

Business Data for Engaging in International Real Estate Transactions in Arizona

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Produced By: NAR Research

An abstract graphic at the bottom of the page consists of several overlapping, semi-transparent geometric planes in shades of blue and grey, creating a layered, architectural effect.

Introduction

Today, we are living in the global marketplace. The international transactions in the production and consumption of goods and services are ever growing. In 2007, the U.S. exported \$ 1,163 billion and imported \$1,954 billion. Both expanded over 11% during the past several years, which is far beyond of domestic transactions growth. With the expansion of international trade, the flow of people across borders has also increased fast, and therefore, the demand for real estate in both residential and commercial sectors has been on the rise.

The purpose of this report is to present recent economic data related to international business activity directly associated with Arizona and explore the possible opportunities in real estate business in today's global economy with foreign nationals, foreign companies and foreign referral counterparts.

Non-immigrant visitors to Arizona

In 2007, total of 934,518 non-immigrant aliens came into Arizona. Those in some selected categories are;

- 782,278 temporary visitors for pleasure
- 68,459 temporary visitors for business
- 2,596 treaty traders and investors
- 12,982 foreign students and dependant families
- 39,537 temporary foreign workers, trainees and dependant families
- 3,469 NAFTA professional workers and dependant families

Obviously many of them will need rental housing, second homes, or commercial properties in Arizona. A recent study of *The 2008 National Association of REALTORS® Profile of international Home Buying Activity*¹ shows that about 3 percent of entire home sales involved foreign buyers in the nationwide. The percentage of foreign buyer's participation varies according to state. For example, over 9 % of all home sales transactions involve international buyers in Florida which has been the most popular destination of home buyers from abroad. Although Arizona may not witness such high volume of international transactions as in Florida, there are still enough foreigners arriving in the state to make an impact on overall real estate transactions.

¹ NAR conducted a survey of REALTORS® in 2008 to better understand the extent of non-U.S. resident homebuyers, why those buyers purchased U.S. homes, and what types of properties they bought and for what purpose. Of the REALTORS® who participated in the survey, 13 percent reported that they did at least one home sale transaction with international buyers.

Foreign Direct Investment Establishment in Arizona

A U.S. affiliate is a U.S. business enterprise that is owned 10 percent or more, directly or indirectly, by a foreign person. As of 2002, there are total of 118,588 U.S. affiliates of foreign companies in the nationwide. This is increased by 12% compared to 5 years before. In Arizona alone, there are 2,002 companies in this category. They contribute local real estate industry by purchasing or renting commercial real estate properties for their business. In addition, the frequent flows of staff and their families from home countries will create housing demand.

U.S. Residents Looking for Homes Abroad

It is not only foreigners that will significantly impact international home buying. Many U.S. residents will require a home abroad. Exports of products to Mexico and Malaysia from Arizona were \$ 5,236 million and \$ 539 million, respectively, in the past year. Third on the list of countries where Arizona products are exported is Canada. The increase in Arizona exports may lead locally based companies to establish company representatives and sales personnel in those countries. Arizona real estate professionals may decide that it's time to set up referral networks with counterparts in Mexico, Malaysia and Canada.

Computers & Electronic Prod. and Transportation Equipment were the top export industries in Arizona. Those two industries combined account 56% of the entire exports from Arizona. 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.

Immigration and Naturalization in Arizona

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 20 million people since year 2000. The strong increase in immigration added 8 million people, and resulted nearly 40 percent of the rise in U.S. population since 2000.

