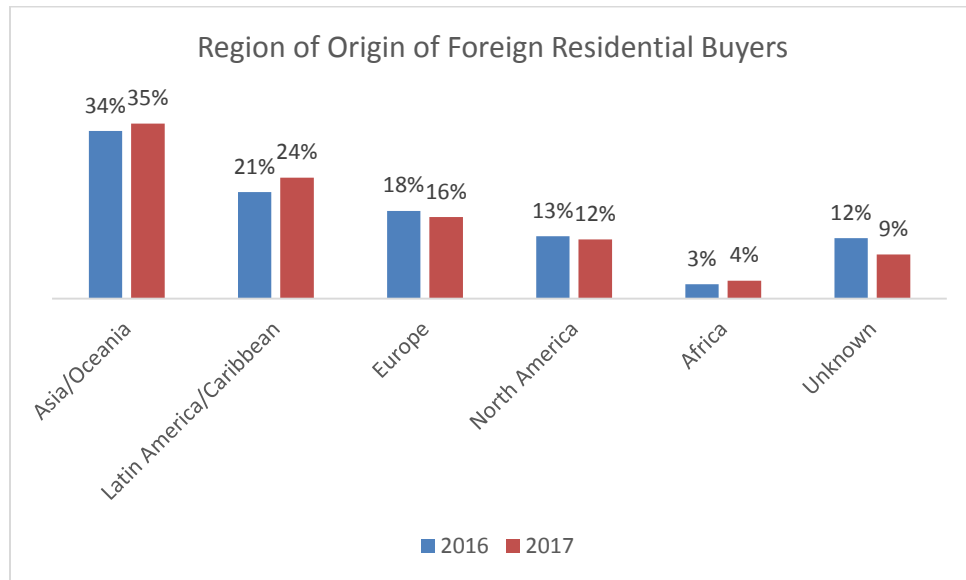
China includes buyers from the People's Republic of China, Hong Kong, and Taiwan.

Estimates from 2010 thru 2015 include some commercial transactions. From 2016, the estimates include only residential transactions.

Source: NAR

Origin of International Buyers

Asia and Oceania accounted for 35 percent of foreign buyers of residential properties, followed by Latin America and the Caribbean at 24 percent, Europe at 16 percent, North America (Canada) at 12 percent, and Africa at four percent.²¹ Nine percent of foreign buyers came from a region that the survey respondent could not identify.

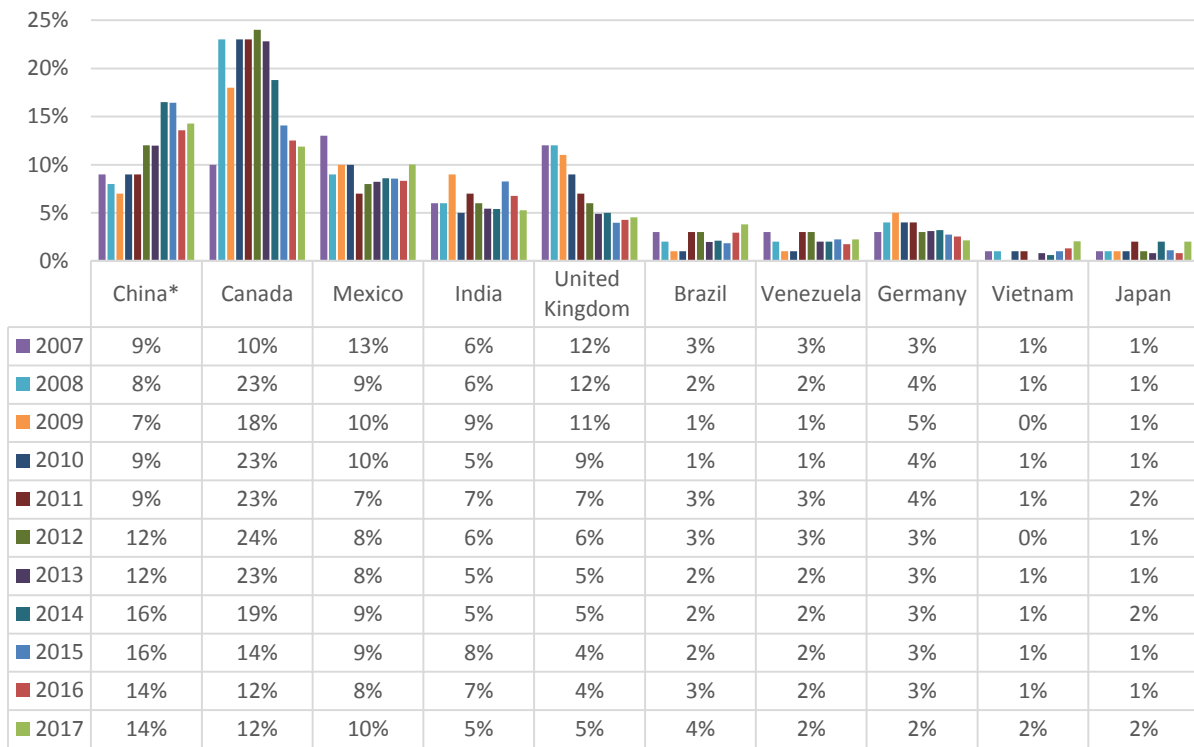


Foreign buyers from five countries continued to account for most of the reported purchases: China (14 percent), Canada (12 percent), Mexico (10 percent), India (5 percent), and the United Kingdom (5 percent). Together, they constituted 46 percent of the number of foreign residential property buyers compared to 45 percent in the previous 12-month period.²²

²¹ Mexico is included in Latin America/Caribbean, although it is geographically part of North America.

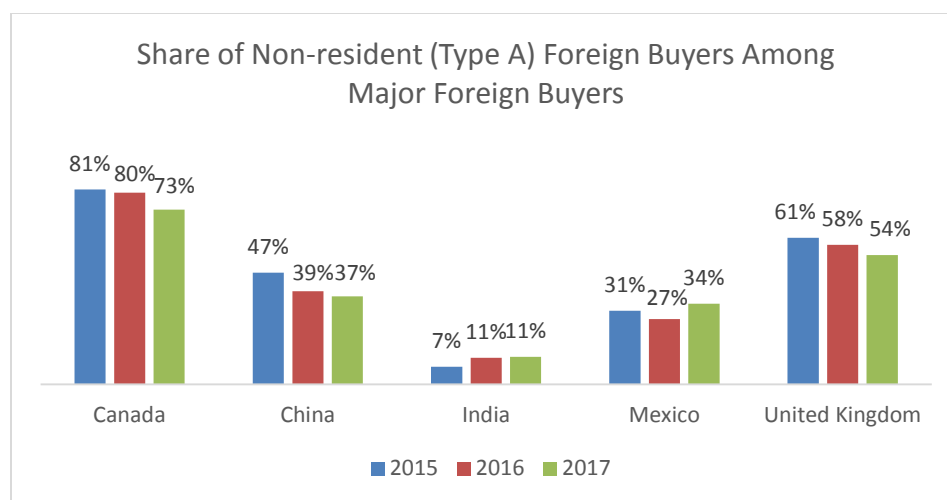
²² The number of foreign buyers and number of properties purchased by foreign buyers are used interchangeably under the assumption that one foreign buyer purchases one property during the transaction.

Major Foreign Buyers*



*China includes People's Republic of China, Hong Kong, and Taiwan.

Canadians and U.K. buyers were mainly non-resident foreigners (buyers whose primary residence is abroad). Chinese, Indian, and Mexican foreign buyers were mostly resident foreigners (buyers who are recent immigrants or in the United States on work, student, or other visas and who reside in the United States). Among Canadian and U.K. buyers, the share of non-resident foreign buyers decreased, which means a higher fraction of purchases came from resident foreign buyers. The decline in the share of non-resident foreign buyers among all U.K. and Canadian foreign buyers is likely related to the weakening of the pound (in the wake of the United Kingdom vote to leave the European Union) while stronger economic growth and slower growth in house prices may have drawn in more resident Canadian buyers. Respondents have reported fewer Canadian foreign buyers due to the weakening Canadian dollar, which has stabilized in the last year after weakening notably from 2014 to 2015 (See Appendix 2, [Comments](#)). Among Chinese buyers, the share of non-resident buyers declined somewhat, possibly due to the effect of tighter regulations on capital outflows.

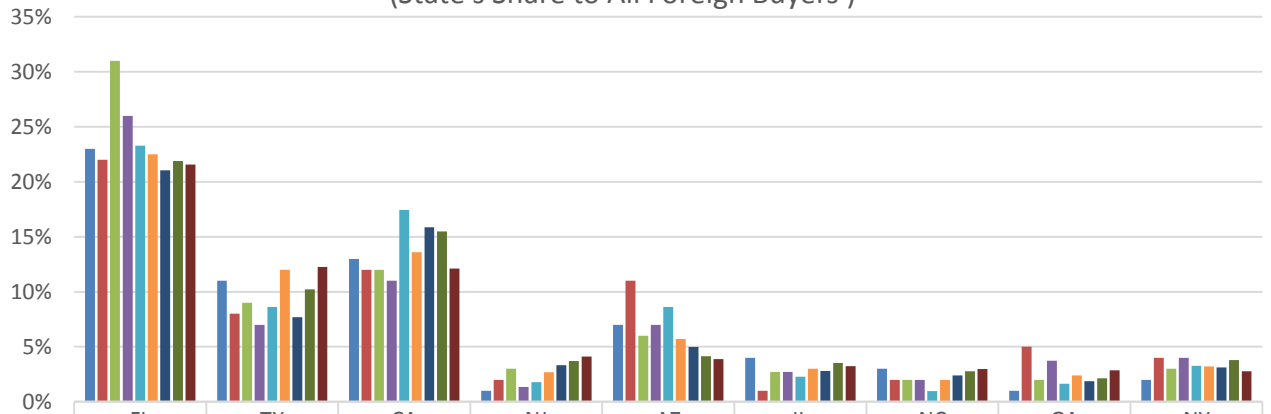


Destinations of International Buyers

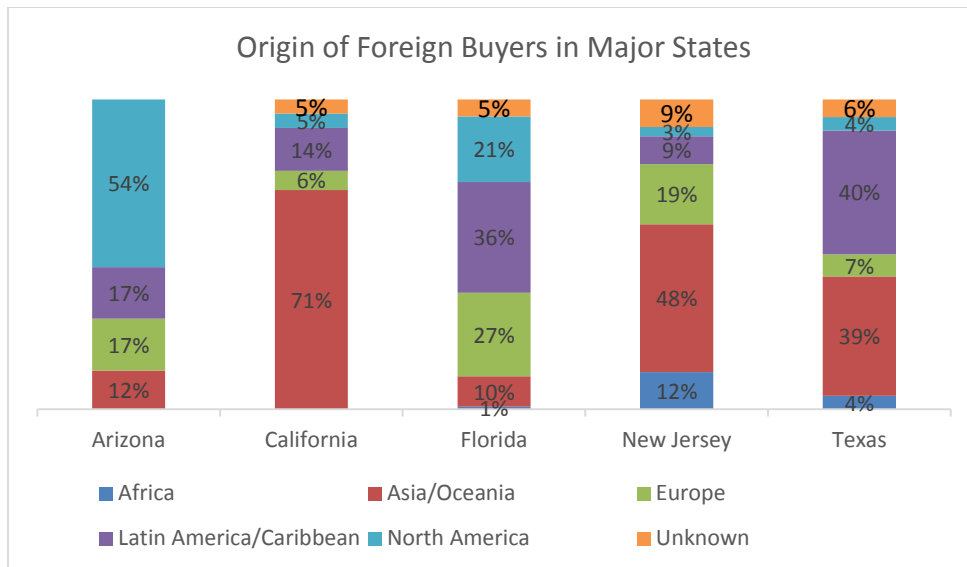
While international clients represent a small segment of total U.S. existing home sales market (five percent), they are an important clientele, particularly to states that tend to attract international clients. The major destinations of foreign buyers were Florida (22 percent), Texas (12 percent), California (12 percent), New Jersey (four percent) and Arizona (four percent). Together, these top five states accounted for 54 percent of all foreign buyers compared to 55 percent in the previous 12-month period. Other preferred destinations were Illinois, North Carolina, Georgia, and New York.

Proximity to the home country, the presence of relatives, friends and associates, job and educational opportunities, and climate and location appear to be important considerations in deciding where to purchase a property. Florida and Arizona attracted buyers from Latin America, Europe, and Canada who tend to purchase properties in warm climates for vacation purposes. California and New Jersey drew Asian buyers, most likely for reasons related to geographic proximity, cultural similarities, and job opportunities. Texas, which is physically close to Latin America and home to a large Latino population, attracted buyers from Latin America and the Caribbean as well as Asian buyers.

