

2021

International Transactions in U.S. Residential Real Estate

Lawrence Yun, PhD

Chief Economist, Senior Vice President, Research
NATIONAL ASSOCIATION OF REALTORS®

Real Estate Forecast Summit: Global Update
July 26, 2021 | 2:00 – 3:00 PM US EST



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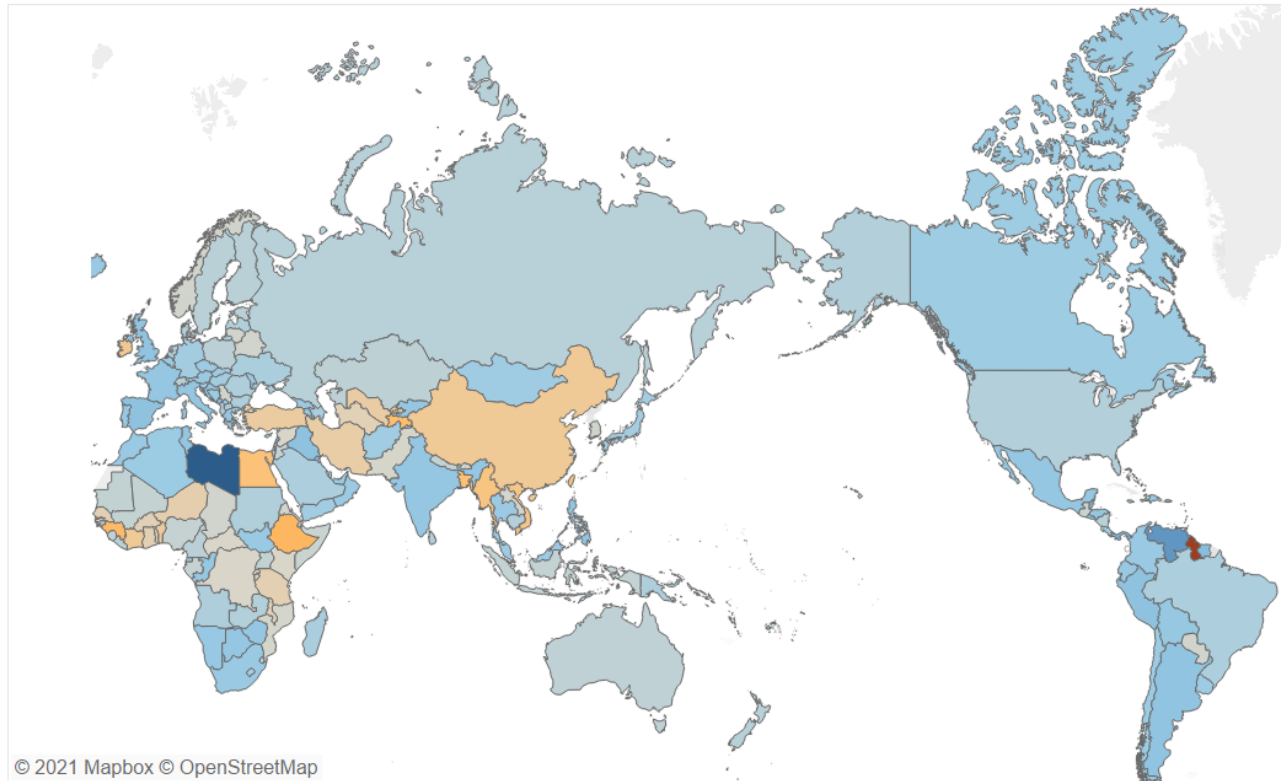


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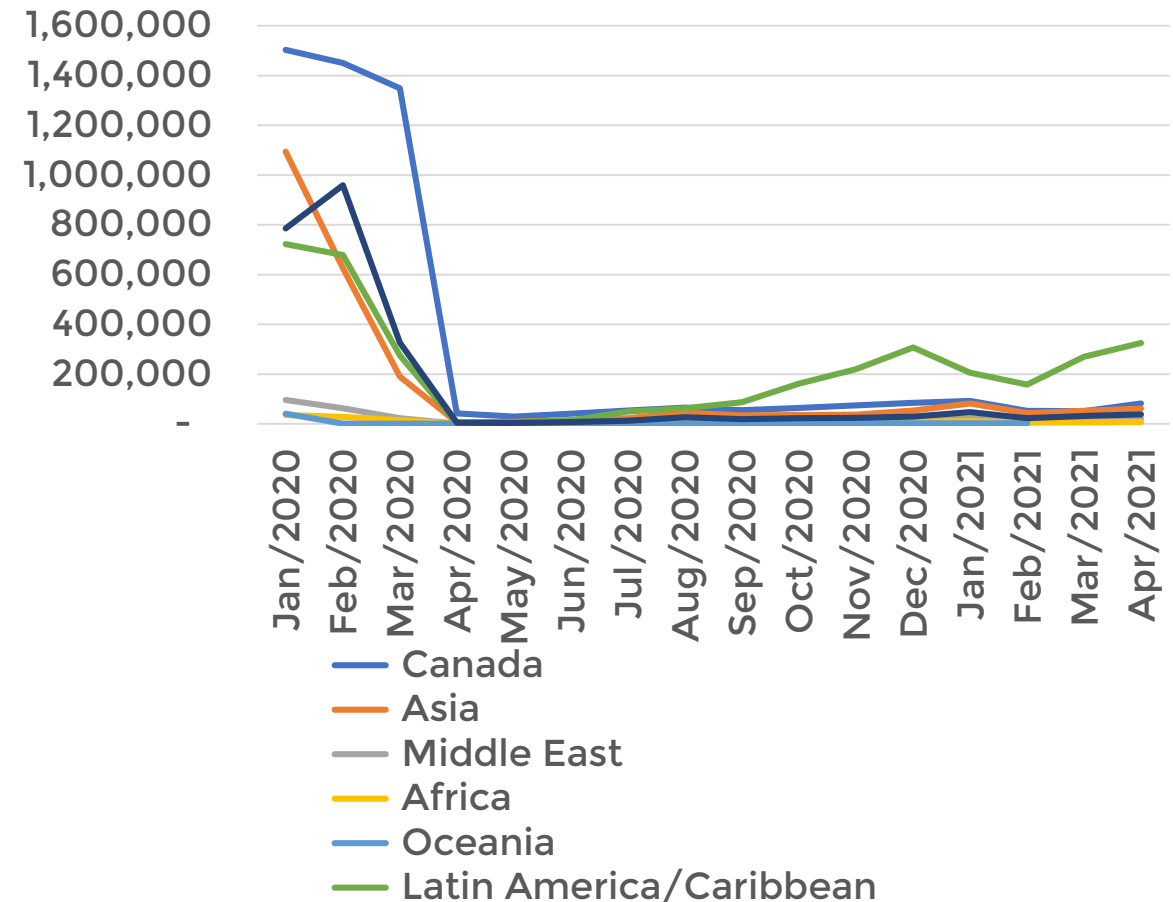