In Arizona, 12,091 newly admitted legal immigrants arrived in 2007. The largest group came from Mexico (8,048). Other top countries of origin include:

- Philippines (862)
- India (726)
- China, People's Republic (565)
- Vietnam (449)

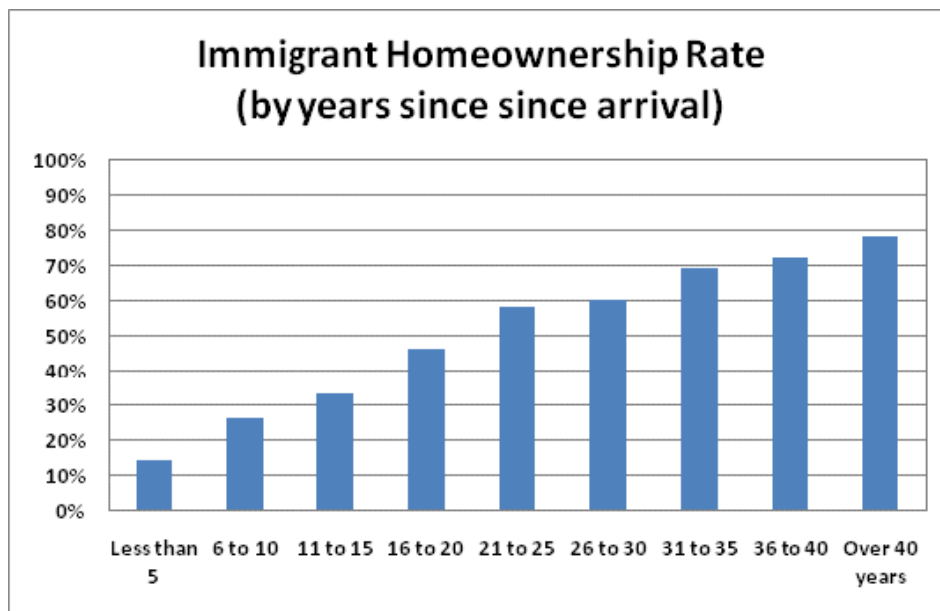
Real estate professionals may want to consider assisting, participating or setting up a network partner with these communities to open up business opportunities. In 2007, 12,091 immigrants to Arizona became U.S. citizens. Natives of Mexico led with the highest number (5,948) of newly naturalized citizens in the state last year. Other top countries represented include:

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

- Philippines (527)
- India (497)
- Vietnam (423)
- Canada (315)

As of 2007 there are 294,541 (4.6% of the state population) of naturalized citizens and 697,043 non-citizens (11.0% of the state population) in Arizona. 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

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.



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.

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. Larger number of people translates into more housing demand.

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 75 partner associations in more than 56 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 – <http://www.realtor.org/international>
- **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, <http://www.realtor.org/international>
- **Expand Your Market Course** – Turn-key course to introduce agents/brokers to the global real estate market. They are eligible for continuing education approval. More information is available at <http://www.realtor.org/cipshome.nsf/pages/eym>
- **International Real Estate Report** (Electronic Newsletter) – Available free to any NAR member. You may review all the current and past reports at <http://www.realtor.org/cipshome.nsf/webreport> . To subscribe to this newsletter, please visit your Profile page at 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. You may download 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. You may find speaker contacts and deals directly with the speaker. Access the database at <http://www.realtor.org/cipshome.nsf/pages/speakers>

• **The International Consortium of Real Estate Associations (ICREA): NAR International Association Network** – NAR partners with 75 national associations in more than 56 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>

• **WorldProperties.com.** WorldProperties.com is backed by the International Consortium of Real Estate Associations (ICREA). Currently, it is comprised of 30+ leading national real estate organizations representing 2 million brokers/agents worldwide, each of whom adhere to a code of conduct. WorldProperties.com provides benefits to broker/agent members by assisting them in marketing and facilitating business in the global marketplace. WorldProperties.com assists consumers in locating properties outside their country and in finding a qualified real estate professional. Access www.WorldProperties.com

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 Arizona

| | Total Population | U.S. Born Citizen | Foreign Born (%) | Naturalized Citizen | Non-U.S. Citizen | |
|--------------|---------------------|----------------------|---------------------|------------------------|---------------------|----------------|
| Male | 3,173,292 | 2,652,084 | 521,208 | 16.4% | 137,559 | 383,649 |
| 18 and Over | 2,318,589 | 1,851,988 | 466,601 | 20.1% | 132,951 | 333,650 |
| Under 18 | 854,703 | 800,096 | 54,607 | 6.4% | 4,608 | 49,999 |
| Female | 3,165,463 | 2,695,087 | 470,376 | 14.9% | 156,982 | 313,394 |
| 18 and Over | 2,349,611 | 1,926,534 | 423,077 | 18.0% | 152,247 | 270,830 |
| Under 18 | 815,852 | 768,553 | 47,299 | 5.8% | 4,735 | 42,564 |
| Total | 6,338,755 | 5,347,171 | 991,584 | 15.6% | 294,541 | 697,043 |

