

**Business Data for Engaging in
International Real Estate Transactions in Illinois**

**Produced By: NAR Research
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the list of countries to which Illinois products are exported is Japan. This increase in Illinois exports may lead locally based companies to establish company representatives and sales personnel in those countries. Illinois real estate professionals may decide that it's time to set up referral networks with counterparts in Canada, Mexico and Japan.

Machinery parts and attachments were the top export product for Illinois. Savvy real estate professionals may want to visit the human resource departments of the companies producing these exports to let them know about relocation services offered in your professional global network.

Immigrants to Illinois

Immigration to the United States soared in the past two decades, which likely will lead to many more home purchases in the coming decade.² The U.S. population grew by roughly 30 million people during the last decade of the 20th century and by another 12 million in the last four years. The strong increase in immigration contributed to nearly 40 percent of the rise in U.S. population since 1990.

In Illinois, 46,314 newly admitted legal immigrants arrived in 2004. Most came from Mexico (10,412). Other top countries of origin include:

- Poland (5,932)
- India (5,450)
- The Philippines (2,562)
- China (2,216)
- Ukraine (1,201)

Real estate professionals may want to consider assisting, participating or setting up a network partner with these communities to open up business opportunities.

In 2004, 29,432 immigrants to Illinois became U.S. citizens. Natives of Mexico led with the highest number (5,207) of newly naturalized citizens in the state last year. Other top countries represented include:

- Poland (4,409)
- India (3,436)
- The Philippines (1,604)
- Bosnia-Herzegovina (990)
- China (909)

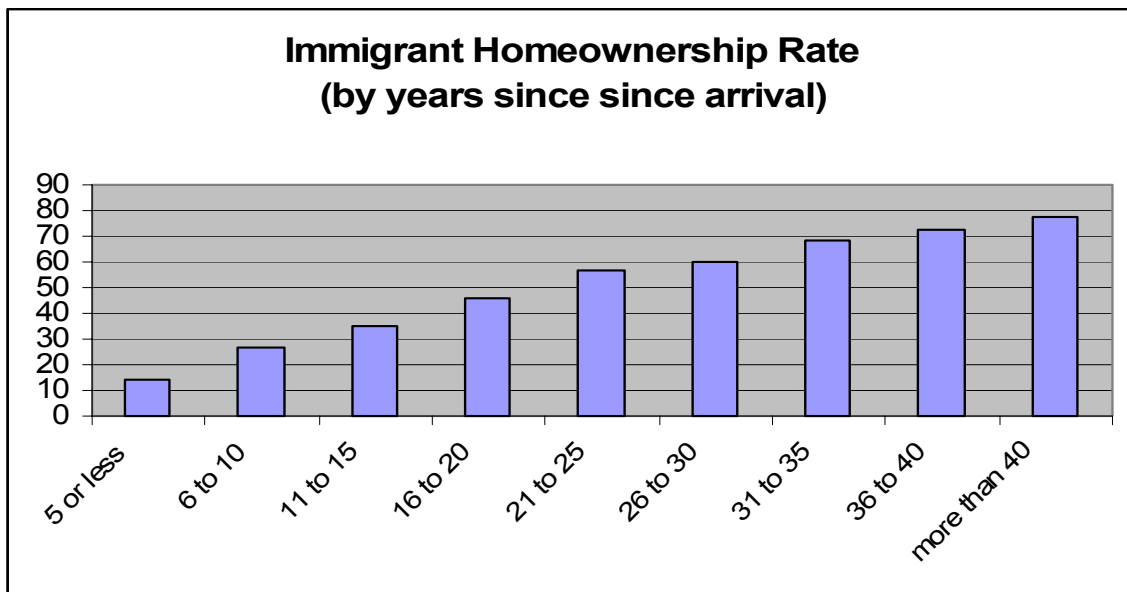
² There are contentious issues relating to swelling illegal immigration and assimilation, and this paper does not attempt to delve into this difficult topic.

The new citizens and immigrants, brought the total number of naturalized citizens in Illinois to 686,991 (6 percent of the population) and 963,109 non-citizens (8 percent of the population) in 2004.