Global economic conditions: decline in world output and travel

COVID-19 Pandemic Leads to a Decline in Global GDP in 2020
(Blue area indicate a decline in GDP)



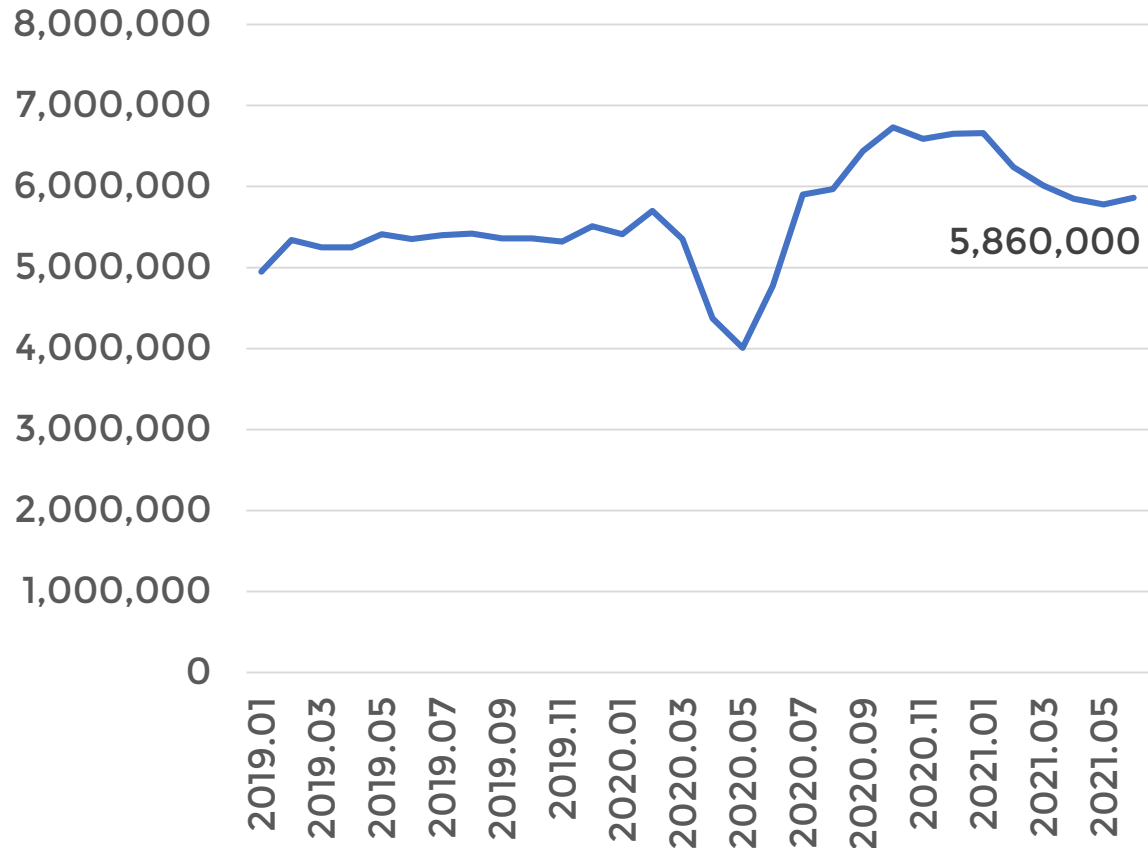
Monthly Tourist Arrivals as of April 2021



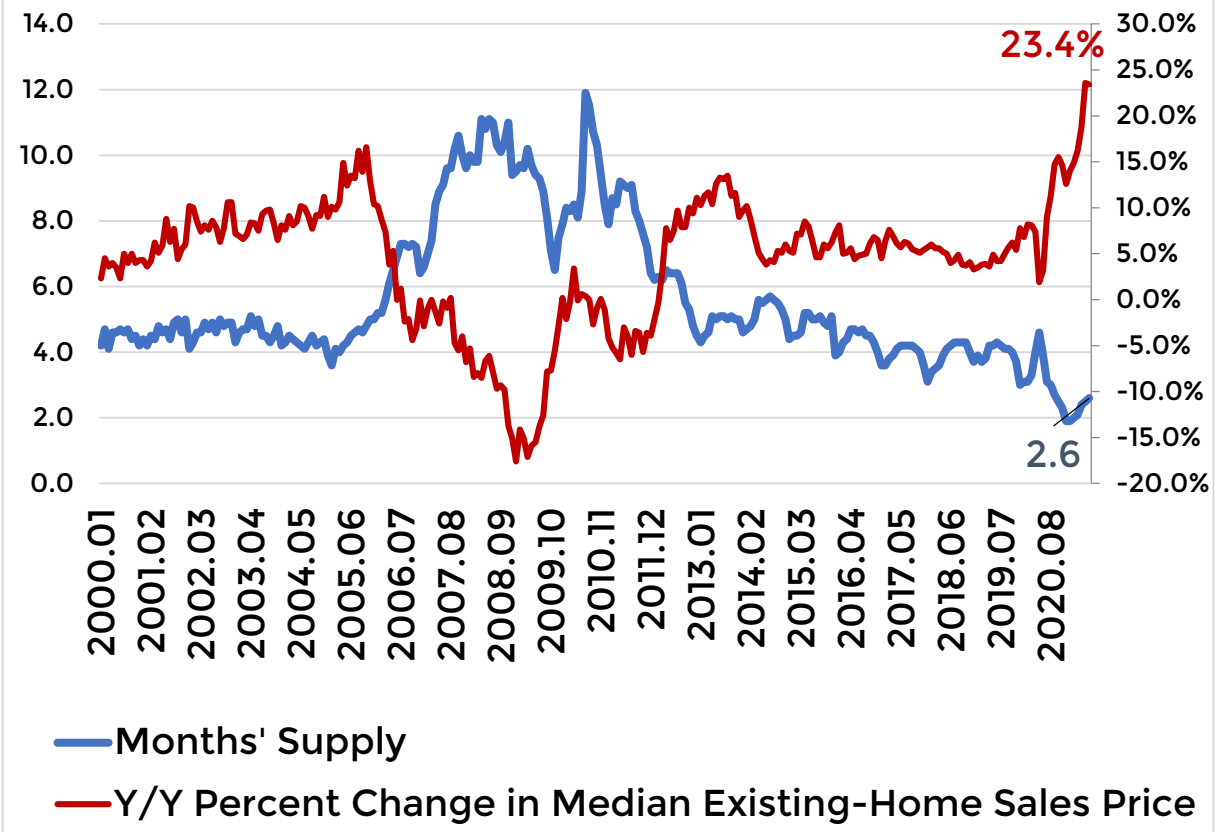
Source: National Travel and Tourism Office