Source: Census Bureau, American Community Survey 2007

Foreign Born Population in Arizona by Year of Entry

| | Total Population | U.S. Born Citizen | Foreign Born | Naturalized Citizen | Non-U.S. Citizen |
|----------------------|---------------------|----------------------|----------------|------------------------|---------------------|
| 2000 or later | 343,000 | 8,950 | 334,050 | 15,974 | 318,076 |
| 1990 to 1999 | 315,447 | 10,779 | 304,668 | 65,881 | 238,787 |
| Entered 1980 to 1989 | 180,179 | 12,148 | 168,031 | 78,264 | 89,767 |
| Entered before 1980 | 217,473 | 32,638 | 184,835 | 134,422 | 50,413 |
| Total | 1,056,099 | 64,515 | 991,584 | 294,541 | 697,043 |

Source: Census Bureau, American Community Survey 2007

Main Languages Spoken in Households

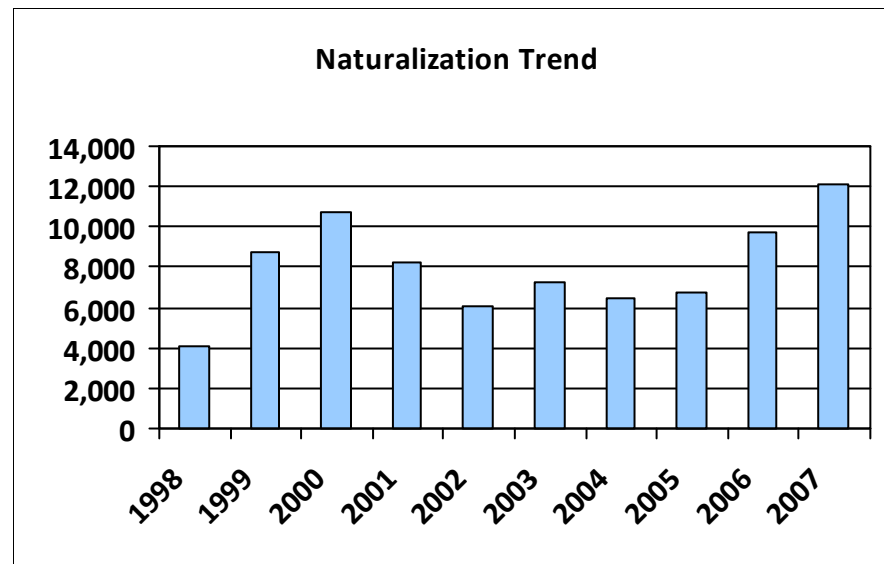
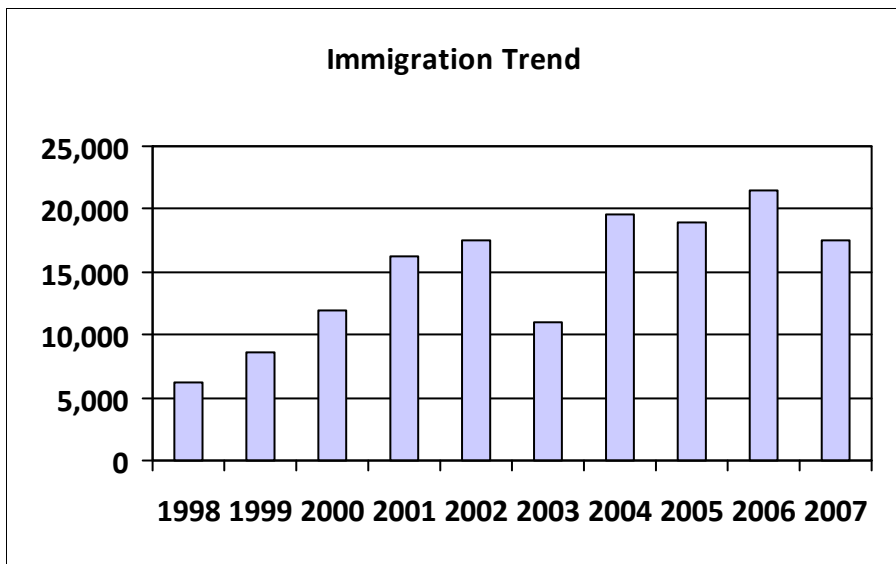
| Main Language | Total Household | Linguistically Isolated | Not Linguistically Isolated |
|---------------|--------------------|----------------------------|--------------------------------|
| English | 1,632,748 | | |
| Spanish | 446,139 | 131,389 | 314,750 |
| Indo-European | 71,925 | 8,751 | 63,174 |
| Asian-Pacific | 43,258 | 10,063 | 33,195 |
| Other | 57,476 | 8,207 | 49,269 |
| Total | 2,251,546 | 158,410 | 460,388 |