Immigration boosts the residential housing market for the simple reason that people need a home in which to live. So it should not be surprising that dynamic housing markets of recent years have been in those regions with significant immigrant populations. The fast-growing regions of Las Vegas, Phoenix, Washington D.C. and much of Florida have seen strong housing demand – and a significant run-up in home prices – due in no small part to the fact that these markets have strong immigrant populations.³

Also consider what happens to housing markets when there is no immigration. For example, home prices in Japan have been stagnant for the past 20 years. One reason is that the country’s population has been virtually unchanged during that same time period. The same stagnation is also present in East Germany (where many have left for West Germany). Similar situations can be found in U.S. areas such as Elmira, NY and Danville, IL.

The homeownership rate of foreign-born households who came to the U.S. in the past five years is only 18 percent. The ownership rate then steadily rises over time.



³ A study by the Philadelphia Federal Reserve Bank showed that home prices in immigration-heavy neighborhoods rise much more slowly than other neighborhoods in the local region. That is, the “there goes the neighborhood” reaction may be at work as established residents flee an area and newcomers move in. However, home prices in metro regions with a high concentration of immigrants in general rose at a significantly faster clip than those metro regions with little immigration. More people translates into more housing demand.

Naturally, due to language, cultural and institutional adjustments, homeownership among recent immigrants lags behind that of native-born Americans and the population as a whole. However, obtaining U.S. citizenship quickly raises the odds of becoming a homeowner. In fact, among households who entered the country more than 30 years ago, the homeownership rate surpasses that of the national average, with 78 percent of foreign-born U.S. residents owning a home - far higher than the national homeownership rate of 69 percent.

REALTORS® can seize the opportunity and help close the early-year homeownership gap through counseling and homebuyer education programs for their foreign-born clients. Many REALTORS® have already realized the potential business opportunities. Over the last five years, almost half of NAR members indicated that they have participated in a transaction involving an international element, and this trend will inevitably increase.

Information on NAR International and WorldProperties.com

NAR's international program has a long and progressive 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's **International Network** – today 70 partner associations in more than 50 countries – demonstrates the value of NAR's international leadership and emphasizes its commitment to promote business development opportunities for U.S. members. NAR's International Mission statement is as follows: "Increase REALTORS®' (commercial and residential) ability and opportunity to do business at home and abroad in an increasingly global/multicultural real estate environment."

Numerous products and resources have been developed to assist NAR members and REALTOR® Associations in including a global market component in their business plan/member services program. These resources include:

- **NAR International home page at Realtor.org** – Best general resource for information on NAR international programs and services – www.realtor.org/international
- **Expand Your Market Course** – Turn-key course to introduce agents/brokers to the global real estate market. Eligible for continuing education approval. More information at <http://www.realtor.org/cipshome.nsf/pages/eym>
- **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 NAR International home page, www.realtor.org/international
- **Monthly International eReport (Electronic Newsletter)** – Available free to any NAR member. Sign up via "Subscribe to News" link on home page at www.realtor.org

- **Pre-packaged Meeting Tool Kits for Broker Meetings** – Series of short, informational training modules on global market topics; ideal for use in sales agent meetings, local council meetings, etc. Downloads at <http://www.realtor.org/cipshome.nsf/pages/toolkits>
- **International Speaker Cadre & Presentation database** – Resource for REALTOR® Associations looking for a speaker and/or a presentation on a topic related to global real estate business. Group seeking a speaker contacts and deals directly with the speaker. Access the database at <http://www.realtor.org/cipshome.nsf/pages/speakers>
- **NAR International Association Network** – NAR partners with 70 national associations in more than 50 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 liaisons to these groups, and/or access the association directly at <http://www.realtor.org/intlnet.nsf/coopassocmain>

The International Consortium of Real Estate Associations (ICREA)/WorldProperties.com is the centerpiece of NAR’s International multilateral strategic initiative and can be found online at **www.WorldProperties.com**. NAR is a founding member and co-chair of the 25-member alliance of leading national real estate associations, which collectively represent more than 2 million real estate professionals worldwide and 3 million property listings. WorldProperties.com assists consumers in locating broker assisted properties outside their country and in locating a qualified real estate professional. Key site features include a distinctive resale property advertising service, links to 3 million residential and commercial property ads, a portal featuring high quality resort/new developments, a cross border client referral system, comparative business practice profiles, and more. It is the only organization of its kind and is constantly looking to the future to provide its members with new products and services that will help them more effectively compete in increasingly global real estate environments and keep the broker central to the real estate transaction.