U.S. housing market: quick rebound, low supply, surging prices

Existing-Home Sales, Seasonally Adjusted Annual Rate



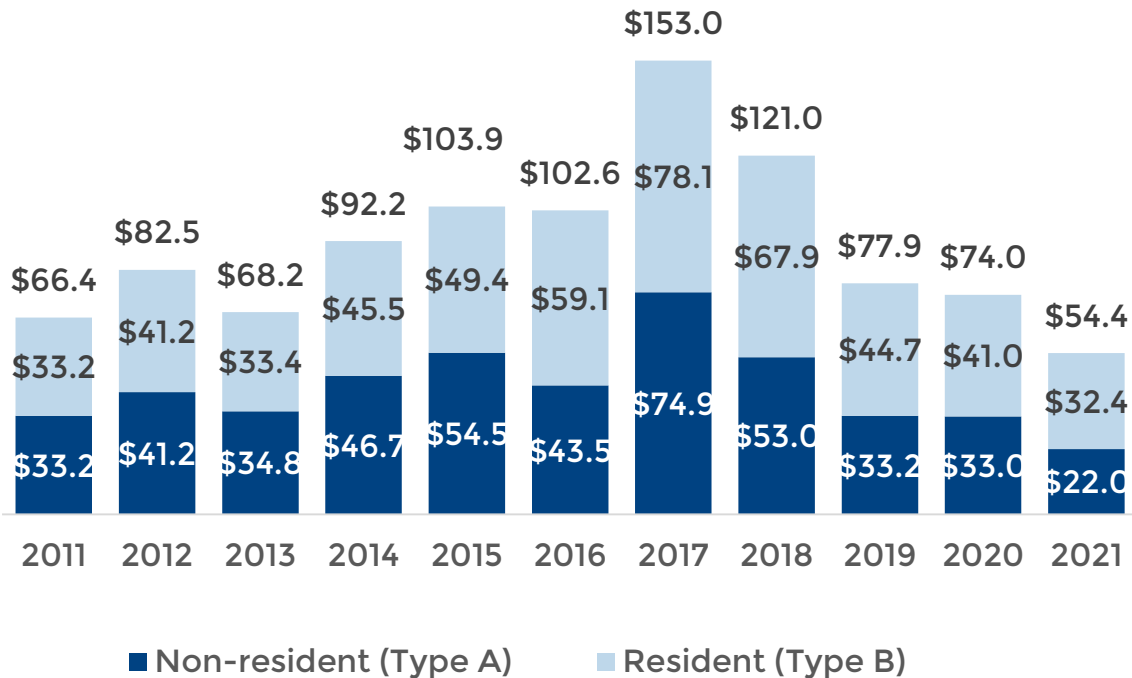
Year-over-Year Percent Change in the Median Existing-Home Sales Price



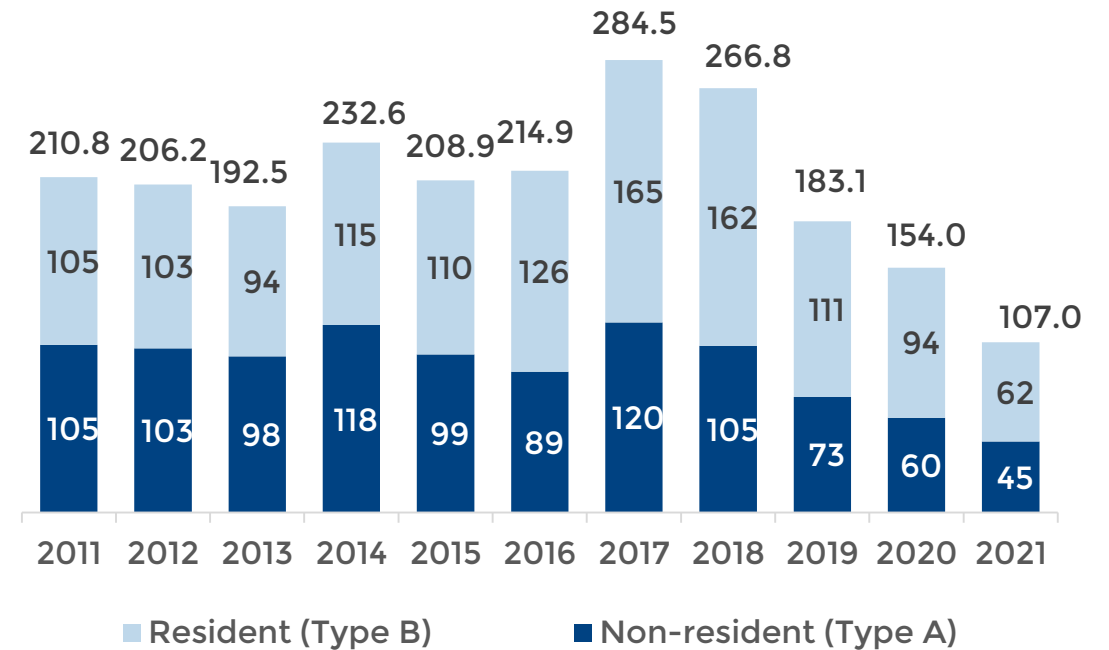
All-time low in foreign buyer purchases of existing-homes*

Dollar volume: - 27%; Units: -33%

Dollar Volume of Existing-Home Purchases by Foreign Buyers (Billion Dollars)



Number of Existing-Homes Purchased By Foreign Buyers (Thousand Units)