Source: Census Bureau, American Community Survey 2007

Immigration and Naturalization Trend in Arizona

| Year | Admitted Immigrants | Naturalization |
|------|---------------------|----------------|
| 1998 | 6,177 | 4,098 |
| 1999 | 8,651 | 8,724 |
| 2000 | 11,935 | 10,746 |
| 2001 | 16,197 | 8,239 |
| 2002 | 17,588 | 6,064 |
| 2003 | 10,955 | 7,218 |
| 2004 | 19,507 | 6,500 |
| 2005 | 18,986 | 6,785 |
| 2006 | 21,529 | 9,707 |
| 2007 | 17,528 | 12,091 |

Source: Department of Homeland Security, Yearbook of Immigration Statistics: 2007

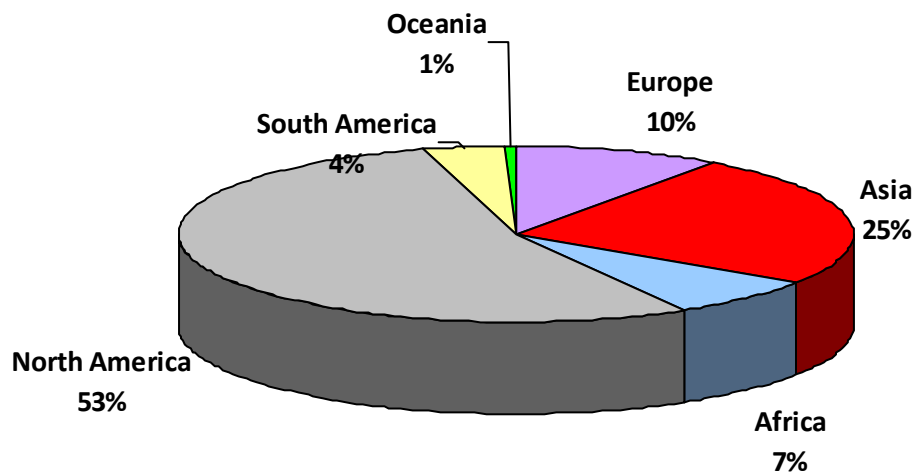


2007 Immigration to Arizona by Country of Birth

| | | | | | | | | | | Total | 17,528 |
|----------------------|--------------|-------------|--------------|---------------|--------------|----------------------|--------------|----------------------|------------|----------------|-----------|
| Europe | 1,745 | Asia | 4,291 | Africa | 1,250 | North America | 9,463 | South America | 663 | Oceania | 91 |
| United Kingdom | 300 | Philippines | 862 | Somalia | 198 | Mexico | 8,048 | Colombia | 183 | Australia | 56 |
| Romania | 213 | India | 726 | Kenya | 195 | Canada | 441 | Peru | 135 | New Zealand | 18 |
| Russia | 158 | China | 565 | Ethiopia | 151 | Cuba | 335 | Brazil | 112 | Fiji | 9 |
| Germany | 143 | Vietnam | 449 | Sudan | 113 | Guatemala | 208 | Venezuela | 54 | Tonga | 4 |
| Poland | 87 | Korea | 256 | Nigeria | 96 | El Salvador | 153 | Chile | 47 | Samoa | 3 |
| Ukraine | 83 | Iran | 153 | South Africa | 70 | Honduras | 73 | Ecuador | 46 | | |
| Bulgaria | 67 | Iraq | 126 | Egypt | 58 | Dominican Republic | 47 | Argentina | 36 | | |