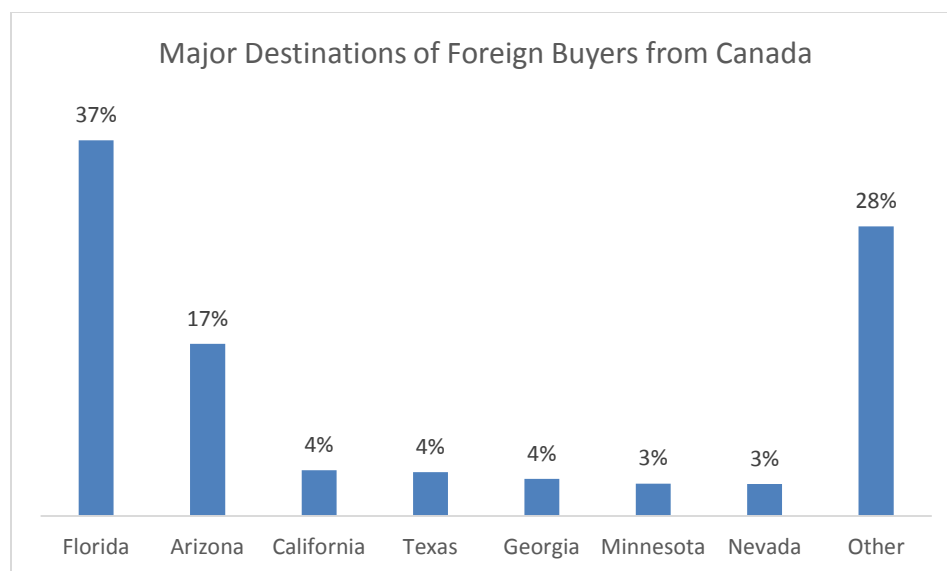
Major Destinations of Foreign Buyers
(State's Share to All Foreign Buyers)



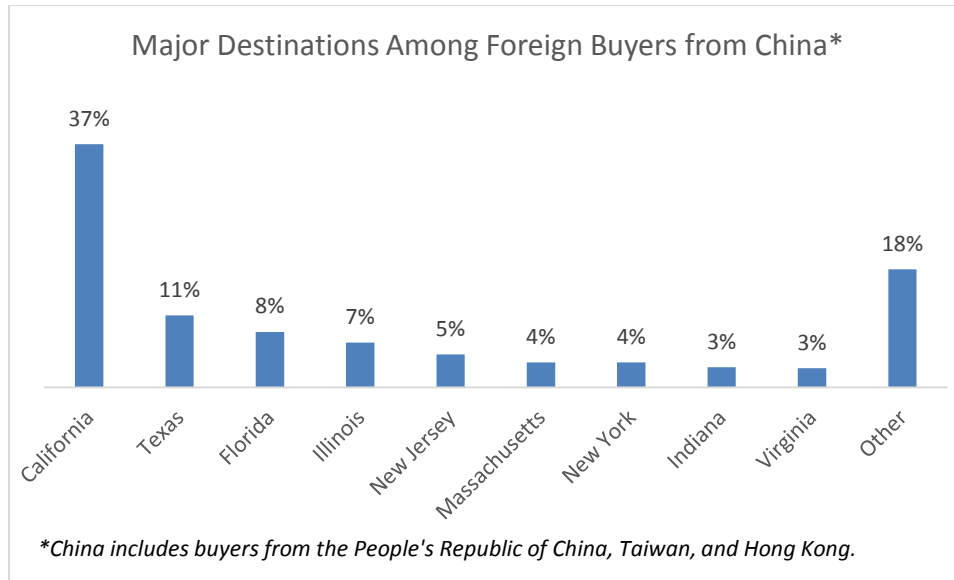
2009	FL	TX	CA	NJ	AZ	IL	NC	GA	NY
2010	23%	11%	13%	1%	7%	4%	3%	1%	2%
2011	22%	8%	12%	2%	11%	1%	2%	5%	4%
2012	31%	9%	12%	3%	6%	3%	2%	2%	3%
2013	26%	7%	11%	1%	7%	3%	2%	4%	4%
2014	23%	9%	17%	2%	9%	2%	1%	2%	3%
2015	23%	12%	14%	3%	6%	3%	2%	2%	3%
2016	21%	8%	16%	3%	5%	3%	2%	2%	3%
2017	22%	10%	15%	4%	4%	4%	3%	2%	4%
	22%	12%	12%	4%	4%	3%	3%	3%	3%



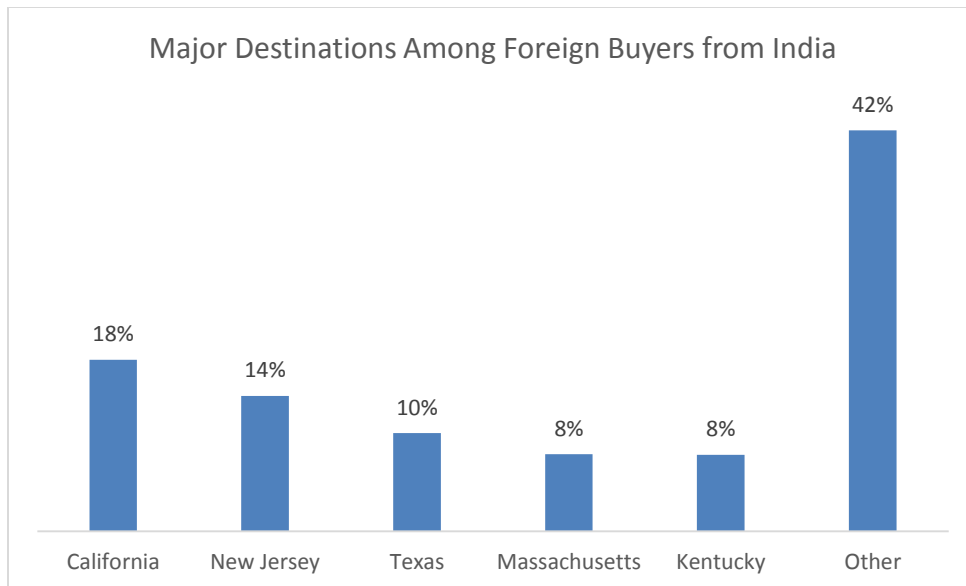
Most Canadian buyers purchased residential property in Florida, Arizona, California, Texas, Georgia, Minnesota, and Nevada. Canadian buyers typically purchase properties for use as vacation homes, so they tend to locate in states with warm climates and resort areas. The increase in resident Canadian buyers may have helped put Minnesota on the list of major destinations in 2017.



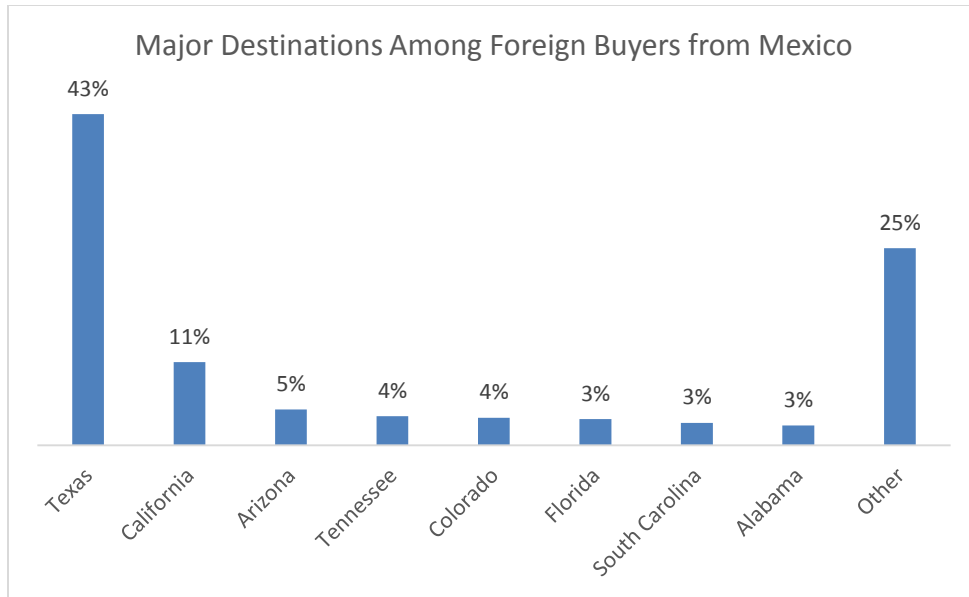
More than a third of Chinese buyers purchased residential property in California, most likely because of its proximity to and cultural affinity with Asia. Texas, Florida, Illinois, New Jersey, Massachusetts, New York, Indiana, and Virginia were also preferred destinations.



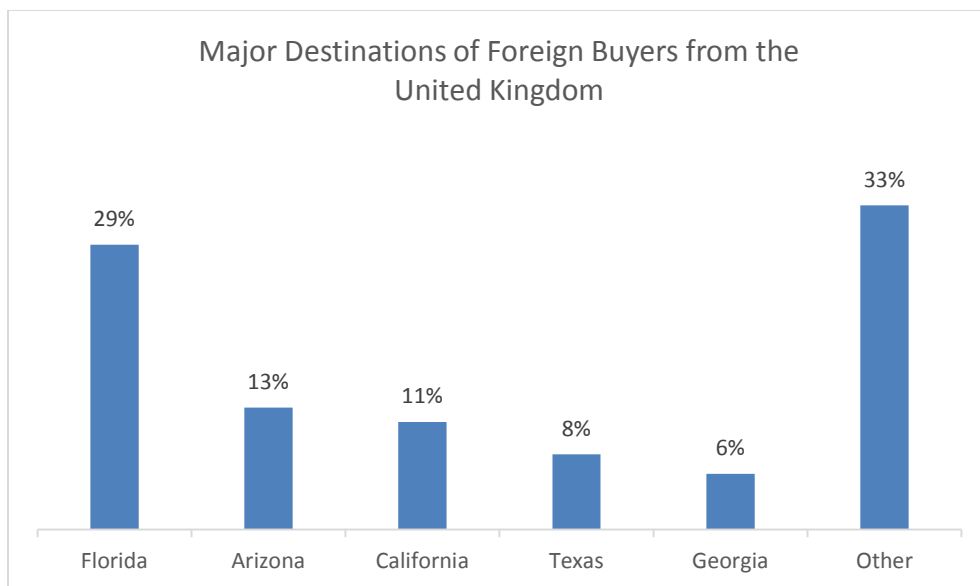
Compared to other major foreign buyers, Indian buyers are not as concentrated in any state. While California, New Jersey, Texas, Massachusetts, and Kentucky were top destinations, more than two in five Indian buyers purchased in another state. Most Indian buyers purchased properties to use as a primary residence in these states where they most likely found jobs.



Most buyers from Mexico purchased properties in Texas and California, which are both geographically close to and have cultural similarity with Mexico. Other states in the South and West regions of the United States such as Arizona, Tennessee, Colorado, Florida, South Carolina, and Alabama were also major destinations.



U.K. buyers mainly purchased residential property for vacation use. Two-thirds of U.K. buyers purchased in the warm-weather states of Florida, Arizona, California, Texas, and Georgia.

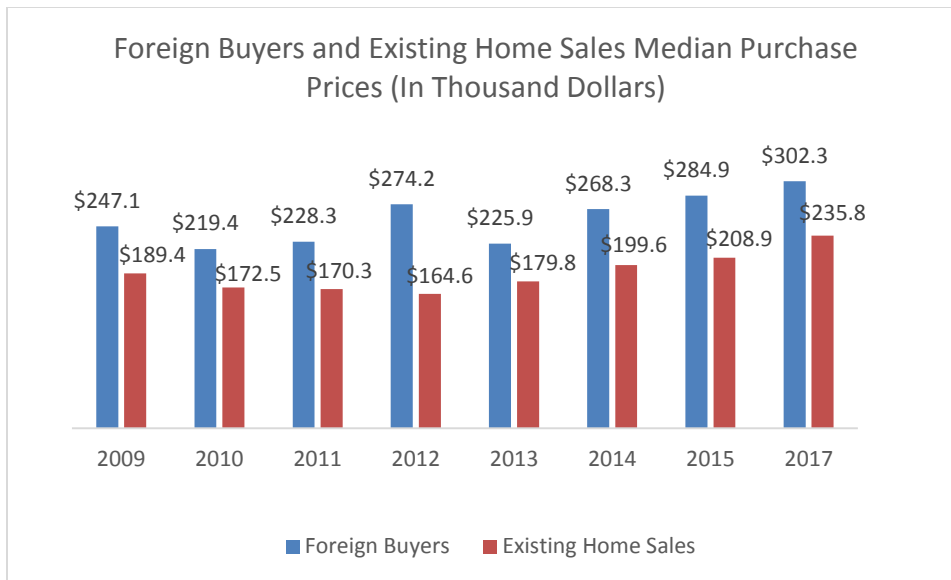
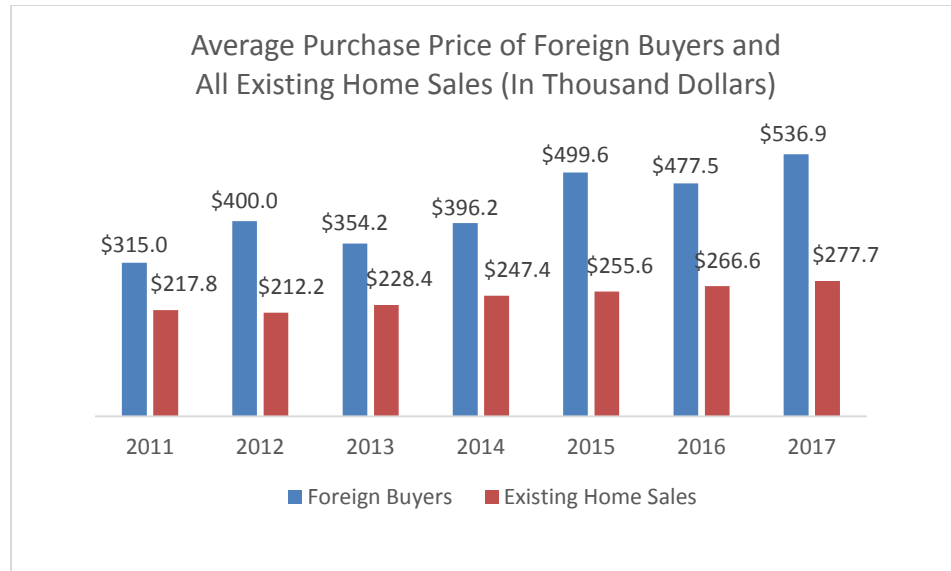


REALTOR.com provides data on the market interest of global buyers searching for properties in the United States. (See Appendix 4. Realtor.com Data on [Global Buyers Searching in the United States](#)).