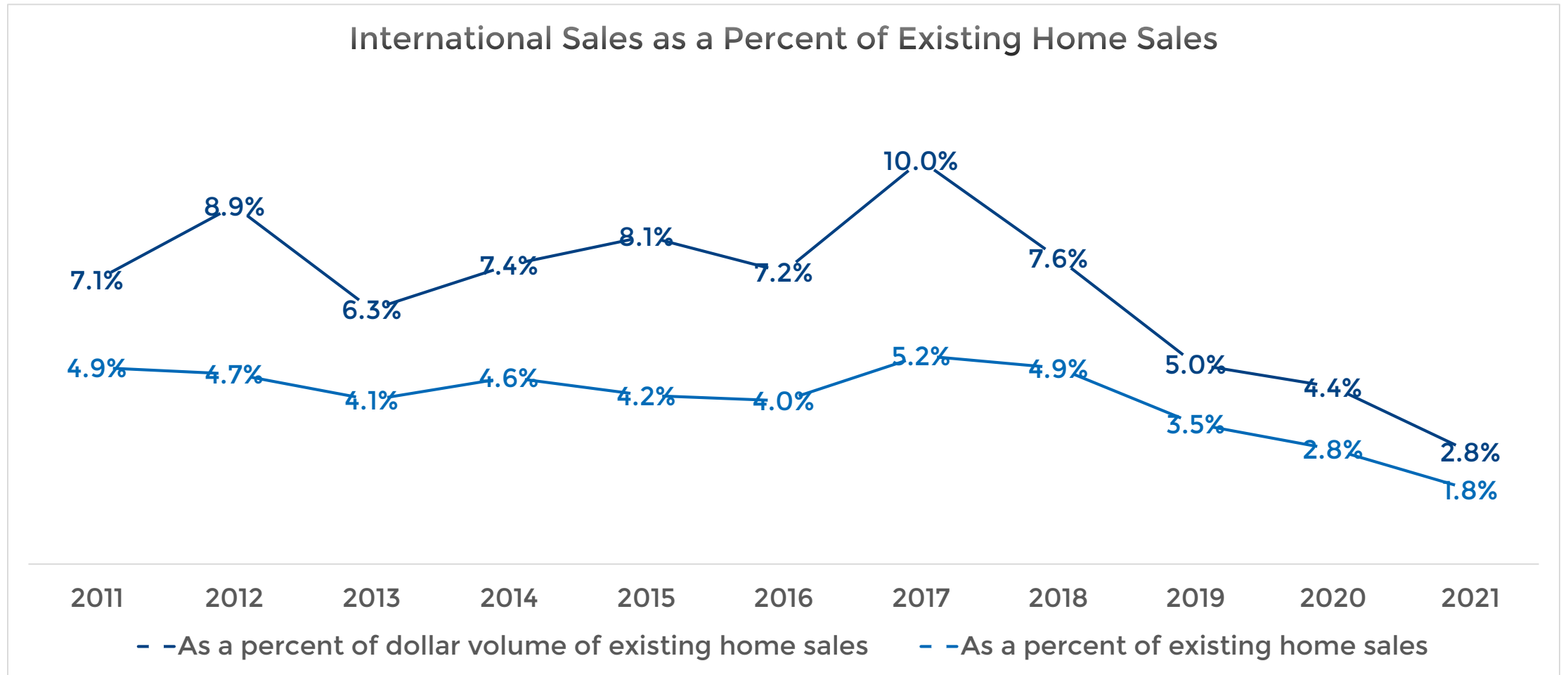


Note: Based on transactions in the 12 months ending March of each year.

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*since 2011 when NAR estimated foreign buyer purchases

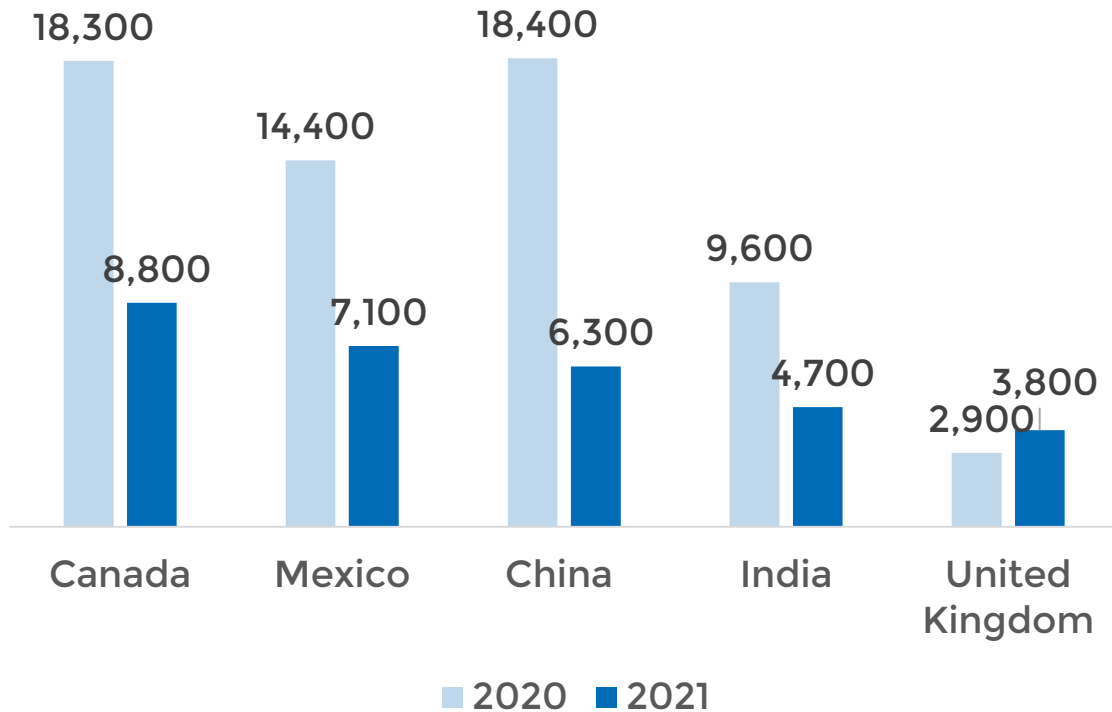
Foreign buyers purchased less than 2% of existing-homes