| Soviet Union, frm | 67 | Thailand | 97 | Ghana | 39 | Costa Rica | 31 | Bolivia | 15 | | |
| Bosnia - Herzegovina | 64 | Afghanistan | 94 | Morocco | 39 | Jamaica | 28 | Uruguay | 14 | | |

Source: Department of Homeland Security, Yearbook of Immigration Statistics: 2007

2007 Immigration to Arizona by Origination Region

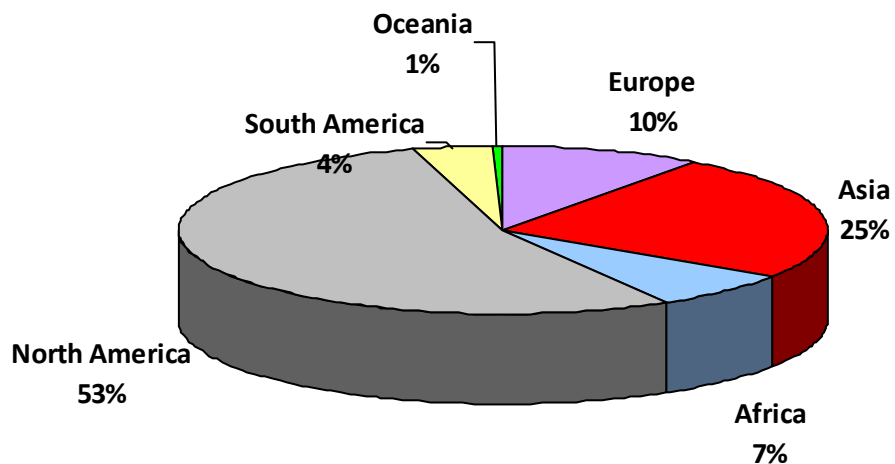


2007 Naturalization in Arizona by Country of Birth

| | | | | | | | | | | Total | 12,091 |
|----------------------|--------------|-------------|--------------|---------------|------------|----------------------|--------------|----------------------|------------|----------------|-----------|
| Europe | 1,516 | Asia | 2,733 | Africa | 567 | North America | 6,831 | South America | 377 | Oceania | 63 |
| Bosnia - Herzegovina | 291 | Philippines | 527 | Sudan | 111 | Mexico | 5,948 | Colombia | 93 | Australia | 30 |
| United Kingdom | 195 | India | 497 | South Africa | 60 | Canada | 315 | Peru | 84 | New Zealand | 15 |
| Romania | 151 | Vietnam | 423 | Somalia | 54 | El Salvador | 162 | Brazil | 70 | Tonga | 7 |
| Serbia - Montenegro | 103 | China | 236 | Ethiopia | 52 | Guatemala | 118 | Venezuela | 35 | Fiji | 6 |
| Germany | 91 | Iran | 165 | Nigeria | 49 | Nicaragua | 53 | Ecuador | 31 | Samoa | 3 |
| Russia | 83 | Korea | 128 | Egypt | 40 | Cuba | 49 | Argentina | 22 | | |
| Poland | 82 | Iraq | 120 | Kenya | 21 | Honduras | 45 | Chile | 17 | | |
| Croatia | 63 | Taiwan | 71 | Sierra Leone | 21 | Panama | 26 | Bolivia | 11 | | |
| Ukraine | 58 | Afghanistan | 68 | Morocco | 18 | Dominican Republic | 23 | Guyana | 7 | | |