Prices and Financing

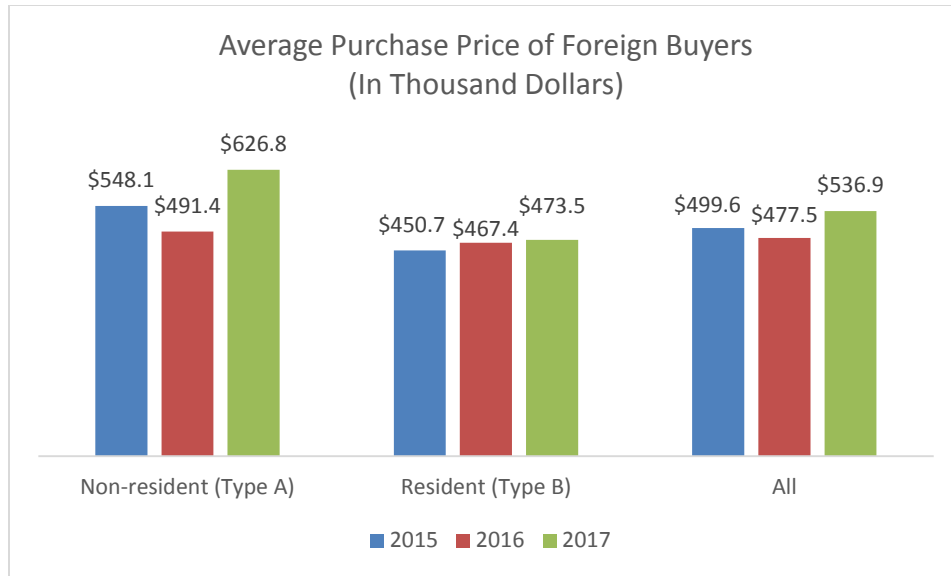
Foreign buyers purchase residential properties for a variety of reasons and across geographic areas, with the prices of properties purchased varying widely. On average, foreign buyers paid \$536,852, which is higher than the average price of all existing homes sold in the United States at

\$277,733.²³ Over 10 percent of foreign buyers paid \$1M and over for their property compared to less than three percent in this price range among all U.S. existing single-family home buyers.

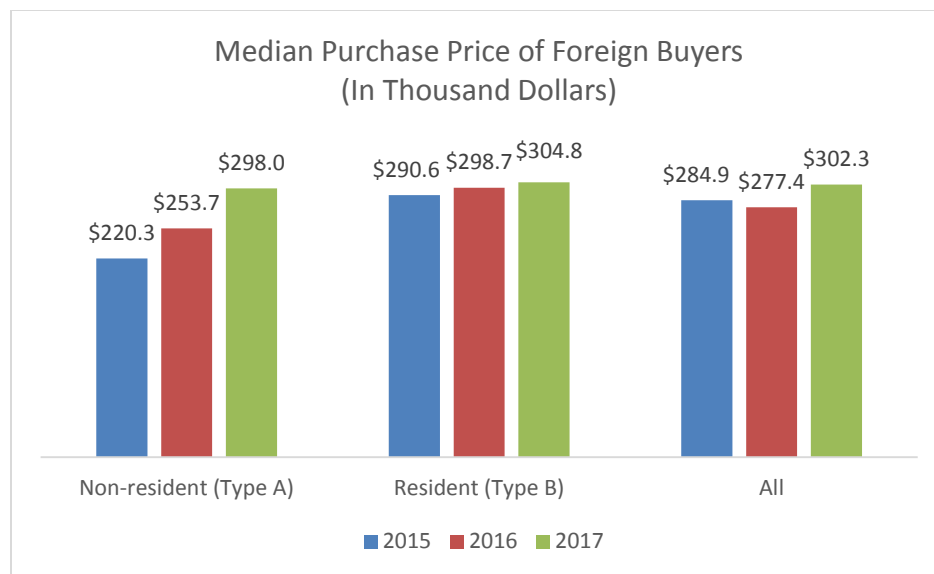


The average purchase price of non-resident foreign buyers tends to be higher than that of resident foreign buyers. On average, non-resident foreign buyers paid \$626,814 while resident foreign buyers paid \$473,469.

²³ The mean or the average price is used to calculate the dollar volume of purchases and can be used as a measure of central tendency. It is found by summing the responses and dividing by the number of responses.



In terms of the typical residential property purchased by foreign buyers, the median price was \$302,290 compared to \$235,792 for all existing homes sold in the United States in the same period.²⁴ Purchase prices for non-resident foreign buyers are much more varied. While some high-end purchases among non-resident foreign buyers tend to push the average price up, the median purchase price of non-resident foreign buyers is generally lower than the median price for resident foreign buyers.

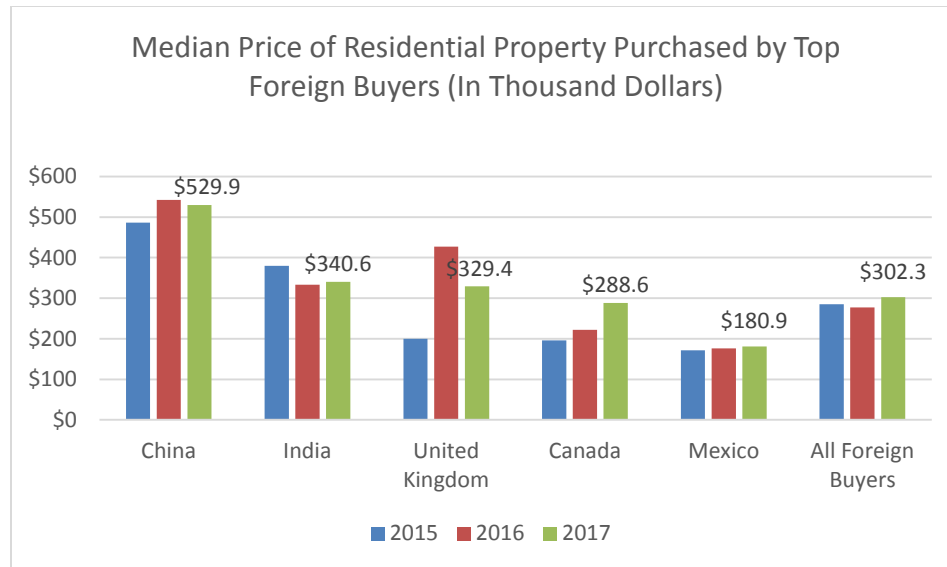


Among the major foreign buyers, Chinese buyers typically purchased residential properties that were more expensive than properties purchased by other buyers. This can be attributed to the

²⁴ The median is the middle value of the distribution. Half of all purchases fall below this value and half are above this value. Because home values tend to skew to the higher end, the median is often a better reflection of typical market activity.

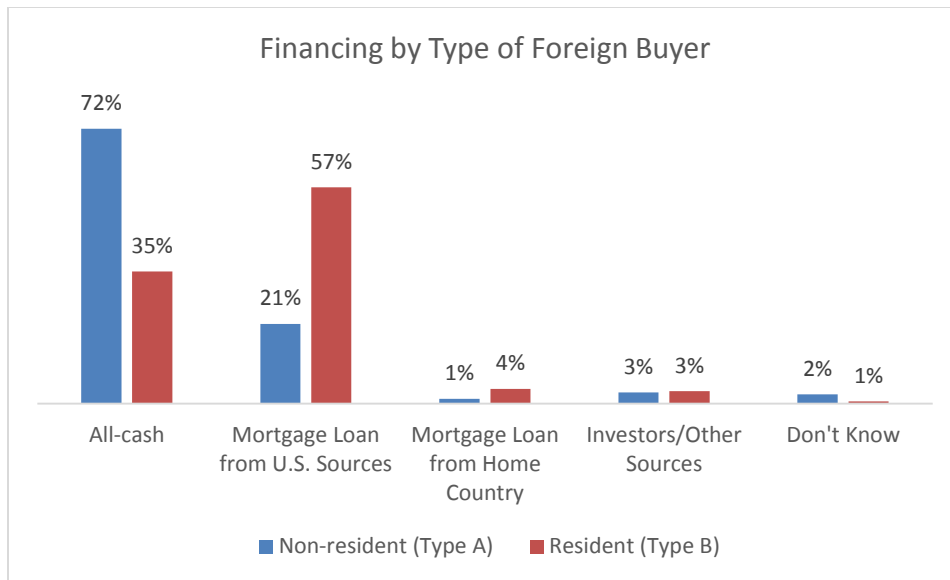
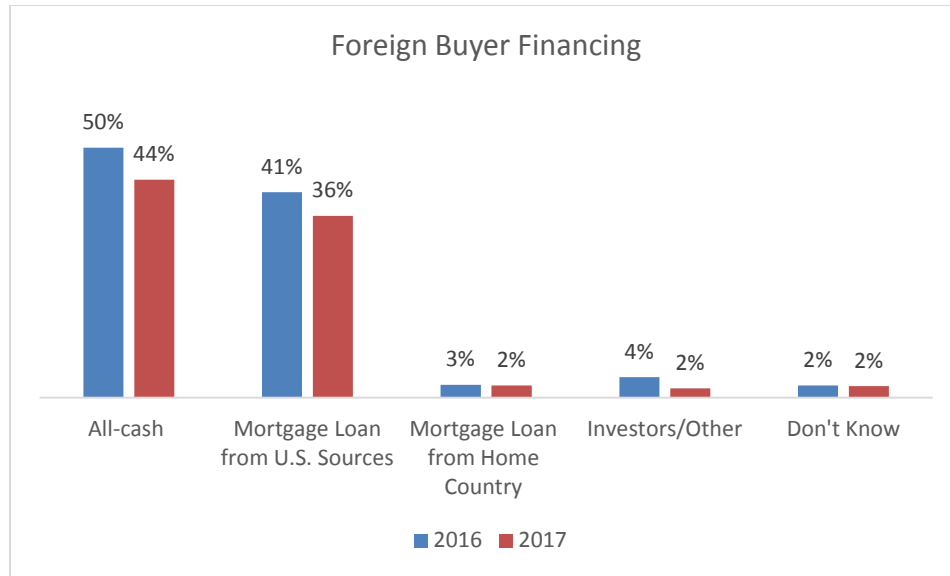
tendency of Chinese buyers to purchase residential properties in central cities and suburban areas with relatively higher property prices such as California, New Jersey, and New York.

The median price among Canadian buyers increased, in part because there were fewer non-resident foreign buyers among Canadian buyers. Non-resident buyers tend to purchase properties for vacation and/or investment rental, which are typically less expensive than primary residence properties.

