



**INTERNATIONAL RESIDENTIAL TRANSACTIONS
OF LONG ISLAND BOARD OF REALTORS®
MEMBERS DURING APRIL 2020 - MARCH 2021**

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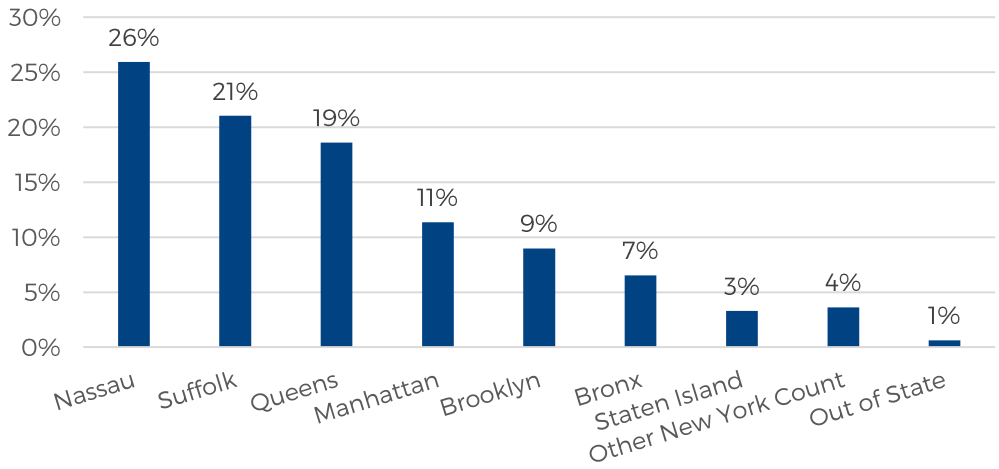
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About the Survey

Objective

The objective of this survey is to gather information about international residential real estate transactions of Long Island Board of REALTORS® (LIBOR) members during April 2020–March 2021 (referred to a “2021” in this report).

Primary Business Area of Respondents in the 2021 Survey



Respondents

The Long Island Board of REALTORS® sent out the survey to its 26,000 members from April 8 through May 31, 2021, of which 1,269 members responded to the survey. Among the respondents, 91 reported they had a foreign buyer and provided information about the characteristics of the client. The areas of Nassau, Suffolk, and Queens accounted for 66% of respondents.

- 21% of 739 respondents held a CIPS designation
- 37% of 677 respondents were a member of LIBOR’s global council, 33% were a member of New York’s global council, and 38% were members of NAR’s Global Business and Alliances Committee
- 7% of 976 respondents have been REALTORS® for less than one year

Who is an International Client?

In this study, the term *international or foreign client* refers to two types of non-U.S. citizens:

Non-resident (Type A): non-U.S. citizens who primarily reside outside the U.S. and who don't stay in the U.S. year-round.

Resident (Type B): non-U.S. citizens who reside in the U.S. on non-immigrant visas (e.g., diplomats, foreign students, foreign workers) or recent immigrants who have been in the U.S. for less than two years as of the time of the transaction.

SUMMARY

2021 Report Highlights

Dollar volume of foreign buyer purchases

\$614 million (2.6% of LIBOR home sales)

81% of foreign buyers resided in the United States (Type B)

Regions of origin of foreign buyers

Asia/Oceania (28%)

Latin America (13%)

Europe (7%)

North America (7%)

Africa (6%)

Country was not identified by the respondent (37%)

Top countries of origin of foreign buyers

China (15%)

Canada (7%)

Colombia (4%)

Australia (3%)

Italy (3%)

2021 Report Highlights

Destinations of foreign buyers

Manhattan (22%)

Nassau (22%)

Queens (20%)

Suffolk (17%)

Brooklyn (8%)

Bronx (3%)

Staten Island (3%)

Median price of home purchased

\$570,300 median purchase price among LIBOR foreign buyers

\$523,024 median price of LIBOR home sales

Financing

29% of foreign buyers paid all-cash

2021 Report Highlights

Intended Use

44% of foreign buyers purchased the property for vacation and/or rental use

Type of Property

49% of foreign buyers purchased a single-family detached property

Type of Area

52% of foreign buyers purchased a property in a suburban area

Location of property sold by international clients

Queens (29%)

Manhattan (20%)

Nassau (14%)

Brooklyn (14%)

Suffolk (9%)

Bronx (6%)

2021 Report Highlights

International business trends

88% of respondents COVID-19 had a negative impact on international transactions

20% of respondents worked with international clients, whether they bought a property or not