Source: Department of Homeland Security, Yearbook of Immigration Statistics: 2007

2007 Naturalization in Arizona by Origination Region



Nonimmigrant Visitors to Arizona

| | 2005 | 2006 | 2007 |
|-------------------------------------------------------------|----------------|----------------|----------------|
| Total | 571,874 | 769,491 | 934,518 |
| Foreign government officials and families | 1,911 | 2,222 | 2,347 |
| Temporary visitors: for business | 53,816 | 59,827 | 68,459 |
| Temporary visitors: for pleasure | 481,352 | 656,061 | 782,278 |
| Transit aliens | 181 | 230 | 299 |
| Treaty traders and investors | 1,860 | 2,443 | 2,596 |
| Students and dependant family | 8,012 | 10,344 | 12,982 |
| Representatives to international organizations and families | 65 | 60 | 125 |
| Temporary workers and trainees, dependent family | 7,019 | 16,897 | 39,537 |
| Representatives of foreign information media and families | 429 | 577 | 631 |
| Students and exchange visitors, and dependant family | 3,990 | 4,916 | 5,840 |
| Fiances/spouses of U.S. citizens and their children | 1,033 | 1,158 | 1,426 |
| Intracompany transferees and dependant family | 3,158 | 3,943 | 5,043 |
| Vocational students and dependant family | 2,377 | 3,288 | 4,228 |
| NATO officials and families | 3 | 306 | 386 |
| NAFTA professional workers and dependant family | 1,850 | 2,846 | 3,469 |
| Fiances/spouses of permanent residents and their children | 1,078 | 3,043 | 2,734 |
| All other classes | 1,570 | 1,325 | 2,133 |

Source: Department of Homeland Security, Yearbook of Immigration Statistics: 2007

Foreign Direct Investment Established in Arizona

| | U.S. | Arizona |
|-------------------------------------------|--------|---------|
| All industries | 118588 | 2002 |
| Mining | 1107 | 22 |
| Utilities | 815 | 4 |
| Construction | 1082 | 27 |
| Manufacturing | 10322 | 124 |
| Wholesale trade | 15798 | 279 |
| Retail trade | 30540 | 528 |
| Transportation and warehousing | 5468 | 82 |
| Information | 5046 | 98 |
| Finance: Depository credit intermediation | 3263 | 5 |
| Finance: Insurance | 3709 | 58 |
| Real estate and rental and leasing | 1890 | 34 |
| Professional and technical services | 4275 | 84 |
| Accommodation and food services | 15255 | 340 |
| Other | 16824 | 264 |

Source: Department of Commerce, Foreign Direct Investment in the United States Establishment Data for 2002

Arizona Exports by Product

(Unit: \$1,000)