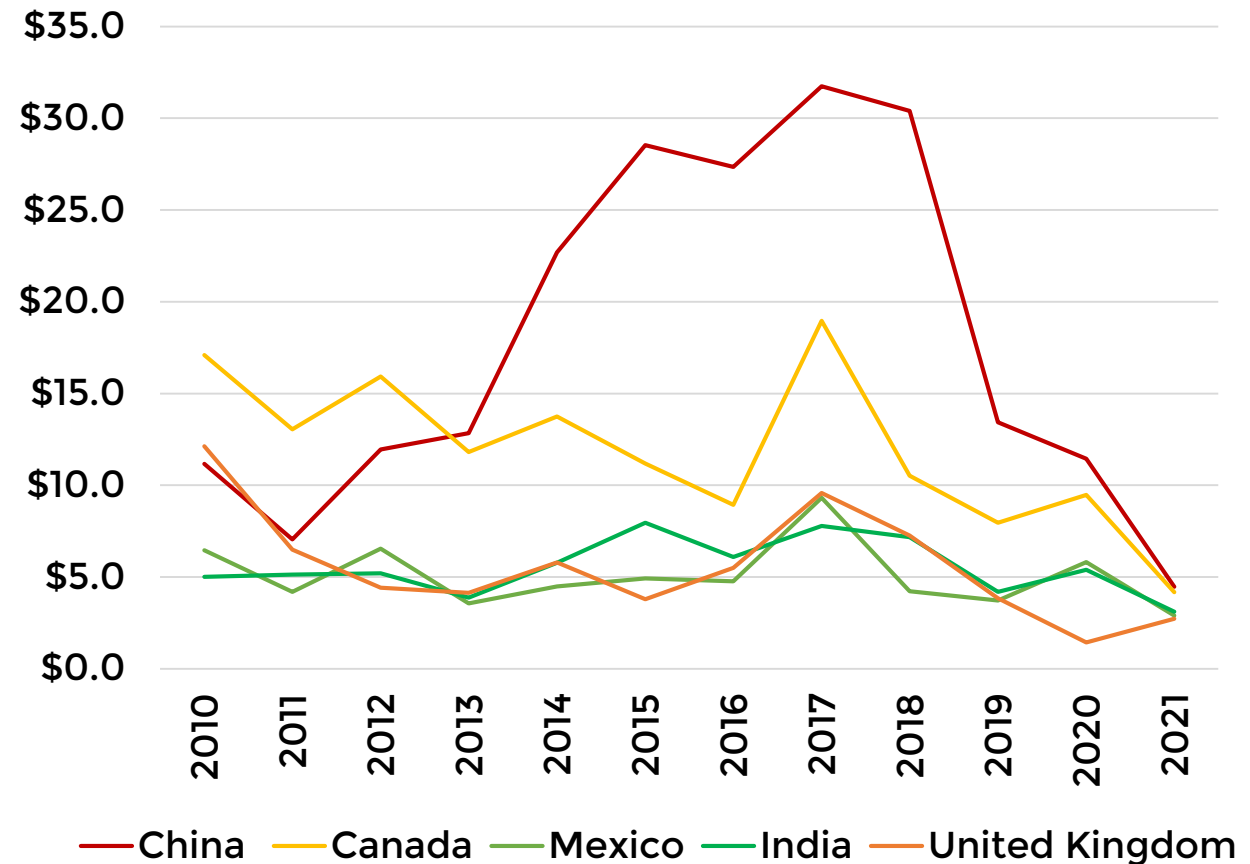
Top 5 foreign buyers

China falls to # 3 in units purchased but is still #1 in dollar volume

Number of Existing-Homes Purchased by Top 5 Foreign Buyers



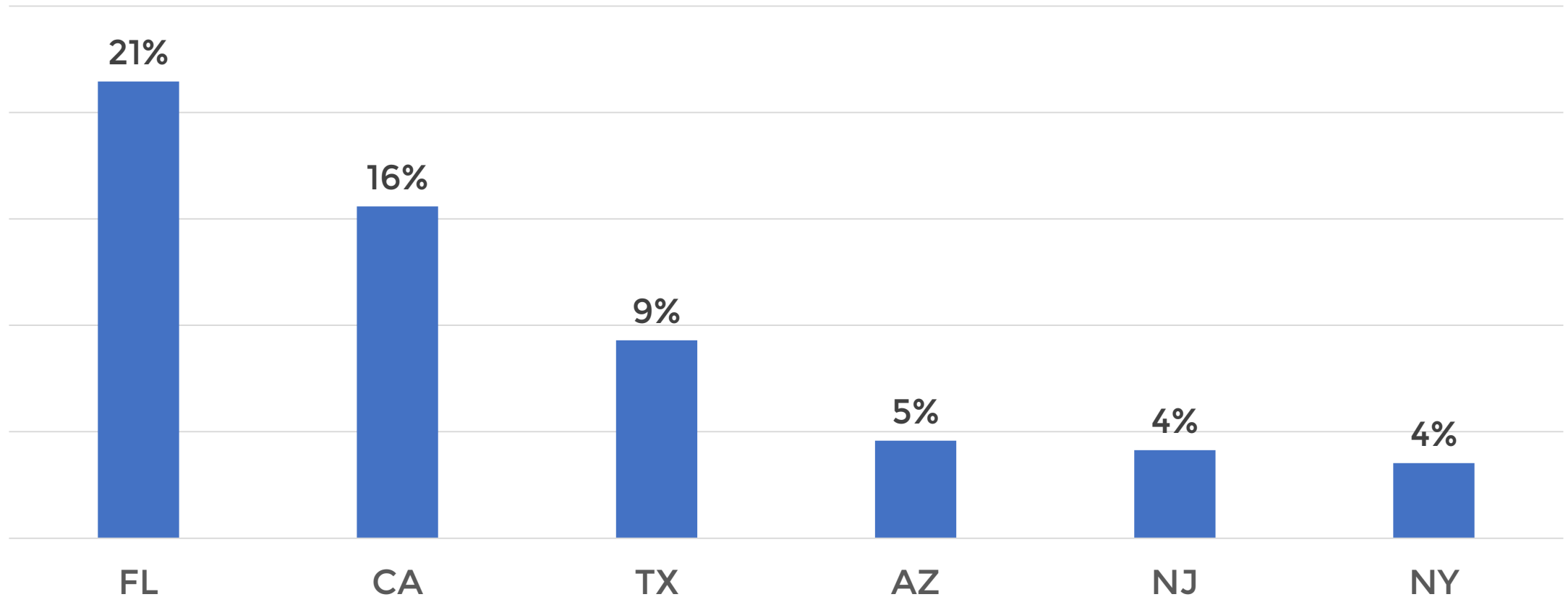
Dollar Volume of Existing Home Purchases of Top 5 Foreign Buyers



Top state destinations for foreign buyers

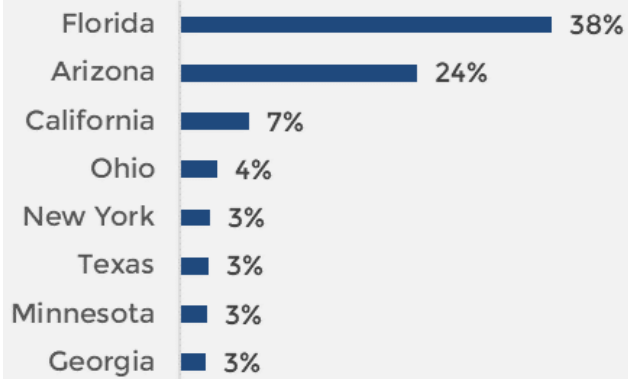
Realtors® reported foreign buyers purchased properties in 48 states

Top Foreign Buyer Destinations

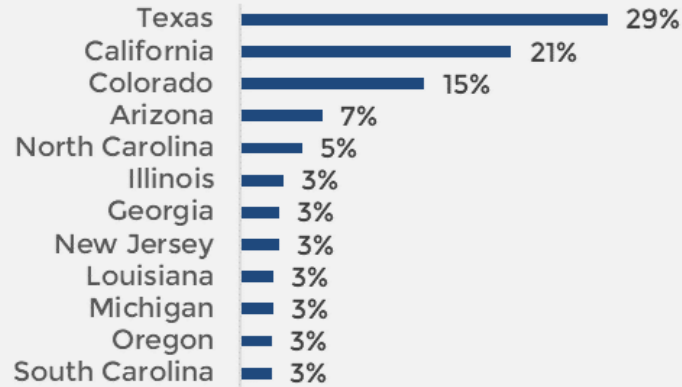


Where major foreign buyers purchased properties

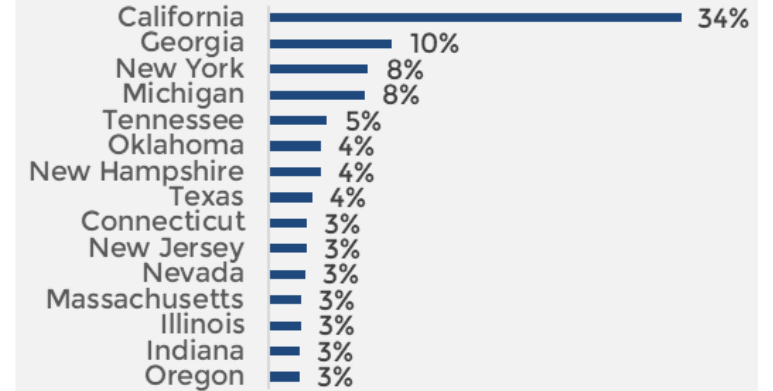
Major Destinations of Foreign Buyers from Canada