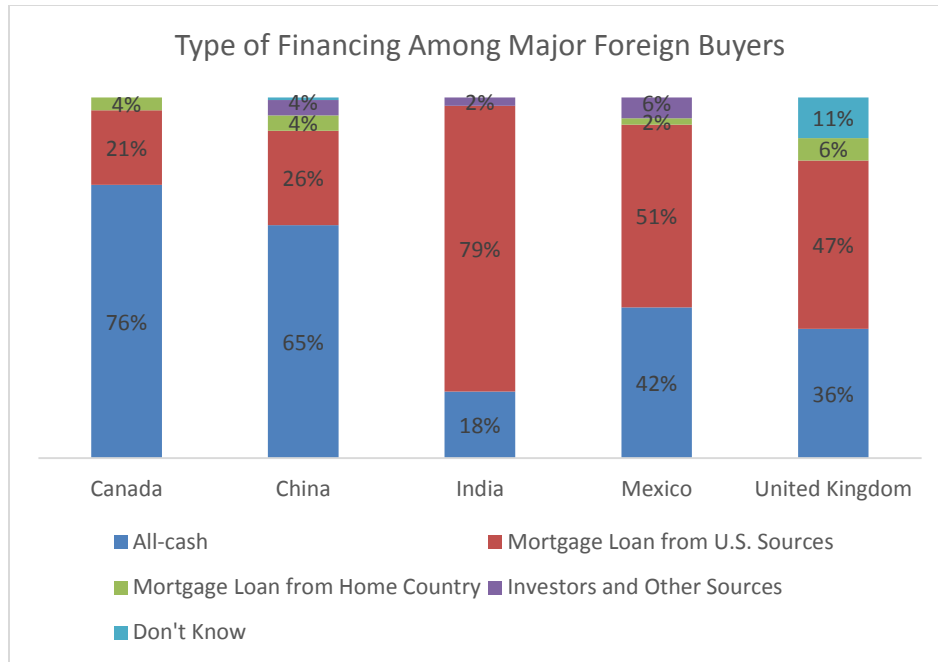


Forty-four percent of reported transactions were all-cash sales, compared to about one-fourth for all existing home purchases nationally.²⁵ Non-resident foreign buyers are more likely to purchase in cash than resident foreign buyers who are more likely to obtain mortgage financing from U.S. sources. Seventy-two percent of non-resident foreign buyers made an all-cash purchase compared to 35 percent of resident foreign buyers.

²⁵ On average, cash sales were 23 percent of existing home sales during the period April 2016–March 2017, based on NAR's *REALTORS® Confidence Index*.

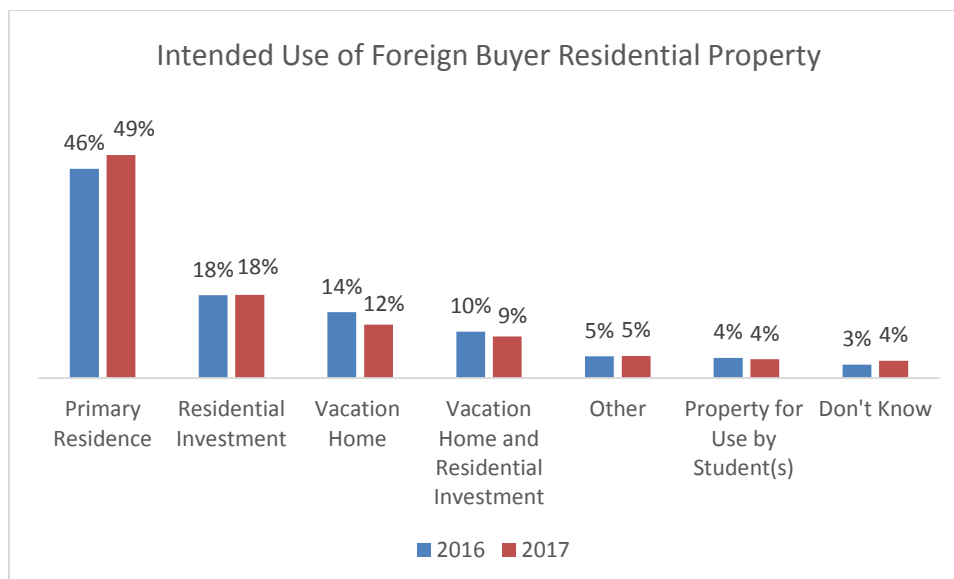


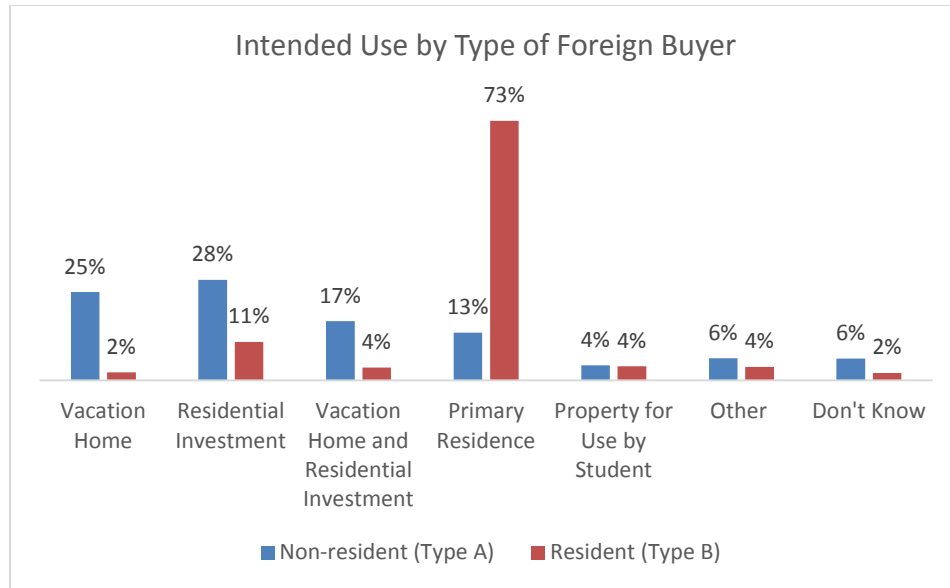
Most foreign buyers from Canada and China made an all-cash purchase. Meanwhile, foreign buyers from India, most of whom are resident foreigners buying primary residences, obtained mortgage financing from U.S. sources.



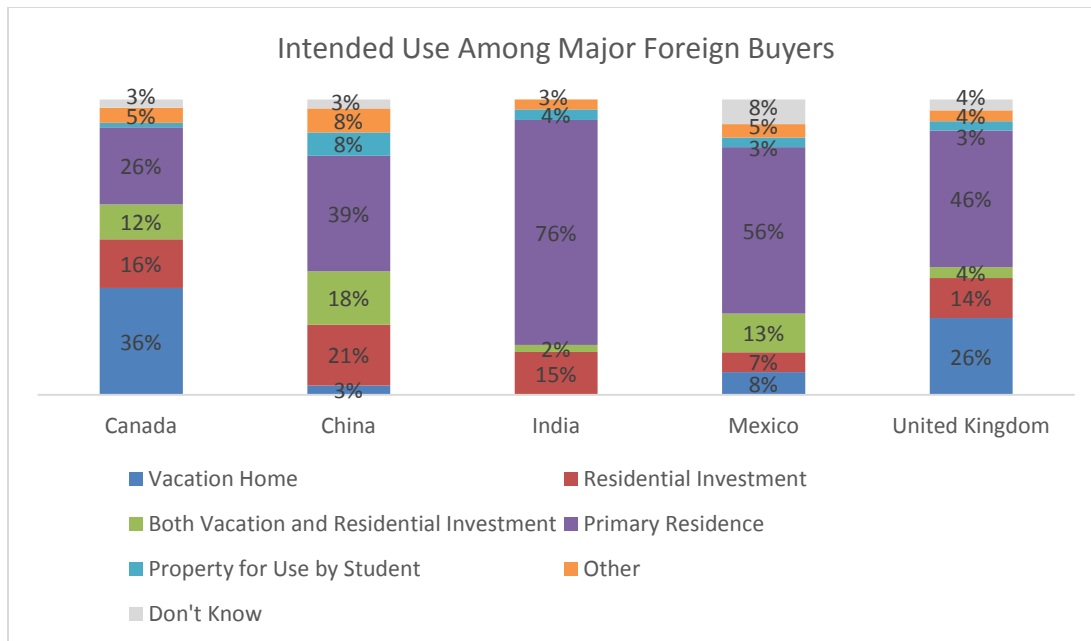
Intended Use of the Property

International clients purchase properties in the United States for residential, investment, and vacation purposes. Nearly half of foreign buyers purchased the property as a primary residence. By type of foreign buyer, more non-resident foreign buyers purchased a property for vacation use and/or a rental unit than did resident foreign buyers.



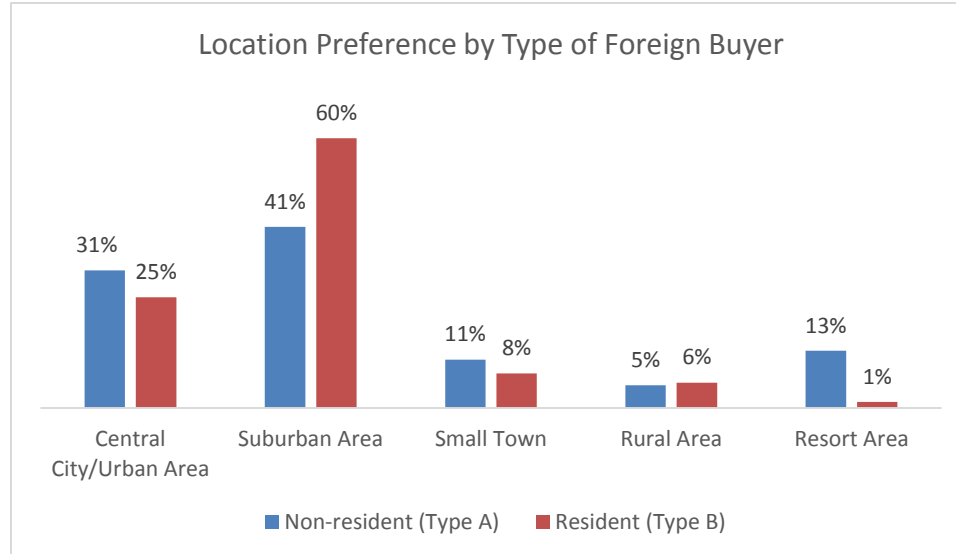
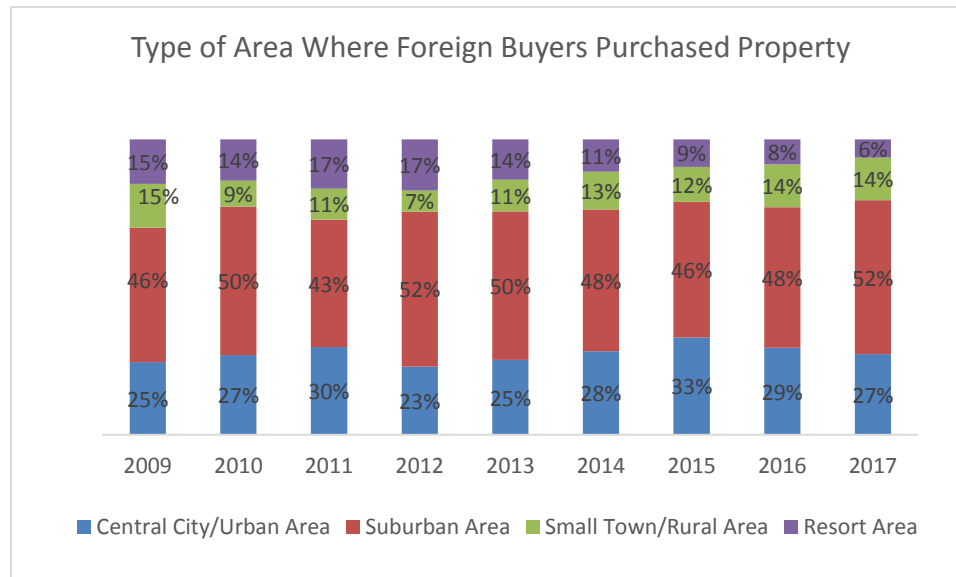


Most Canadian buyers, who tend to be non-resident foreign buyers, purchased the property for use as a vacation home and/or residential rental property for investment. On the other hand, most Indian and Mexican buyers, who are predominantly resident foreign buyers, purchased the residential property for use as a primary residence or for the use of a child studying at a U.S. university. In 2017, while U.K. buyers were second only to Canadians in the share using a property for vacation and/or residential investment, they were still more likely to intend to use the property as a primary residence than a vacation or rental property. Chinese buyers have a broad diversity of intended uses in 2017; use by a student is perennially stronger for Chinese buyers than among buyers from other countries.

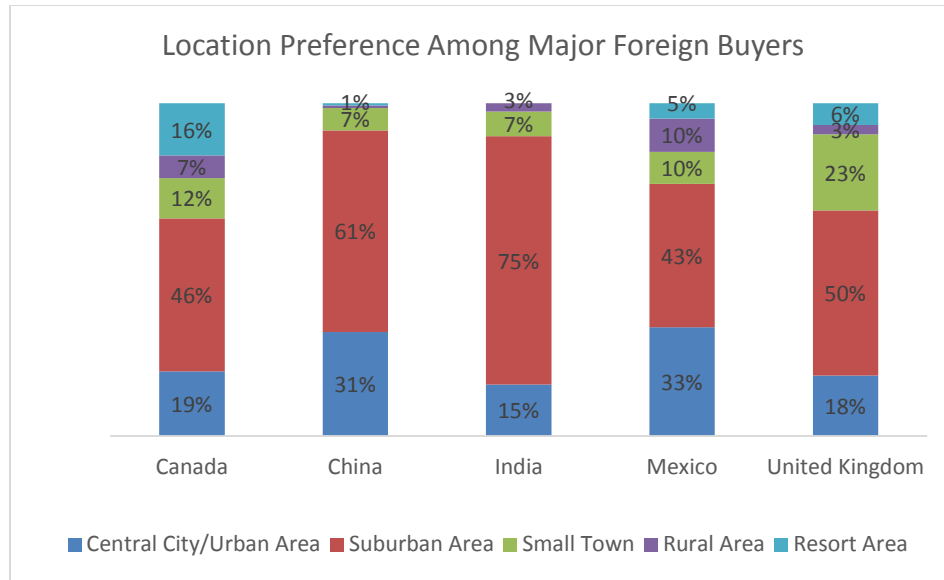


Type of Area Where Property is Located

Fifty-two percent of foreign buyers purchased in a suburban area. Approximately 14 percent of foreign buyers purchased residential property in a small town/rural area, while only six percent of resident foreign buyers purchased in a resort area. Among non-resident foreign buyers, only 13 percent purchased in a resort area compared to one percent among resident foreign buyers.