| | 2004 | (%)* | 2005 | (%) | 2006 | (%) | 2007 | (%) | % Change, ** 2006-2007 |
|---------------------------------|-------------------|-------------|-------------------|-------------|-------------------|-------------|-------------------|-------------|---------------------------|
| Arizona Exports Total | 13,422,913 | 1.6% | 14,949,570 | 1.7% | 18,287,398 | 1.8% | 19,185,647 | 1.7% | 1.7% |
| Computers & Electronic Prod. | 5,635,045 | 42.0% | 6,080,096 | 40.7% | 7,690,151 | 42.1% | 7,615,467 | 39.7% | 39.7% |
| Transportation Equipment | 2,518,055 | 18.8% | 2,494,905 | 16.7% | 2,822,855 | 15.4% | 3,124,360 | 16.3% | 16.3% |
| Elec. Eq., Appliances & Parts | 826,166 | 6.2% | 1,167,486 | 7.8% | 1,435,188 | 7.8% | 1,666,373 | 8.7% | 8.7% |
| Machinery Manufactures | 1,087,147 | 8.1% | 1,029,123 | 6.9% | 1,221,272 | 6.7% | 1,301,927 | 6.8% | 6.8% |
| Mining | 11,952 | 0.1% | 464,890 | 3.1% | 837,042 | 4.6% | 743,209 | 3.9% | 3.9% |
| Crop Production | 456,423 | 3.4% | 438,784 | 2.9% | 511,127 | 2.8% | 678,369 | 3.5% | 3.5% |
| Fabricated Metal Products | 521,451 | 3.9% | 514,922 | 3.4% | 689,043 | 3.8% | 643,683 | 3.4% | 3.4% |
| Primary Metal Manufactures | 206,046 | 1.5% | 318,631 | 2.1% | 469,263 | 2.6% | 609,213 | 3.2% | 3.2% |
| Chemical Manufactures | 294,395 | 2.2% | 454,167 | 3.0% | 454,837 | 2.5% | 465,451 | 2.4% | 2.4% |
| Plastic & Rubber Products | 421,217 | 3.1% | 439,815 | 2.9% | 461,754 | 2.5% | 450,087 | 2.3% | 2.3% |
| Waste & Scrap | 57,368 | 0.4% | 78,767 | 0.5% | 187,331 | 1.0% | 406,463 | 2.1% | 2.1% |
| Misc. Manufactures | 430,529 | 3.2% | 492,237 | 3.3% | 476,819 | 2.6% | 347,780 | 1.8% | 1.8% |
| Processed Foods | 267,811 | 2.0% | 243,596 | 1.6% | 245,193 | 1.3% | 329,468 | 1.7% | 1.7% |
| Paper Products | 192,993 | 1.4% | 230,032 | 1.5% | 242,785 | 1.3% | 244,241 | 1.3% | 1.3% |
| Spec. Classification Provisions | 224,622 | 1.7% | 191,154 | 1.3% | 201,570 | 1.1% | 185,654 | 1.0% | 1.0% |
| Fabric Mill Products | 76,572 | 0.6% | 96,766 | 0.6% | 99,256 | 0.5% | 91,768 | 0.5% | 0.5% |
| Printing & Related Products | 30,752 | 0.2% | 35,624 | 0.2% | 41,795 | 0.2% | 55,318 | 0.3% | 0.3% |
| Used Merchandise | 29,171 | 0.2% | 27,637 | 0.2% | 42,079 | 0.2% | 52,539 | 0.3% | 0.3% |
| Non-Metallic Mineral Mfgs. | 20,610 | 0.2% | 28,633 | 0.2% | 33,857 | 0.2% | 31,876 | 0.2% | 0.2% |
| Furniture & Related Products | 17,515 | 0.1% | 22,974 | 0.2% | 31,771 | 0.2% | 27,447 | 0.1% | 0.1% |
| Wood Products | 25,336 | 0.2% | 29,378 | 0.2% | 24,007 | 0.1% | 27,274 | 0.1% | 0.1% |
| Petroleum & Coal Products | 6,537 | 0.0% | 8,821 | 0.1% | 7,703 | 0.0% | 23,276 | 0.1% | 0.1% |
| Non-Apparel Textile Products | 16,202 | 0.1% | 19,687 | 0.1% | 23,371 | 0.1% | 17,715 | 0.1% | 0.1% |
| Beverage & Tobacco Products | 4,084 | 0.0% | 6,860 | 0.0% | 9,642 | 0.1% | 12,614 | 0.1% | 0.1% |
| Apparel Manufactures | 21,031 | 0.2% | 17,819 | 0.1% | 11,284 | 0.1% | 10,670 | 0.1% | 0.1% |

Source: Department of Commerce, State by State Exports: 2007

* % of State export total is the share of entire U.S. export, and others are shares of state export.

** (Z) means that % change is greater than 500%, and (-) means that the product is a new export.

Arizona Exports by Trading Partner Countries

(Unit: \$1,000)