For more information on NAR’s International programs, please email us at NARGlobe@realtors.org or visit us online at www.Realtor.org/international.

Population Demographics in Illinois

	U.S. Born Citizen	Foreign Born			
		Naturalized Citizen	(%)	Non-U.S. Citizen	(%)
Male	5,208,817	349,265	3.25%	504,358	4.70%
18 years old or more	3,629,289	338,269	6.49%	445,684	8.56%
Under 18 years old	1,579,528	10,996	0.30%	58,674	1.62%
Female	5,528,881	340,449	21.55%	458,751	29.04%
18 years old or more	4,020,113	327,858	5.93%	397,928	7.20%
Under 18 years old	1,508,768	12,591	0.31%	60,823	1.51%
Total	10,737,698	686,991	5.54%	963,109	7.77%
Total Population in Illinois :				12,390,521	

Source : Census Bureau, American Community Survey 2004

Year of Entry of Foreign Born Population in Illinois

Entered to U.S.	Total	Foreign Born			
		U.S. Citizen Born Abroad	Total	Naturalized Citizen	Non-U.S. Citizen
2000 or later	302,133	9,348	292,785	15,859	276,926
1990 and 1999	625,127	26,746	598,381	158,394	439,987
1980 and 1989	351,119	21,221	329,898	174,117	155,781
Before 1980	487,699	55,940	431,759	341,344	90,415
Total	1,766,078	113,255	1,652,823	689,714	963,109

Source : Census Bureau, American Community Survey 2004

Household Languages

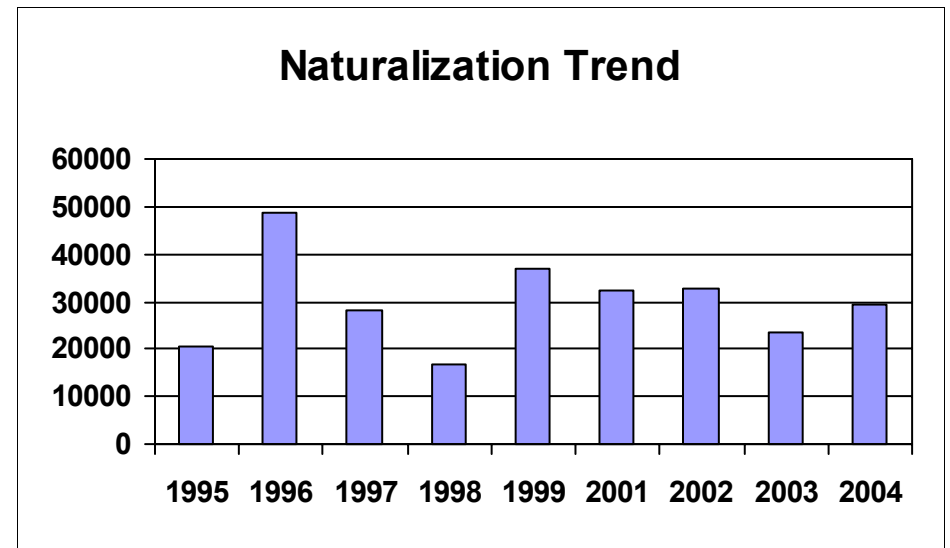
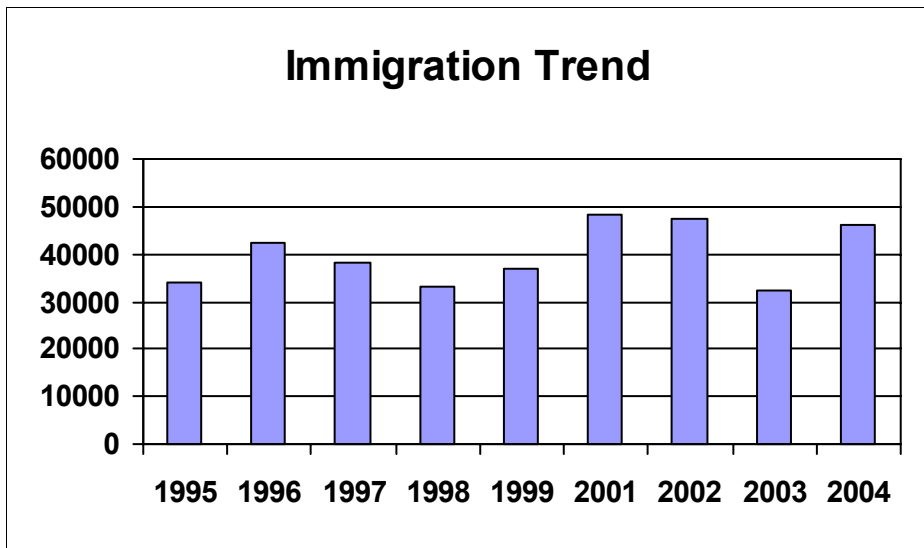
Main Language	Total Household	Linguistically Isolated	Not Linguistically Isolated
English	3,729,672		
Spanish	479,097	139,659	339,438
Indo-European Languages excluding English	299,223	67,605	231,618
Asian and Pacific Island Languages	115,193	29,312	85,881
Other Languages	36,606	5,210	31,396
Total	4,659,791		