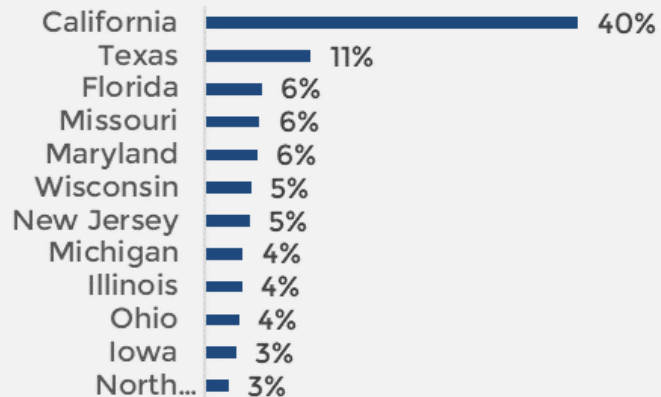
Major Destinations of Foreign Buyers from Mexico



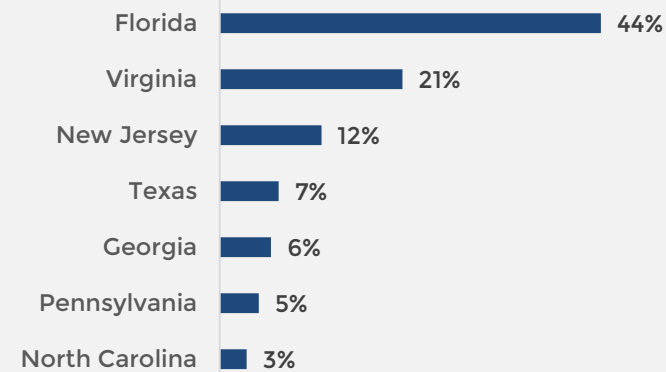
Major Destinations of Foreign Buyers from China



Major Destinations of Foreign Buyers from India



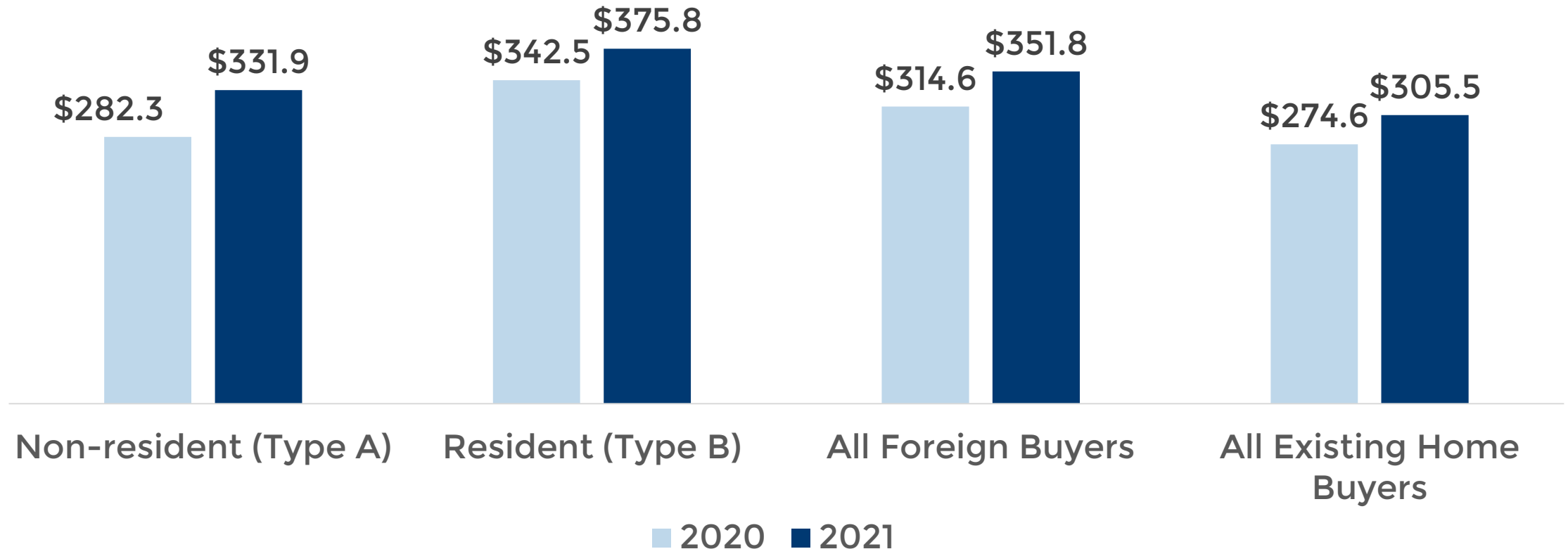
Major Destinations of Foreign Buyers from the United Kingdom