| | 2004 | (%)* | 2005 | (%) | 2006 | (%) | 2007 | (%) | % Change,** 2006-2007 |
|--------------------|-------------------|-------------|-------------------|-------------|-------------------|-------------|-------------------|-------------|--------------------------|
| World Total | 13,422,913 | 1.6% | 14,949,570 | 1.7% | 18,287,398 | 1.8% | 19,185,647 | 1.7% | 1.7% |
| Mexico | 3,794,138 | 28.3% | 4,757,299 | 31.8% | 5,370,626 | 29.4% | 5,235,839 | 27.3% | 27.3% |
| Malaysia | 744,014 | 5.5% | 778,635 | 5.2% | 807,940 | 4.4% | 539,264 | 2.8% | 2.8% |
| Canada | 1,386,488 | 10.3% | 1,614,745 | 10.8% | 1,841,228 | 10.1% | 2,143,462 | 11.2% | 11.2% |
| United Kingdom | 656,815 | 4.9% | 760,509 | 5.1% | 802,795 | 4.4% | 959,106 | 5.0% | 5.0% |
| Germany | 687,574 | 5.1% | 743,157 | 5.0% | 755,397 | 4.1% | 1,011,225 | 5.3% | 5.3% |
| France | 466,208 | 3.5% | 441,279 | 3.0% | 495,437 | 2.7% | 512,414 | 2.7% | 2.7% |
| China | 628,996 | 4.7% | 649,472 | 4.3% | 1,196,306 | 6.5% | 1,317,123 | 6.9% | 6.9% |
| Philippines | 232,435 | 1.7% | 136,149 | 0.9% | 236,655 | 1.3% | 179,389 | 0.9% | 0.9% |
| Taiwan | 326,600 | 2.4% | 229,635 | 1.5% | 380,848 | 2.1% | 576,981 | 3.0% | 3.0% |
| Singapore | 603,823 | 4.5% | 726,899 | 4.9% | 1,242,507 | 6.8% | 1,139,044 | 5.9% | 5.9% |
| Thailand | 440,244 | 3.3% | 519,655 | 3.5% | 443,901 | 2.4% | 492,746 | 2.6% | 2.6% |
| Japan | 439,796 | 3.3% | 514,879 | 3.4% | 685,844 | 3.8% | 716,624 | 3.7% | 3.7% |
| Hong Kong | 195,483 | 1.5% | 174,382 | 1.2% | 288,757 | 1.6% | 279,269 | 1.5% | 1.5% |
| South Korea | 224,969 | 1.7% | 149,359 | 1.0% | 198,754 | 1.1% | 446,498 | 2.3% | 2.3% |
| Switzerland | 212,609 | 1.6% | 228,770 | 1.5% | 158,718 | 0.9% | 74,664 | 0.4% | 0.4% |
| Australia | 172,105 | 1.3% | 154,917 | 1.0% | 176,342 | 1.0% | 180,508 | 0.9% | 0.9% |
| Costa Rica | 179,183 | 1.3% | 136,900 | 0.9% | 247,323 | 1.4% | 285,981 | 1.5% | 1.5% |
| Israel | 232,061 | 1.7% | 106,768 | 0.7% | 106,285 | 0.6% | 149,180 | 0.8% | 0.8% |
| Brazil | 154,248 | 1.1% | 106,190 | 0.7% | 155,071 | 0.8% | 278,315 | 1.5% | 1.5% |
| Netherlands | 137,063 | 1.0% | 526,634 | 3.5% | 792,416 | 4.3% | 487,470 | 2.5% | 2.5% |
| Ireland | 93,222 | 0.7% | 110,855 | 0.7% | 203,308 | 1.1% | 126,817 | 0.7% | 0.7% |
| Italy | 97,308 | 0.7% | 103,680 | 0.7% | 113,334 | 0.6% | 152,992 | 0.8% | 0.8% |
| India | 37,800 | 0.3% | 98,404 | 0.7% | 62,588 | 0.3% | 82,541 | 0.4% | 0.4% |
| Kuwait | 5,723 | 0.0% | 8,177 | 0.1% | 160,184 | 0.9% | 170,617 | 0.9% | 0.9% |
| Greece | 27,692 | 0.2% | 30,266 | 0.2% | 121,957 | 0.7% | 489,541 | 2.6% | 2.6% |

Source: Department of Commerce, State by State Exports: 2007

* % of State export total is the share of entire U.S. export, and others are shares of state export.

** (Z) means that % change is greater than 500%, and (-) means that this is a new partner.