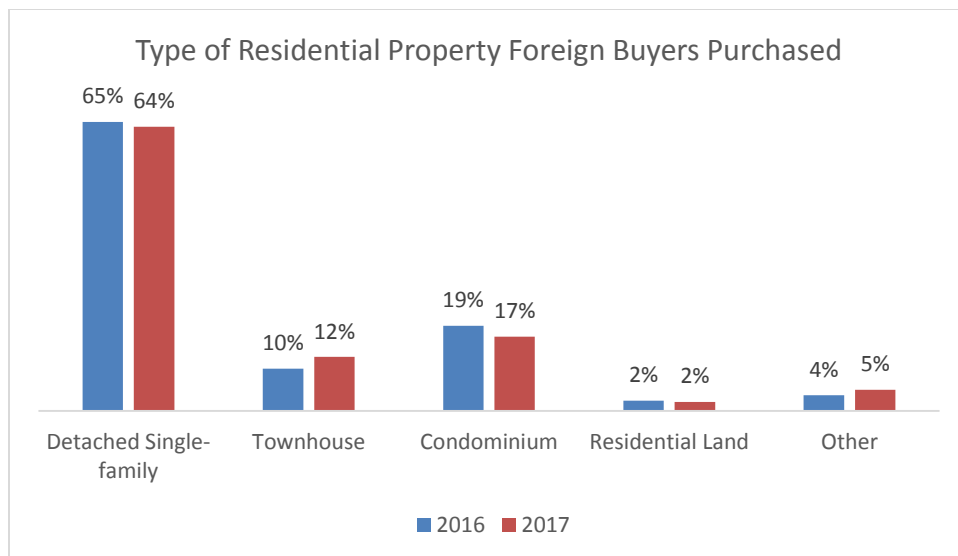


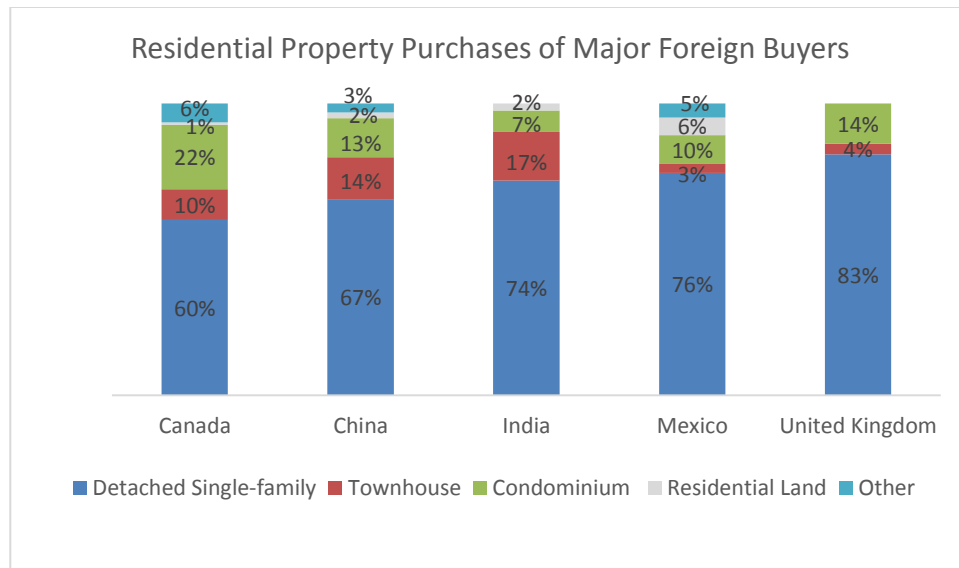
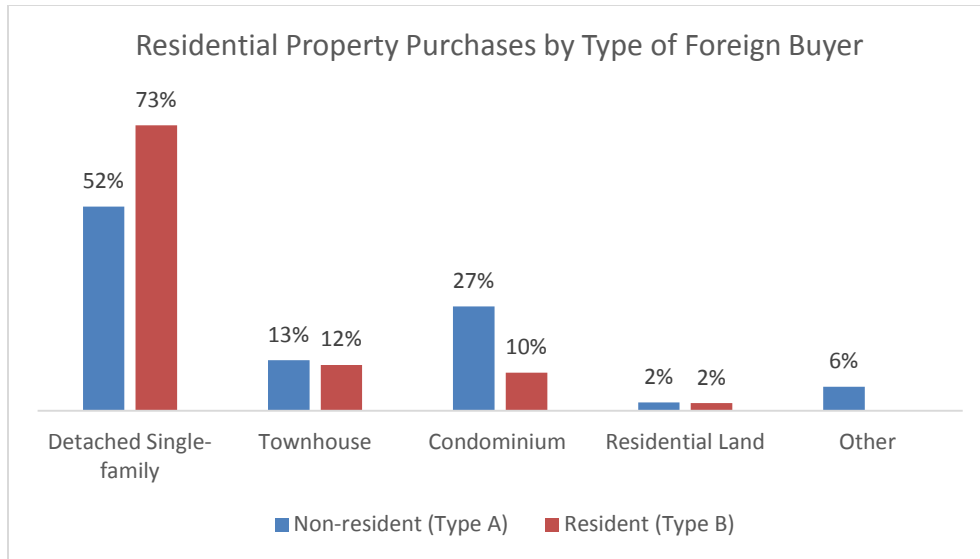
Most Chinese and Indian foreign buyers, who are typically resident foreign buyers, purchased property in a suburban area. The suburbs were also the most common area of purchase among all other top country buyers. Canadian and U.K. buyers, who are mostly non-resident foreign buyers, were the most likely to purchase property in a small town or resort area. Foreign buyers from Mexico and China were the most likely to purchase property in central city/urban area. Mexican buyers were also more likely than other buyers to purchase property in a rural area.



Type of Residential Property

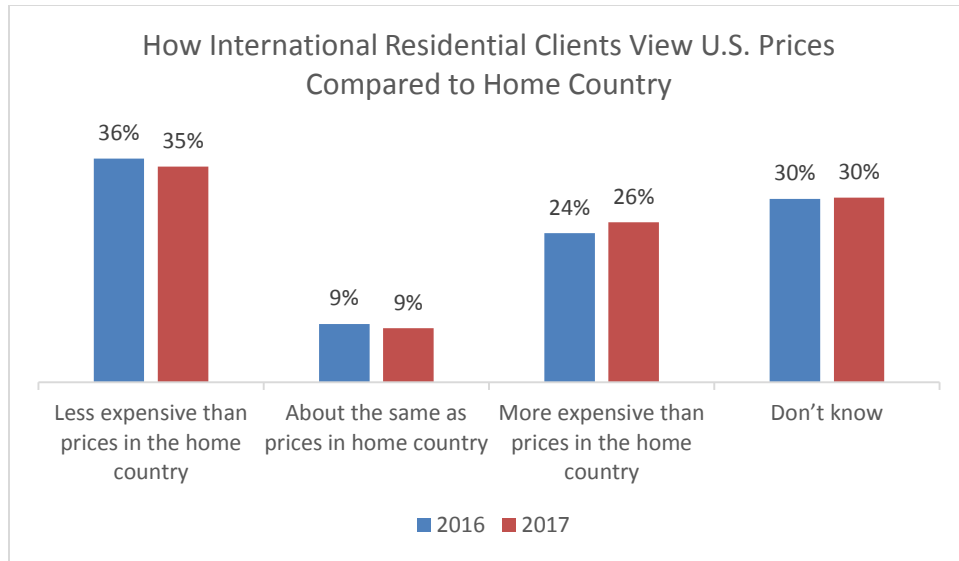
Approximately 93 percent of transactions were purchases of existing single-family homes, condominiums, and townhouses. Most of the major foreign buyers purchased detached single-family homes, especially U.K. buyers.





Factors Affecting the Decision to Purchasing U.S. Property

With any business or economic transaction, price is an important factor to consider. About a third of respondents reported that their client viewed U.S. home prices to be less expensive than prices in the home country, a view not much changed from last year.



As is the case with potential domestic buyers, not all international clients will complete the purchase. Survey respondents cited a variety of reasons why some of their clients did not ultimately become home buyers.

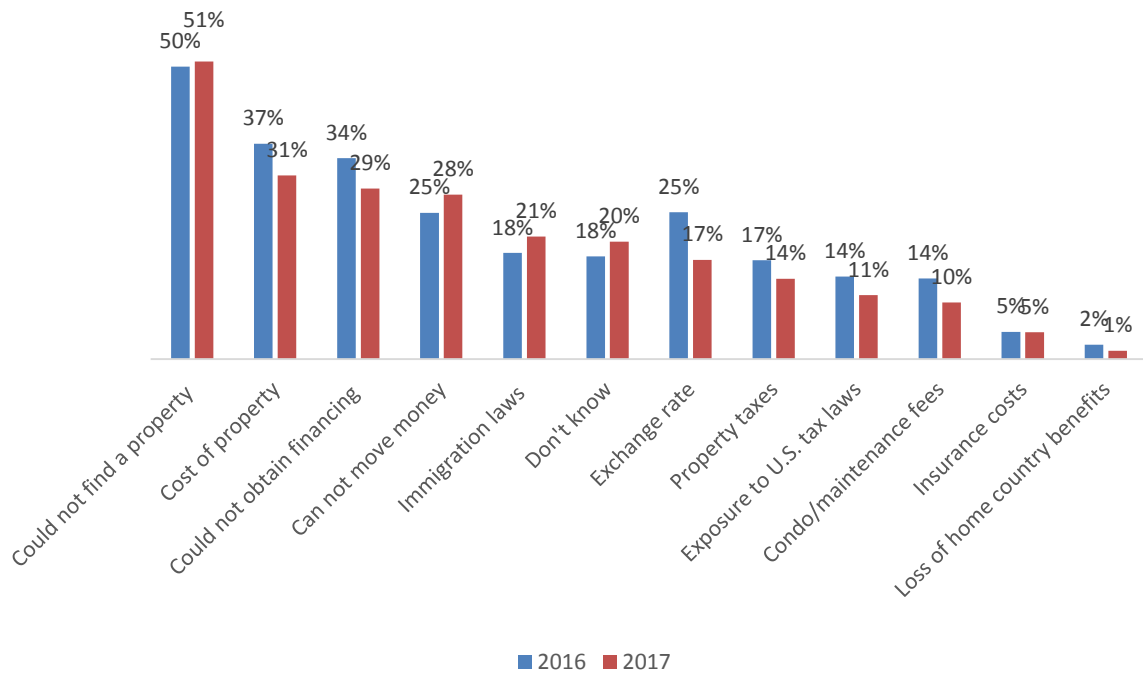
“Could not find property” was a reason cited by 51 percent of respondents who reported they had a client who decided not to purchase a property. Supply has not been sufficient to meet demand, with the inventory of homes for sale equivalent to about four months of sales, which is below the normal level of six months’ supply.

“Cost of property,” “could not obtain financing,” and “cannot move money” were cited by nearly three in ten respondents as reasons why the client did not purchase a property.

Other reasons are related to immigration laws (mainly that the buyer cannot stay in the United States for more than six months), property taxes, exchange rates, exposure to U.S. tax laws (if and when the buyer decides to sell the property), and costs and maintenance fees. The exchange rate was cited less often as a factor in 2017 than in 2016, perhaps due to more stability of the dollar against some currencies such as the euro and Canadian dollar in this period. “Other” reasons include personal reasons such as the buyer deciding to rent instead of purchasing, or purchasing in another area.

Respondents provided information on their experience working with international clients (see Appendix 2, [Comments](#)). NAR’s Commercial and Global Services Group can assist REALTORS® in building their skills to successfully address the needs of their international clients (see Appendix 3, [NAR’s Commercial and Global Services Group](#)).