54% of respondents who had been in business for at least one year reported a decrease in international business in the past year

51% of respondents who had been in business for at least five years reported a decrease in international business in the past five years

Source of leads/referrals

67% of referrals/leads about foreign buyers were personal/business contacts or former clients

Percent of respondents who reported leasing transactions with clients from:

Asia/Oceania (21%)

North/Latin America (23%)

Europe (22%)

Africa (17%)

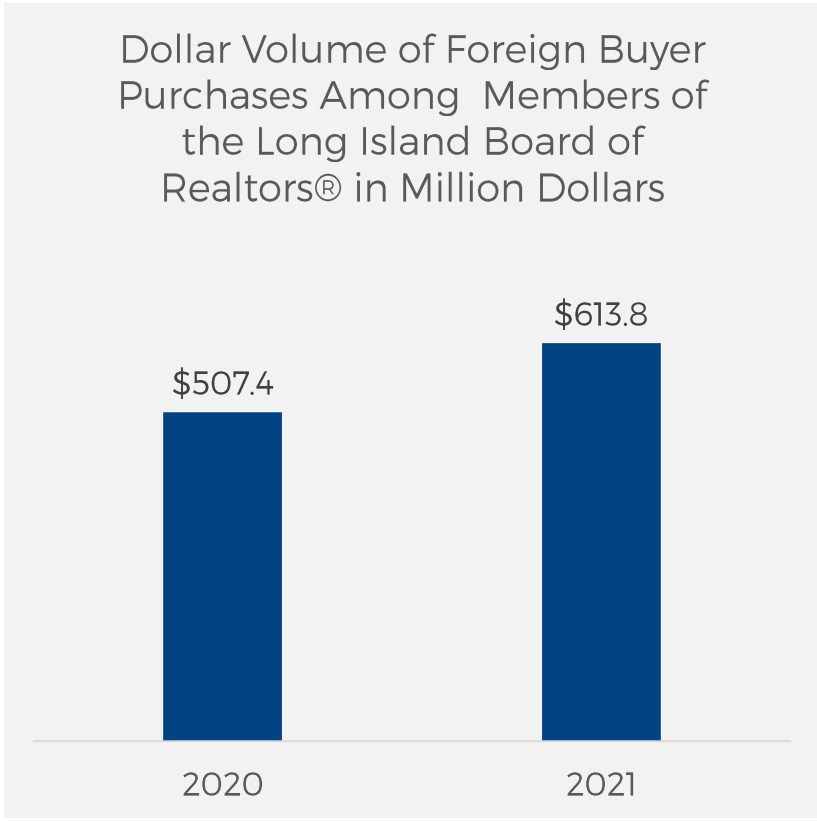
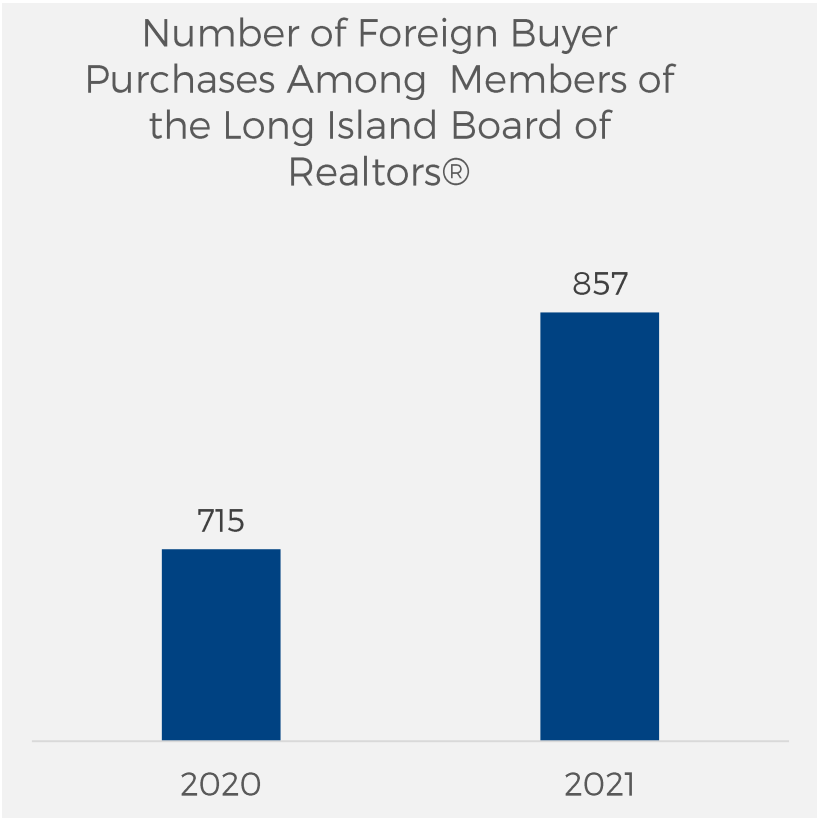
Not identified/unknown (16%)

U.S. clients seeking property abroad

49% of respondents had U.S. clients who were seeking to purchase property abroad, and nearly half referred or were able to help the client directly.