Source : Census Bureau, American Community Survey 2004

Immigration and Naturalization Trend in Illinois

Year	Admitted Immigrants	Naturalization
1995	33,898	20,694
1996	42,517	48,746
1997	38,128	28,096
1998	33,163	16,804
1999	36,971	36,742
2001	48,296	32,390
2002	47,235	32,636
2003	32,488	23,425
2004	46,314	29,432

Source : Office of Immigration Statistic, 2004 Yearbook of Immigration Statistics



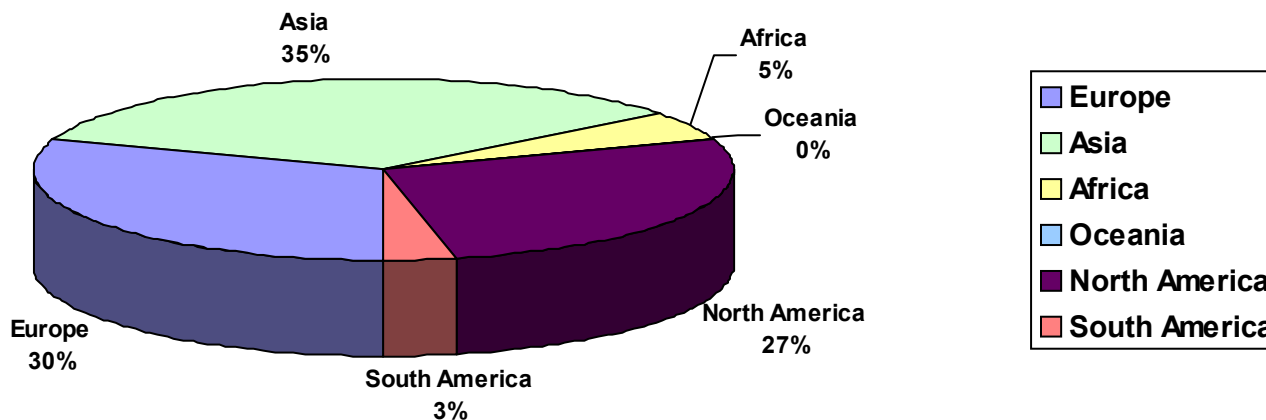
Illinois Immigrants in 2004 by Country of Birth