Reasons Why International Clients Decided Not to Purchase U.S. Residential Property (Multiple Responses Allowed)



II. INTERNATIONAL CLIENTS WHO SOLD RESIDENTIAL PROPERTY

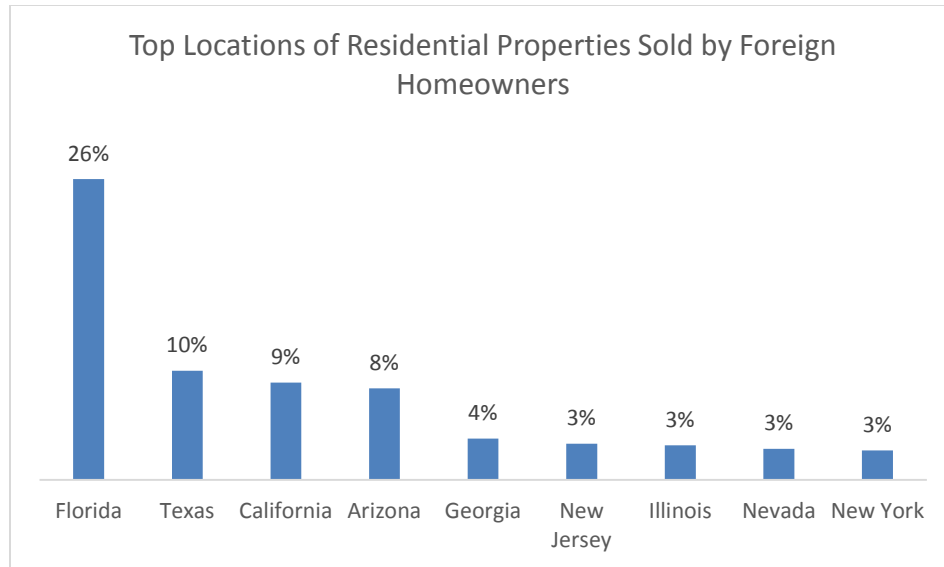
Of the total domestic and international transactions of seller's agents responding to this survey, six percent were sales of properties sold by international clients.²⁶

International clients who sold their U.S. residential property mostly came from Canada, Mexico, the United Kingdom, China, and India—the same countries that top the list of foreign buyers of residential property. Other major sellers of U.S. residential property were from Brazil, Japan, France, Israel, Colombia, Germany, and Argentina.

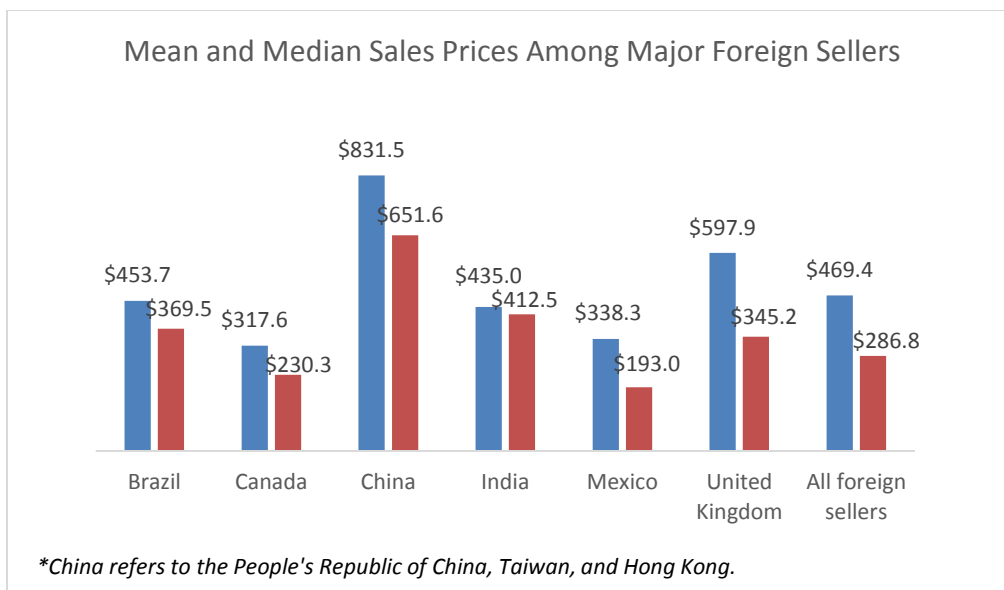


The properties sold by international clients were mostly located in Florida, Texas, California, Arizona, Texas, Georgia, Illinois, Nevada, and New York. Not surprisingly, the list of states where foreign buyers sold their U.S. property is very similar to the list of states where foreign buyers typically purchase U.S. residential property.

²⁶ This data is based on survey responses. By comparison, the share of purchases by international clients is based on survey response benchmarked to additional data from the *REALTORS® Confidence Index* on international transactions as demonstrated in Appendix 1. A similar benchmark for sales data will be explored in future surveys.



Properties owned by international clients sold for \$469,381 on average and for a median of \$286,786. International clients from China, the United Kingdom, and Canada sold more expensive properties. This is consistent with the data that Chinese and U.K. clients tend to purchase properties that are more expensive than properties purchased by other foreign buyers.

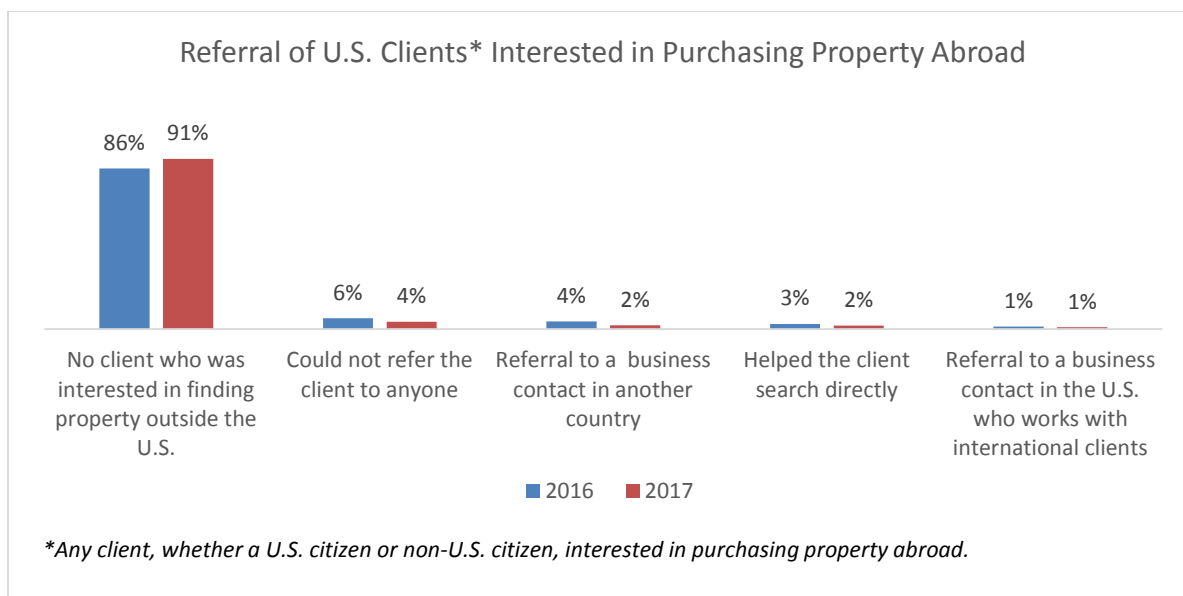


III. U.S. RESIDENTS PURCHASING A PROPERTY ABROAD

International real estate is multi-faceted. Not only do international clients choose to purchase U.S. real estate, U.S. clients are also interested in purchasing property abroad.

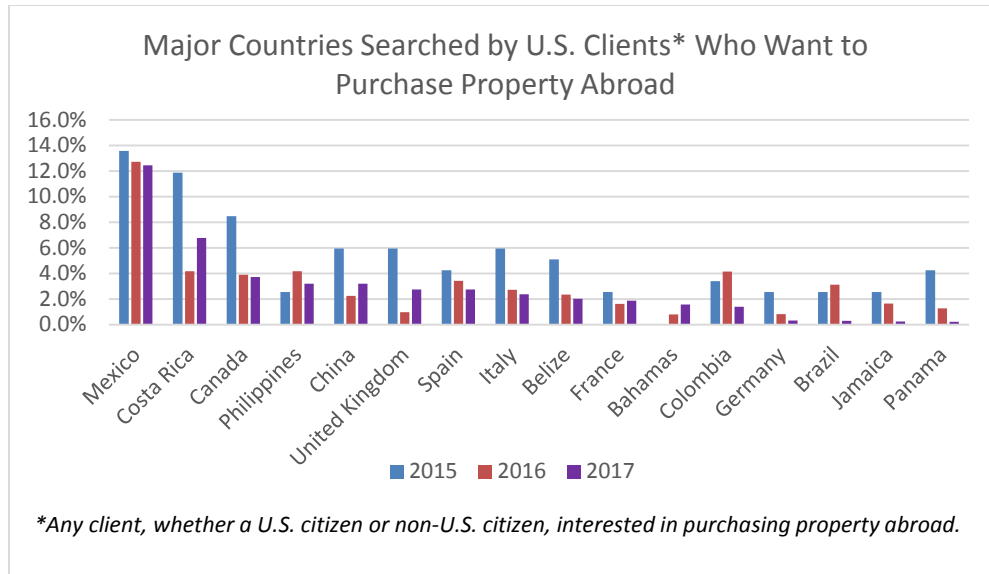
Approximately nine percent of responding REALTORS® reported that they had a client who was seeking to purchase property in another country. This is a decrease from the 14 percent share during the previous 12-month period.

Two percent of respondents referred the interested buyer to a business contact outside the United States, two percent helped the client directly, and one percent referred the client to a business contact in the United States who works with international clients. Four percent of respondents reported that they had a client interested in purchasing property abroad but could not refer the client to anyone to assist in the purchase process.²⁷

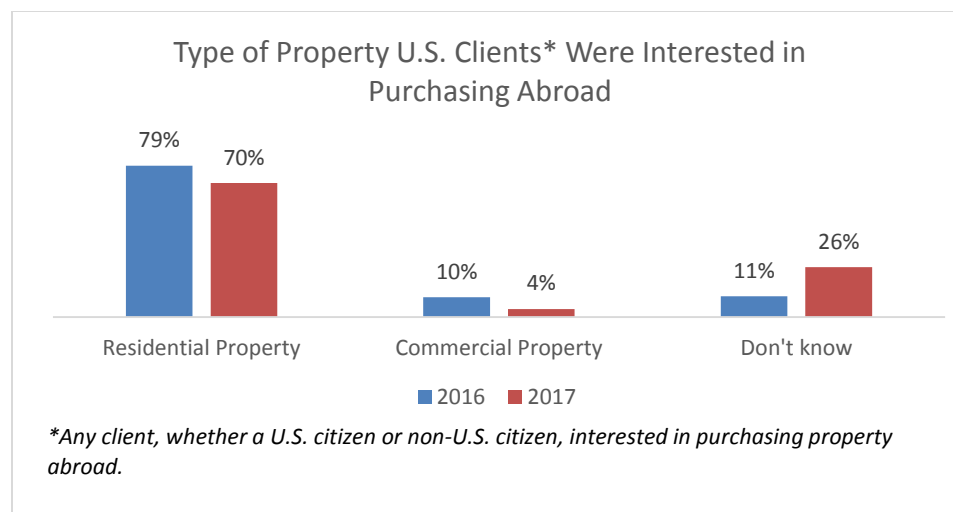


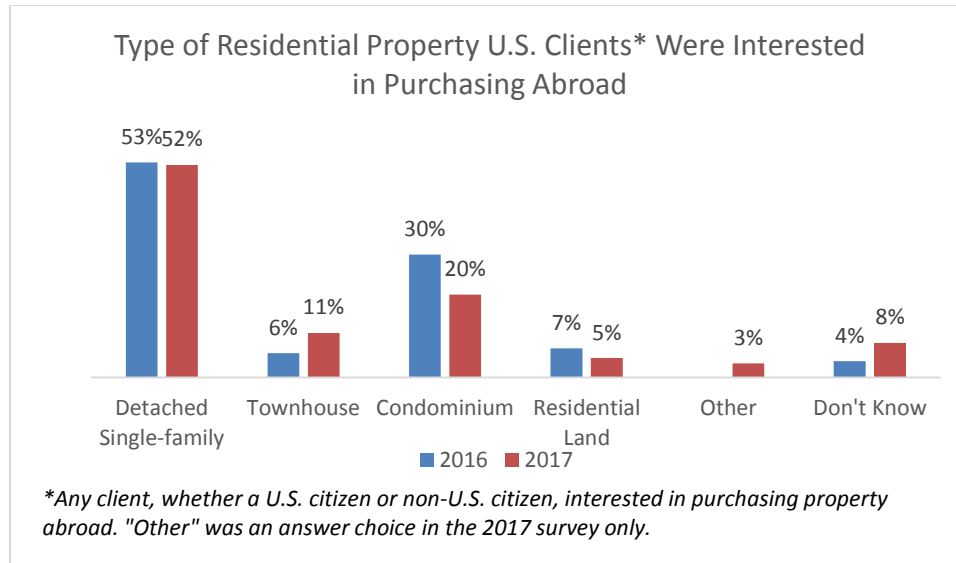
Among REALTORS® who had clients interested in purchasing property abroad, Mexico, Costa Rica, Canada, Philippines, China, United Kingdom, Spain, Italy, Belize, France, and the Bahamas generated the most inquiries. In past surveys, Columbia, Germany, Brazil, Jamaica, and Panama also generated much interest.