Foreign buyers typically purchased homes at higher price range

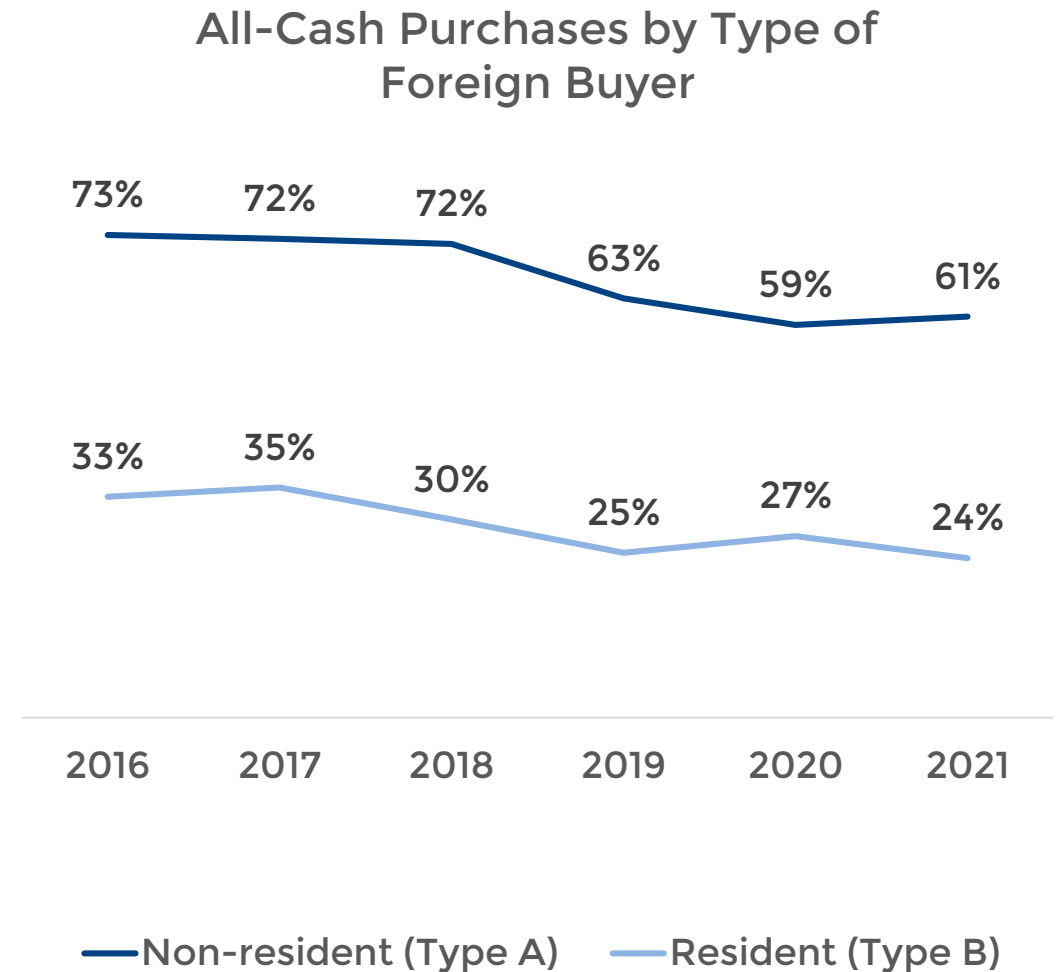
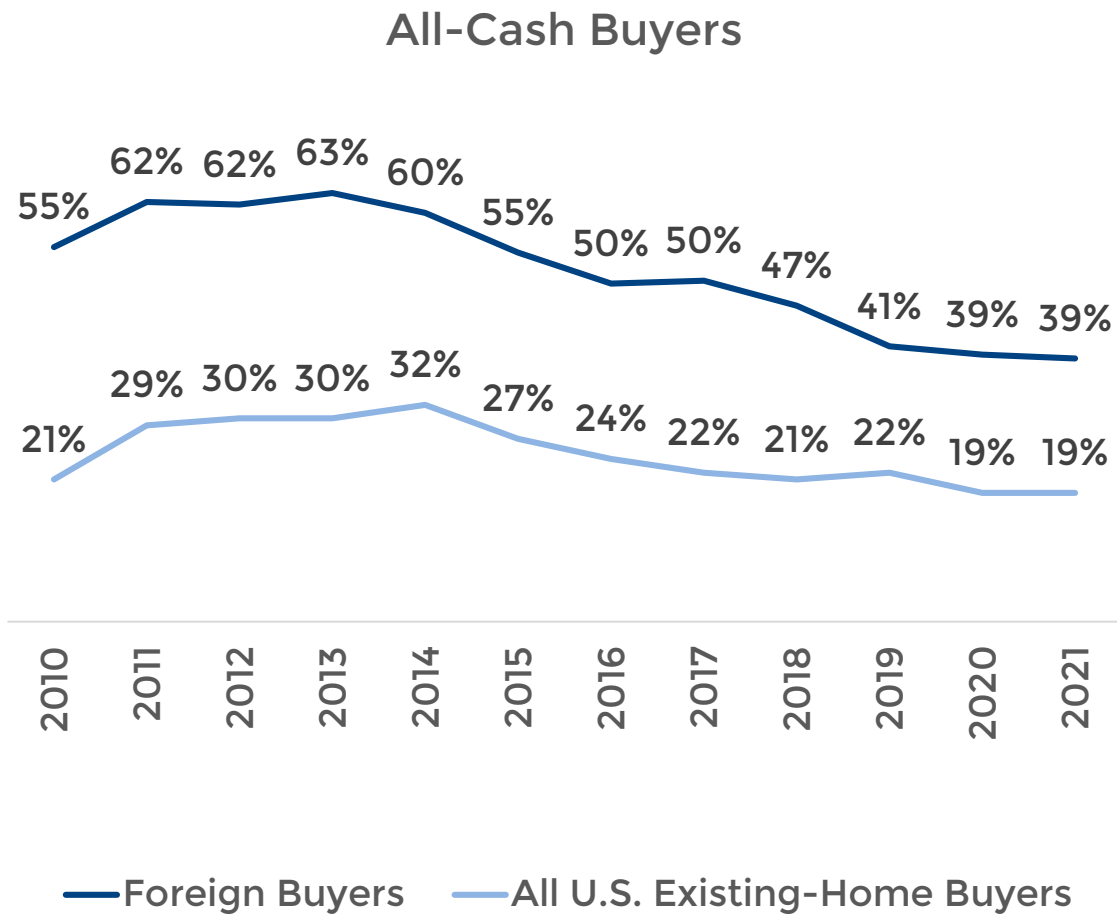
\$1 M + foreign buyer share: 10% (6% nationally)

Comparative Median Existing-Home Purchase Price



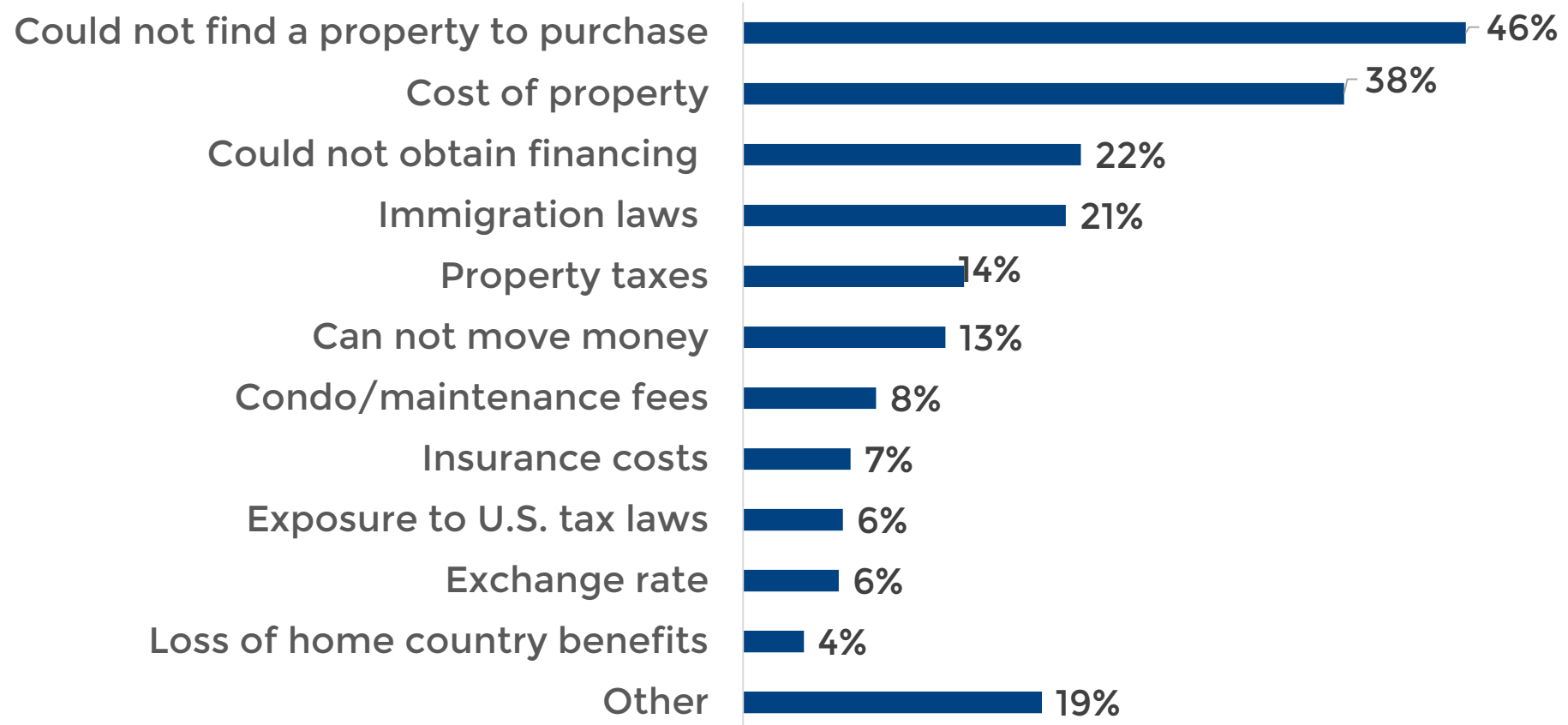
Declining share of cash purchases among foreign buyers