Total : 46,314

Europe		Asia		Africa		Oceania		North America		South America	
Poland	5,932	India	5,450	Nigeria	537	Australia	79	Mexico	10,412	Colombia	398
Ukraine	1,201	Philippines	2,562	Ghana	202	New Zealand	32	Canada	556	Ecuador	330
Lithuania	1,008	China, People's Republic	2,216	Ethiopia	181	Fiji	5	Guatemala	507	Peru	244
Bulgaria	826	Pakistan	974	Morocco	169			Jamaica	205	Brazil	201
Bosnia-Herzegovina	767	Korea	946	Egypt	156			El Salvador	166	Argentina	110
Russia	612	Vietnam	567	Togo	151			Cuba	135	Venezuela	102
United Kingdom	536	Jordan	494	South Africa	125			Honduras	121	Chile	47
Romania	479	Japan	269	Sudan	111			Haiti	95	Bolivia	25
Serbia and Montenegro	396	Iraq	239	Kenya	70			Dominican Republic	81	Guyana	16
Germany	264	Iran	236	Cameroon	59			Belize	68	Uruguay	8

Source : Office of Immigration Statistics, 2004 Yearbook of Immigration Statistics

Illinois Immigrants by Region



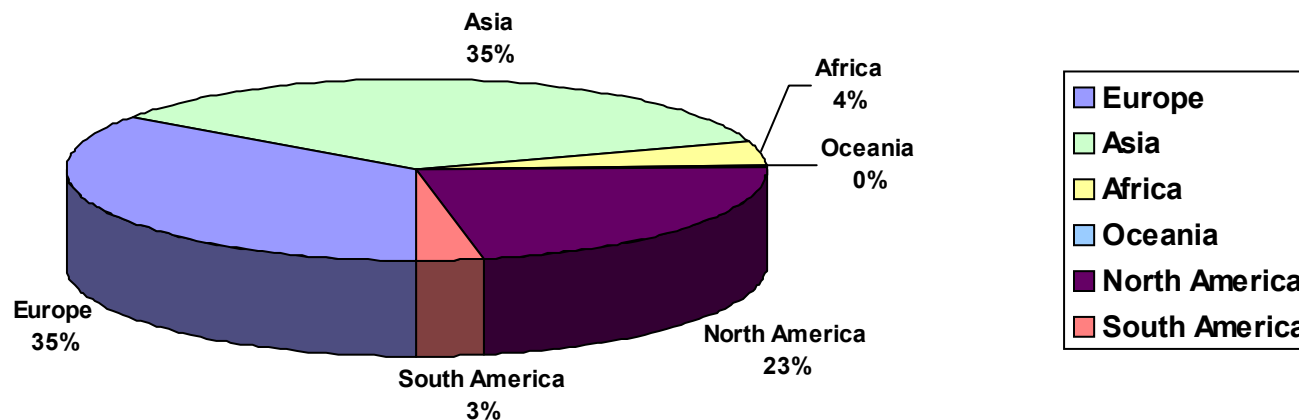
Illinois Naturalization in 2004 by Country of Birth

Total : 29,432

Europe		Asia		Africa		Oceania		North America		South America	
Poland	4,409	India	3,436	Nigeria	435	Australia	27	Mexico	5,207	Ecuador	320
Bosnia-Herzegovina	990	Philippines	1,604	Ghana	165	New Zealand	9	Guatemala	355	Colombia	207
Bulgaria	599	China, People's Republic	909	Egypt	98			Canada	210	Peru	134
Soviet Union, former	590	Korea	733	Ethiopia	93			Jamaica	185	Brazil	65
Romania	571	Pakistan	690	Morocco	67			El Salvador	139	Venezuela	46
Ukraine	415	Vietnam	605	Sudan	42			Honduras	94	Argentina	42
Serbia and Montenegro	385	Jordan	332	Liberia	37			Cuba	87	Chile	28
Lithuania	347	Iraq	299	South Africa	32			Haiti	76	Bolivia	21
Albania	280	Iran	202	Kenya	32			Belize	72	Guyana	17
Russia	226	Syria	178	Algeria	31			Dominican Republic	62	Uruguay	4