²⁷ NAR has a rich source of information to assist REALTORS® working with international clients. For more information, see <http://www.realtor.org/global/global-resources>.

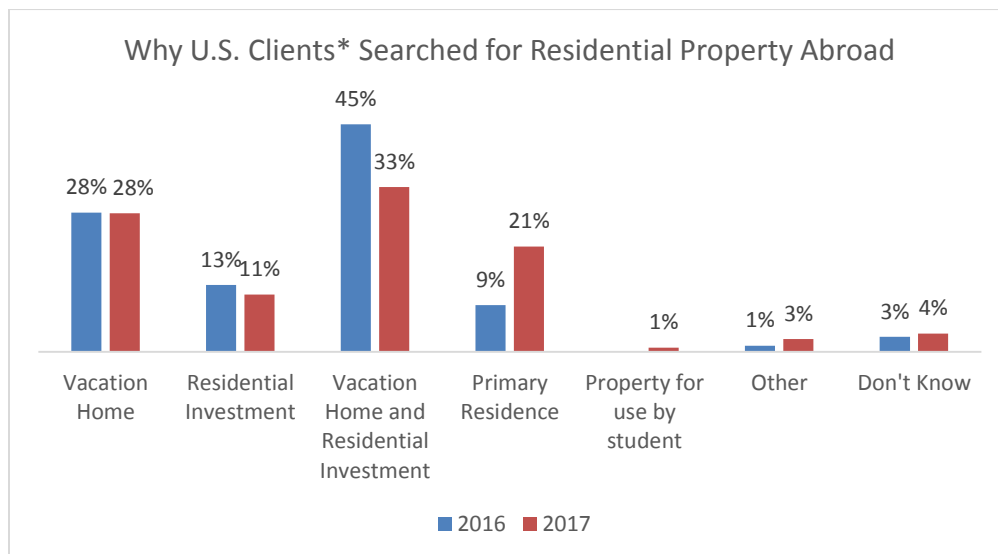


A clear majority of U.S. clients seeking property abroad were interested in residential property (70 percent), and a slim majority of those seeking residential property were interested in purchasing a detached single-family home (52 percent).





Most clients (72 percent) were looking to use the property as a vacation home and/or residential rental unit, although this is a smaller fraction compared to the share in the 2016 survey. Twenty one percent of U.S. clients who were looking for property abroad were seeking a property for primary residence abroad, an increase from the nine percent share in the 2016 survey. Some respondents reported seeing an interest from baby boomer clients seeking to retire abroad (see Appendix 2, [Comments](#)). The U.S. Census defines baby boomers as those born between 1946–1964. The oldest baby boomer turned 65 years old in 2011, while the youngest boomer will turn 65 in 2029. There were about 42 million persons 65 years old and above in 2011 and this number will increase to 73 million by 2029.²⁸

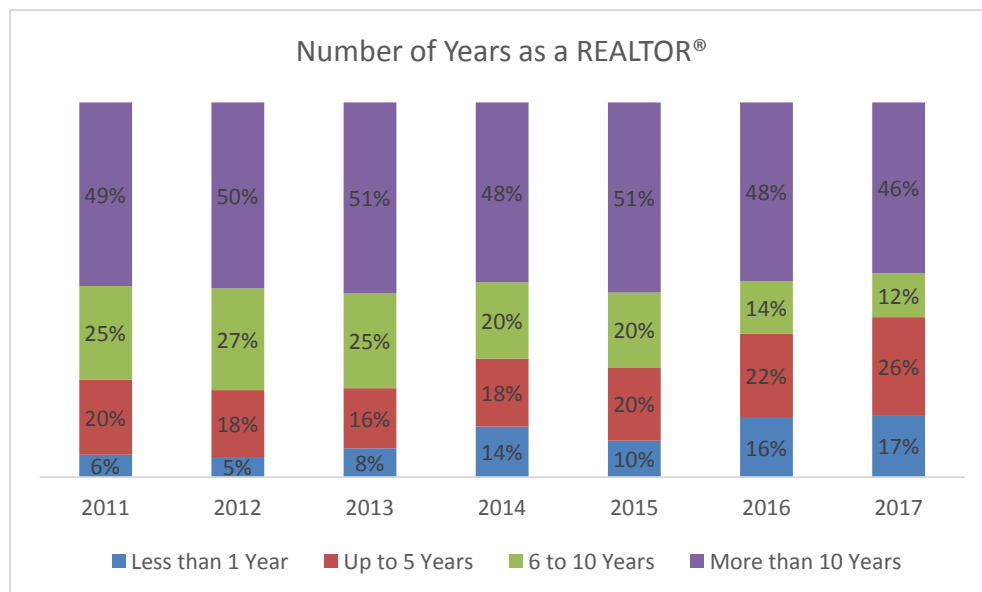
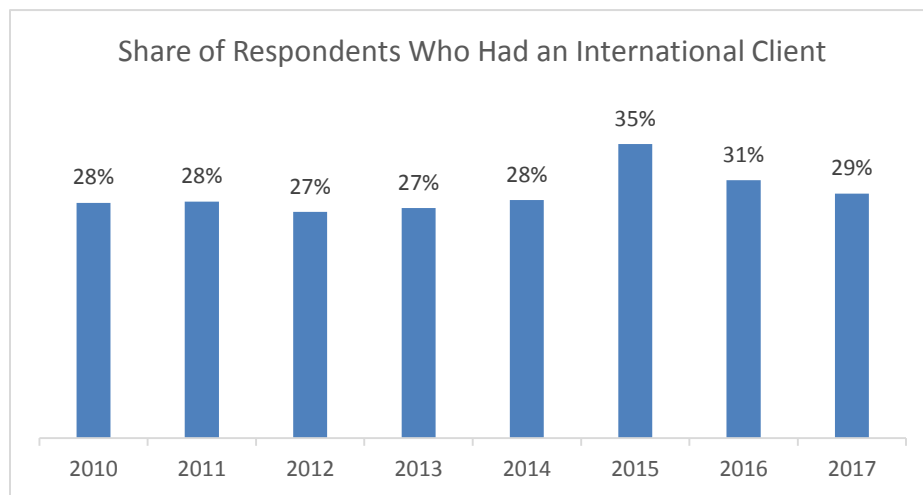


²⁸ The U.S. Census Bureau defines baby boomers as those born between mid-1946 and mid-1964. See <https://www.census.gov/prod/2014pubs/p25-1141.pdf>.

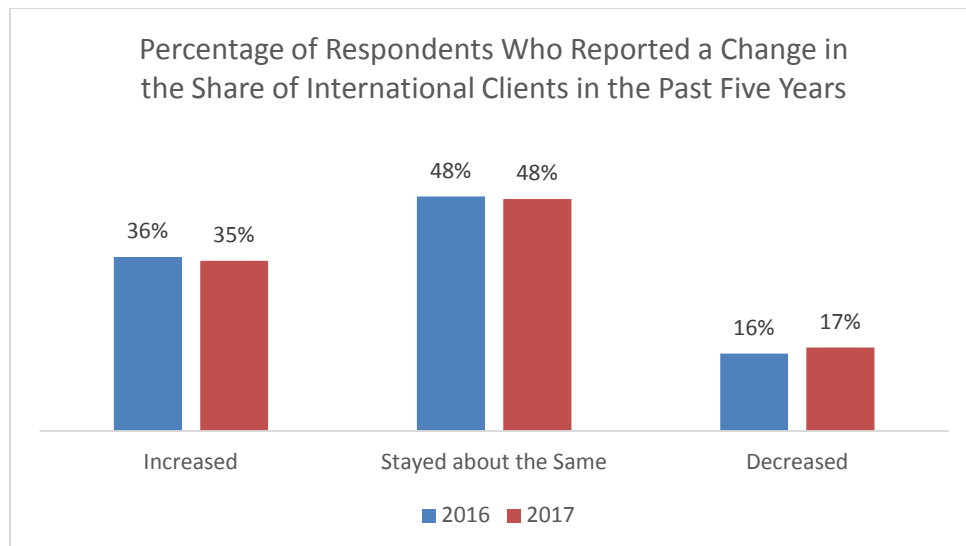
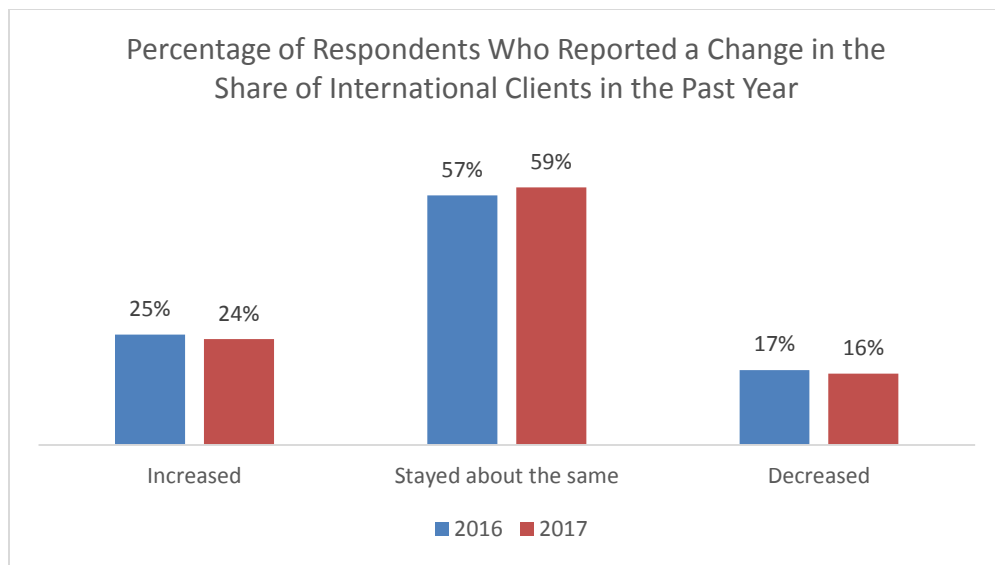
IV. REALTOR® INTERACTION WITH INTERNATIONAL CLIENTS

Transactions with International Clients

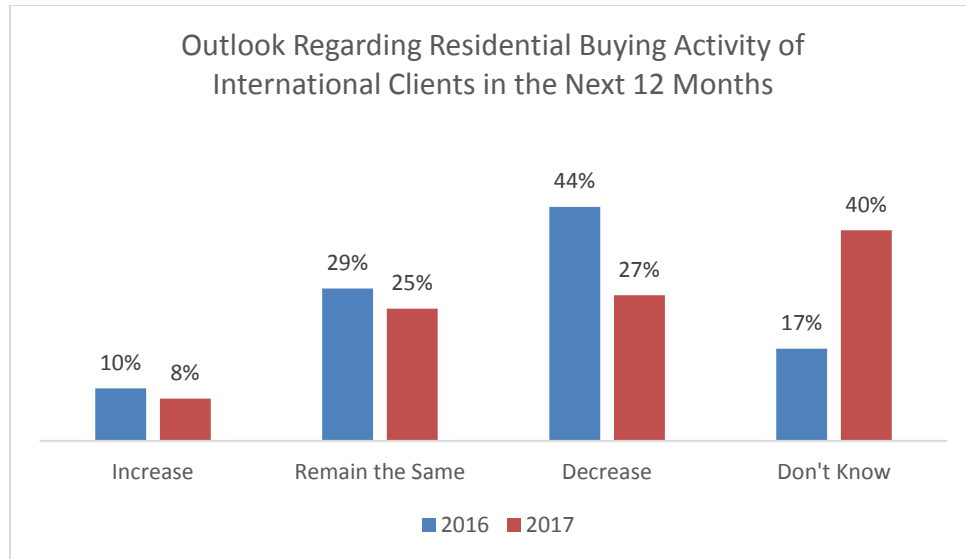
Twenty-nine percent of respondents reported they worked with an international client during the 12-month period of April 2016–March 2017. Working with international clients requires more specialized experience, which requires some time to build up. The slight decline in the share of respondents who worked with international clients may be partly due to an increase in new members. In the 2017 survey, 17 percent reported less than one year of experience, up from six percent in 2011 before the housing market began its recovery in 2012.



Survey respondents had mixed international market share experiences. Fifty-nine percent of respondents indicated that the share of international clients they had was about the same as last year. Compared to their business five years ago, nearly half of respondents reported an increase in the share of international clients to their total business.