But higher share compared to domestic buyers



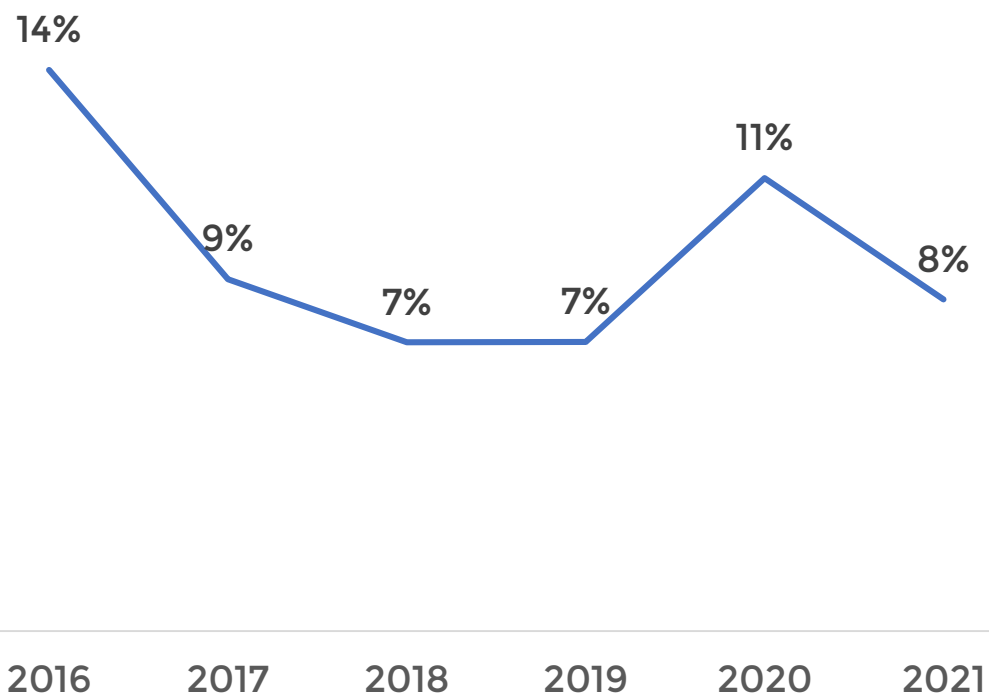
Reasons foreign buyers decided not to purchase property

Percent of Respondents Who Reported Reasons Why Their International Clients Decided Not to Purchase U.S. Property

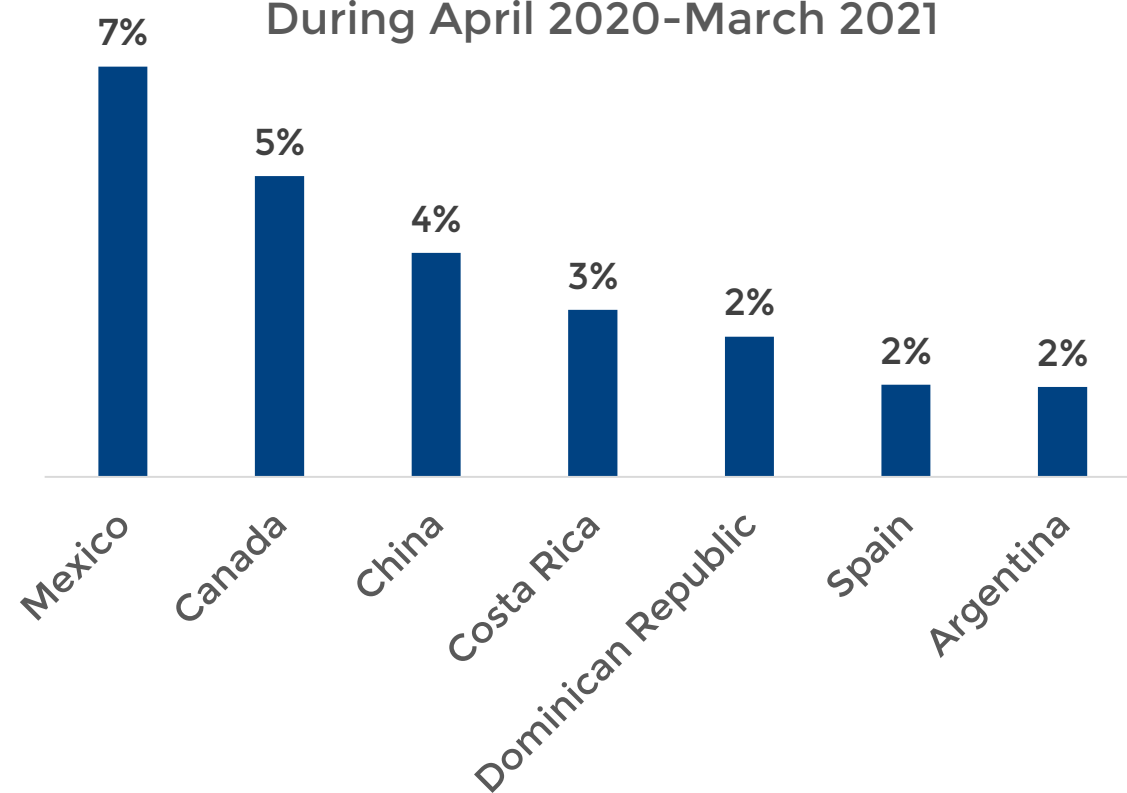


US clients are also seeking to purchase property abroad

Share Who Reported a U.S. Client Seeking a Residential Property Abroad



Top Countries of Interest to U.S. Clients Searching to Purchase Property Abroad During April 2020-March 2021



*China includes the Mainland, Taiwan, and Hong Kong

U.S. housing market outlook

- Global economic recovery is underway
World output: +3.5% in 2022; US economy: +3.2% in 2022
- More housing starts
1.68 million in 2022 (1.38 M in 2020)
- Slower U.S. existing home price appreciation
+3.1% in 2022 ; median purchase price : \$334,000 in 2022

THANK YOU.



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