Source : Office of Immigration Statistice, 2004 Yearbook of Immigration Statistics

Illinois Naturalization by Region



Nonimmigrant Visitors to Illinois

	2001	2002	2003	2004
All classes	750,064	624,546	686,079	690,173
Foreign government officials	2,567	2,832	2,983	2,932
Temporary visitors for business		174,249	182,802	184,758
Temporary visitors for pleasure		349,534	402,886	404,486
Transit aliens	758	698	833	767
Treaty traders and investors	7,570	7,097	7,167	7,439
Students	24,033	23,663	23,961	24,064
Spouses and children of students	1,893	1,948	2,172	1,848
Temporary workers and trainees	20,342	18,783	18,118	18,765
Spouses and children of temporary workers and trainees	6,501	5,681	5,155	4,742
International representatives	174	196	135	190
Representatives of foreign information media	535	448	665	554
Exchange visitors	13,429	12,359	12,160	11,734
Spouses and children of exchange visitors	2,171	1,841	1,594	1,489
Fiances of U.S. citizens	920	1,071	881	1,027
Intracompany transferees	12,963	11,897	11,187	12,198
Spouses and children of intracompany transferees	5,483	5,004	4,761	5,368
NATO officials	125	70	91	78
North American Free-Trade Agreement workers	2,944	2,250	1,709	2,204
Spouses and children of North American Free- Trade workers	658	455	341	316

Source : Office of Immigration Statistice, 2004 Yearbook of Immigration Statistics

Illinois Exports by Product*

Unit: \$ million

	2002		2003		2004		2005		% Change, 2004-2005**
		(%)		(%)		(%)		(%)	
Total Illinois Exports and % Share of U.S. Total	25,686	3.7	26,473	3.7	30,214	3.7	35,868	4.0	18.7
Total, Top 25 Commodities and % Share of State Total	6,583	25.6	7,040	26.6	8,656	28.6	11,688	32.6	35.0
1 Parts and attachments for derricks	484	1.9	731	2.8	992	3.3	1,608	4.5	62.1
2 Dumpers designed for off-highway use	437	1.7	537	2.0	883	2.9	1,365	3.8	54.6
3 Compression-ignition internal combustion piston engine	572	2.2	486	1.8	618	2.0	1,137	3.2	84.2
4 Retail packs of measured dose medication	312	1.2	375	1.4	488	1.6	584	1.6	19.6
5 Medium spark-ignition passenger vehicles	639	2.5	396	1.5	572	1.9	557	1.6	-2.7
6 Natural uranium and compounds, alloys and ceramics	0	0.0	103	0.4	322	1.1	544	1.5	69.0
7 Self-propelled mechanical front-end shovel loaders	231	0.9	322	1.2	381	1.3	486	1.4	27.6
8 Transmission apparatus incorporating reception apparatus	497	1.9	290	1.1	437	1.4	481	1.3	10.0
9 Non-pharmaceutical composite diagnostic/lab reagents	345	1.3	377	1.4	432	1.4	444	1.2	2.8
10 Parts and accessories of motor vehicles	640	2.5	604	2.3	545	1.8	426	1.2	-21.8
11 Natural gas	29	0.1	106	0.4	107	0.4	340	0.9	217.5
12 Track-laying tractors	202	0.8	184	0.7	277	0.9	337	0.9	21.6
13 Parts and accessories of bodies of motor vehicles	297	1.2	425	1.6	338	1.1	321	0.9	-5.0
14 Spark-ignition reciprocating internal combustion piston engine	286	1.1	293	1.1	310	1.0	305	0.8	-1.7
15 Digital monolithic integrated circuits	259	1.0	197	0.7	247	0.8	295	0.8	19.5
16 Controls with electrical apparatus	191	0.7	216	0.8	206	0.7	279	0.8	35.5
17 Generating set with compression-ignition	86	0.3	157	0.6	69	0.2	259	0.7	275.2
18 Parts of airplanes or helicopters	187	0.7	174	0.7	225	0.7	259	0.7	15.0
19 Electro-diagnostic apparatus, and parts	65	0.3	146	0.6	171	0.6	254	0.7	48.5
20 Combine harvester-threshers	204	0.8	245	0.9	283	0.9	249	0.7	-12.0
21 Fertilizers	76	0.3	76	0.3	66	0.2	240	0.7	262.0
22 Marine compression-ignition combustion piston engine	73	0.3	30	0.1	57	0.2	239	0.7	318.9
23 Antisera and other blood fractions	88	0.3	107	0.4	47	0.2	236	0.7	403.5
24 Parts for transmission apparatus for radar, radio, and TV	208	0.8	207	0.8	177	0.6	229	0.6	29.4
25 Compression-ignition internal combustion piston engine	174	0.7	257	1.0	406	1.3	214	0.6	-47.3