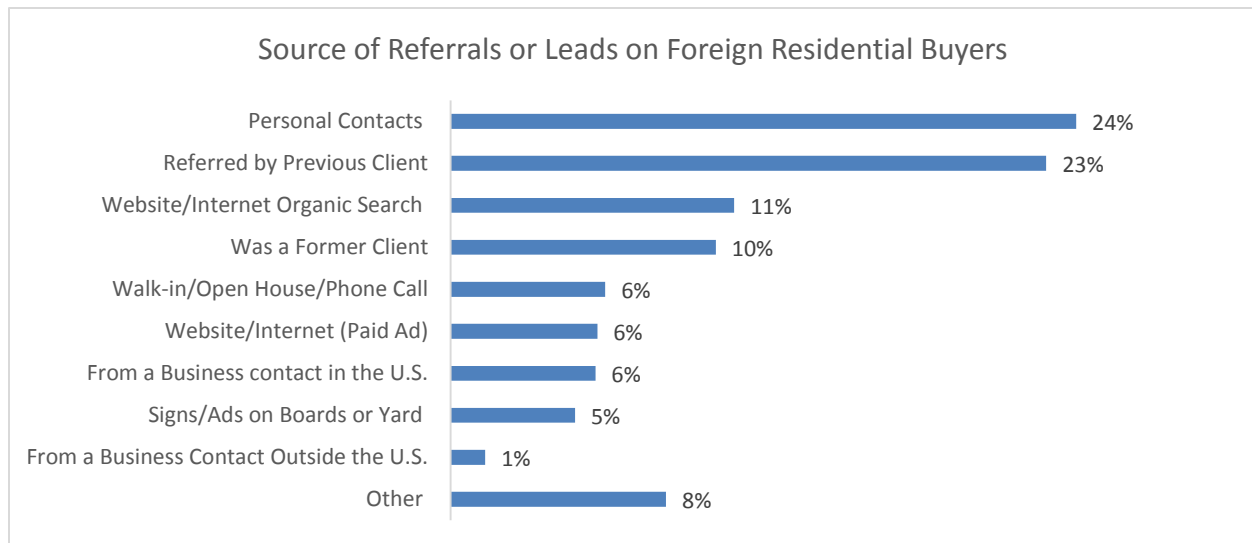


However, respondents were more uncertain about the 12-month outlook for international residential buying activity, with 40 percent of respondents reporting “don’t know,” an increase from the 17 percent share in the 2016 survey. Uncertainty about the direction and implementation of policy changes on issues such as immigration and international trade may be contributing to the heightened uncertainty about economic and real estate conditions.



Source of Leads and Referrals

Personal contacts, former clients, and referrals from former clients and business contacts were important sources of leads among agents who worked with foreign clients who purchased residential property, accounting for about 64 percent of responses. Website and online listings accounted for 17 percent.



Challenges in Dealing with International Clients

The number of REALTORS® who are new to the business has been increasing, a positive indicator of the health of the U.S. real estate market. Approximately 17 percent reported that they have been in the business less than one year, up from less than one percent of respondents in 2010 when the housing market was in a slump.

Serving international clients requires specialized knowledge on the part of the REALTOR® relating to immigration, tax, property, financing, and other regulations. Cultural affinity and knowledge of client preferences also play an important role in nurturing relationships with international clients (see Appendix 2, [Comments](#)).

With more REALTORS® new to the business, there is a need for education and training of new members in dealing with international clients, particularly non-resident foreign buyers who are likely to face greater challenges and are less familiar with the U.S. housing market than are resident foreign buyers. NAR offers valuable educational training and resources for agents who are looking at expanding their business transactions with international clients (see Appendix 3, [NAR's Commercial and Global Services Group](#)).

Appendix 1. Computation of the Dollar Volume of Foreign Buyers U.S. Residential Purchases

Estimation of U.S. Residential Property Purchases of International Buyers During April 2016–March 2017		
	Data Inputs	
Line 1	Residential property purchases of non-resident foreigners (Type A), as a share of existing home sales	2.2%
Line 2	Share of non-resident foreign buyers to foreign buyers (Type A)	42%
Line 3	Share of non-resident foreign buyers to foreign buyers (Type B)	58%
Line 4	Existing home sales, April 2016–March 2017	5,505,000
Line 5	Average price, existing homes sales	\$277,733
Line 6	Average price of residential property purchases of non-resident (Type A) foreign buyers	\$626,814
Line 7	Average price of residential property purchases of resident (Type B) foreign buyers	\$473,468
	Calculation of Number of Residential Property Sales to Foreign Buyers	
	<i>To get Line 8, multiply Line 1 to Line 4</i>	
Line 8	Number of residential property purchases of non-resident foreign buyers (Type A)	119,514
	<i>To get Line 9, get the ratio of Line 3 to Line 2, and multiply this ratio by Line 8</i>	
Line 9	Number of residential property purchases of resident foreign buyers (Type B)	164,941
	<i>To get Line 10, add Line 8 and Line 9</i>	
Line 10	Total Number of residential property purchases of foreign buyers	284,455
	Calculation of Dollar Volume of Residential Property Sales to Foreign Buyers	
	<i>To get Line 11, multiply Line 6 by Line 8</i>	
Line 11	Dollar volume of purchases of non-resident (Type A) foreign buyers	\$74,912,761,080
	<i>To get Line 12, multiply Line 7 by Line 9</i>	
Line 12	Dollar volume of purchases of resident (Type B) foreign buyers	\$78,094,499,918
	<i>To get Line 13, add Line 11 and Line 12</i>	
Line 13	Dollar volume of residential property purchases of foreign buyers	\$153,007,260,998
Line 14	Share of residential property purchases of foreign buyers to existing home sales	5%
Line 15	Share of dollar volume of residential property purchases of foreign buyers to existing home sales dollar volume	10%

Notes on Data Inputs:

Percent of Existing Home Sales to non-resident foreigners (Type A): The fraction of U.S. existing home sales to non-resident foreign buyers (Type A) is based on survey data from the monthly *REALTORS® Confidence Index*.

Split between non-resident (Type A) and resident (Type B) foreign buyers among all foreign residential property buyers: The split between Type A and Type B foreign buyers is computed from the survey based on information about the most recent foreign buyers from respondents.

U.S. Existing Home Sales: Sales for the 12 months ending March 2017 are obtained by summing the monthly sales from April 2016–March 2017.

Average Price, Existing Home Sales: Since total market value is being computed, the average rather than median price is used. The average is computed as the average of the monthly mean price of U.S. existing home sales.

Average Prices, International Sales: The average prices for residential property purchased by non-resident (Type A) and resident (Type B) foreign buyers are estimated from the survey based on information about the most recent foreign buyers of the respondents.

Appendix 2. Comments from REALTOR® Respondents²⁹

Comments on Market Trends

- We have an increasing number of Asian clients in Southern CA buying up properties. (CA)
- With the rise of the dollar value, I have seen less interest from buyers in Canada and Europe than in the previous three years when home prices were more affordable. (FL)
- We are affected by not having enough inventory in residential new homes! (TX)
- I've heard the Asian buyers are coming here in larger numbers. Mostly Seattle market. (WA)
- The Canadian market in my market is primarily for recreational/secondary use. With the weakening of the Canadian dollar and lack of confidence in the oil market in Alberta, I do not see any increase in Canadians buying in Montana (MT).
- I had many international clients - mostly Canadian and Chinese - during 2010 and 2011 when Phoenix AZ had fire-sale pricing on housing. Much higher current prices coupled with a stronger U.S. dollar have brought my international buyers to a trickle, but I do expect some of my past buyers to consider selling in the next year or two. (AZ)
- In South Florida, we are experiencing many South Americans that are in the process of trying to get their money out of their country and they desire to invest in South Florida. (FL)
- There is more demand than available housing. (IA)
- Less buyers from outside of U.S. because it's hard to bring money from their country. (CA)
- Challenges for my Chinese clients: property taxes; moving money from China to the US. (TX)
- Mortgages are problematic for foreign nationals from Canada. There needs to be a way for foreigners to borrow "American" dollars. (FL)
- Inventory very low, prices up in Metro NY area due to tight market (NY).
- European owners feel that the recent changes to FIRPTA have impacted them negatively. Although they have TIN and file tax returns, the new requirement to apply for a withholding certificate to close is an over-reach and makes them feel unwelcome in our country. (FL)
- Property tax in IL is pushing a lot of international buyers away! (IL)
- Significant number of HB-1 visa holders make up those non-U.S. residents looking for residential U.S. property. Some have difficulty meeting credit qualifications for U.S. credit since they are coming from abroad. Majority of investment interested buyers are non-U.S. buyers from China. (NJ)
- The new immigration laws will affect the real estate market in North Carolina... we do not have enough workers. There will be a slowdown of international buyers due to these changes. (NC)
- Difficult for Canadian sellers to sell property here due to tax regulations. (AZ)
- Selling properties for a Foreign National is difficult due to FIRPTA and the lack of understanding of this complex IRS rule that hampers the sale of the property at title during the closing process. (TX)
- We do rent properties vacation rental to foreign customers. (VA)
- We do property management for international owners. I think it's a great market to be tapped. (TX).
- I rent my vacation property to international visitors. This activity has increased. (OH)
- I strictly do property management...long and short term rentals. My only experience with "international" clients has been with Mexican nationals booking short term (vacation) rental homes. (NM)
- I did help one student from India find a rental apartment while he was in school here. (NY)
- Most of my international clients want to rent a condominium. Don't want the maintenance associated with single family homes. (MI)
- My work with international buyers has been in residential real estate with those individuals who are residents of the US with green cards. (MA)

²⁹ NAR edited the comments for clarity, spelling, and grammar. The comments that are featured here highlight the broad range of issues across a mix of geographic areas that REALTOR® face when working with international clients. Thank you to all our respondents who provided their valuable comments.

- I know a group of slightly older U.S. residents who are actively searching for a home internationally. (MT)
- Baby boomers are downsizing and looking for countries to retire with a strong expatriate community and a good quality of life and lower costs. Countries like Panama, Costa Rica. (GA)
- A friend that lives in Costa Rica said numbers are up, Americans are purchasing properties in these countries. (FL)

Comments on Working with International Clients

- International sales are clearly a good niche, but the process to do so seems complex and hard to follow. (TX)
- Being part of the Global council is helping my International business. (IL)
- I'm fluent in Spanish and this is the main reason I have these international clients. Most are doctors working for pharmaceutical companies. (PA)
- Good to speak Spanish. (TX)
- Being near the Canadian border, it is typical that we have clients from Canada to my area. Have not had any others from another country. (MN)
- Coincidentally, the buyer for my international seller's property was also international, from the UK. The process was very difficult for the buyer to receive their visas to come to the US. The closing was delayed one month because of the visa delay. (NJ)
- I will like to see Realtors® offering advice and designations to Realtors® selling to foreign people...tax laws, do's and don'ts, advertising abroad, travel abroad to meet important clients?... (KS)
- As the world gets smaller, and more international travel is occurring, prices for houses in growth areas of the United States look very cheap to foreign buyers. It would be nice to know how to get these referrals. (ID)
- I am a CIPS, and network with other CIPS agents through our group Facebook page. I see some referrals in and out of the US, though I have not had any come my way or I have not had any to send out. (FL)
- I am a licensed Realtor®, however I do vacation rentals. (MD)
- NAR should have reciprocity with Mexico version of NAR (AMPI) (IL)
- France has no MLS so it is difficult to offer to refer my clients to someone. (CA)
- Half my clients were foreign nationals, but have become citizens, so they no longer fit your strict definition. (MD)

Appendix 3. About NAR's Commercial and Global Services Group

The Commercial & Global Services Group of the NATIONAL ASSOCIATION OF REALTORS® plays an integral role in opening doors for REALTORS® to compete in the global market place. By opening markets for business and keeping members informed of the latest developments occurring around the world, the Commercial & Global Services Group gives REALTORS® the tools they need to succeed in the global market. NAR maintains formal partnerships with over [80 foreign real estate associations](#) in 60 countries. These relationships are formed to advance the interests of REALTORS® worldwide, to uphold the highest standards of commercial practice, and to facilitate international business arrangements in strategic markets for REALTORS® and non-U.S. real estate practitioners. Additionally, the Certified International Property Specialist (CIPS) Designation offers specialized education and services to real estate professionals who aim to profit in the global market.

For more information and resources about working with international clients, please visit <https://www.nar.realtor/global/global-resources>

To access the Research Division's various reports on the housing market, please visit <https://www.nar.realtor/research-and-statistics>

Appendix 4. Realtor.com Data on Global Buyers Searching in the United States

Realtor.com® offers comprehensive reporting on the market interest of global buyers searching in the United States. The graphs below show the countries searching U.S. properties, and which U.S. cities were of most interest to them. These reports are updated monthly and can be accessed on <https://www.nar.realtor/articles/where-are-global-buyers-searching-in-the-united-states>

Top 10 US Markets Searched by International Consumers in March 2017





The National Association of REALTORS®, “The Voice for Real Estate,” is America’s largest trade association, representing over 1.2 million members, including NAR’s institutes, societies and councils, involved in all aspects of the real estate industry. NAR membership includes brokers, salespeople, property managers, appraisers, counselors and others engaged in both residential and commercial real estate.

The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics.

Working for America's property owners, the National Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

NATIONAL ASSOCIATION OF REALTORS® RESEARCH DIVISION

The Mission of the National Association of REALTORS® Research Division is to collect and disseminate timely, accurate and comprehensive real estate data and to conduct economic analysis in order to inform and engage members, consumers, and policymakers and the media in a professional and accessible manner.

To find out about other products from NAR’s Research Division, visit <https://www.nar.realtor/research-and-statistics>.

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