Source : Census Bureau

* The U.S. Census Bureau assigns detailed names to export products. For example, products listed as digital monolithic integrated circuits are essentially semiconductors. To maintain the integrity of government's export records, this report follows the terminology used by the Census.

** (Z) means over 500% growth.

Illinois Exports by Trading Partner Country

Unit: \$ million

	2002		2003		2004		2005		% Change, 2004-2005*
		(%)		(%)		(%)		(%)	
Total Illinois Exports and % Share of U.S. Total	25,686	3.7	26,473	3.7	30,214	3.7	35,868	4.0	18.7
Total, Top 25 Countries and % Share of State Total	23,257	90.5	23,771	89.8	26,981	89.3	32,092	89.5	18.9
1 Canada	8,175	31.8	8,559	32.3	9,282	30.7	10,865	30.3	17.1
2 Mexico	2,103	8.2	2,153	8.1	2,417	8.0	2,884	8.0	19.3
3 Japan	2,090	8.1	1,964	7.4	1,856	6.1	2,001	5.6	7.8
4 United Kingdom	1,605	6.2	1,544	5.8	1,859	6.2	1,851	5.2	-0.4
5 Federal Republic of Germany	1,176	4.6	1,209	4.6	1,420	4.7	1,781	5.0	25.4
6 Australia	910	3.5	925	3.5	1,325	4.4	1,551	4.3	17.1
7 Belgium	876	3.4	825	3.1	931	3.1	1,313	3.7	41.0
8 Netherlands	728	2.8	786	3.0	1,025	3.4	1,236	3.4	20.6
9 China	661	2.6	794	3.0	923	3.1	1,196	3.3	29.6
10 Brazil	745	2.9	697	2.6	811	2.7	1,108	3.1	36.6
11 Singapore	618	2.4	629	2.4	736	2.4	985	2.7	33.8
12 France	623	2.4	679	2.6	732	2.4	835	2.3	14.0
13 Taiwan	289	1.1	294	1.1	400	1.3	544	1.5	35.9
14 Korea, South	479	1.9	425	1.6	475	1.6	542	1.5	14.0
15 Hong Kong	452	1.8	412	1.6	516	1.7	493	1.4	-4.4
16 India	266	1.0	230	0.9	275	0.9	438	1.2	59.3
17 Chile	147	0.6	170	0.6	258	0.9	380	1.1	47.3
18 Italy	298	1.2	309	1.2	352	1.2	371	1.0	5.5
19 South Africa	223	0.9	225	0.8	283	0.9	370	1.0	30.7
20 Spain	220	0.9	238	0.9	248	0.8	280	0.8	12.8
21 Saudi Arabia	190	0.7	161	0.6	170	0.6	238	0.7	40.0
22 Malaysia	198	0.8	227	0.9	261	0.9	233	0.6	-10.9
23 Indonesia	75	0.3	98	0.4	176	0.6	207	0.6	17.8
24 Argentina	53	0.2	151	0.6	158	0.5	196	0.5	24.1
25 Turkey	57	0.2	68	0.3	91	0.3	194	0.5	113.3

Source : Census Bureau

* (Z) means over 500% growth.