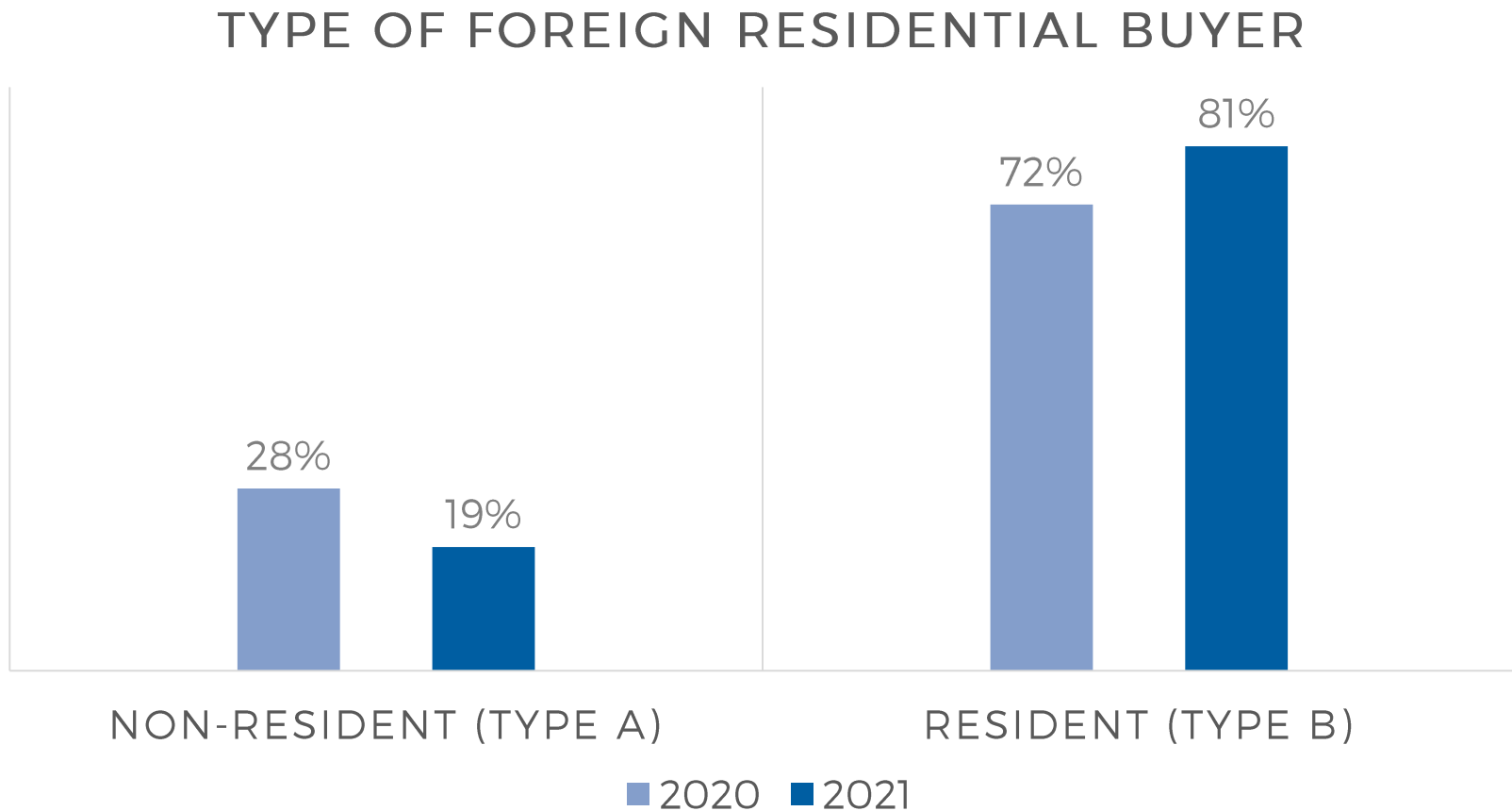
INTERNATIONAL RESIDENTIAL BUYERS

Foreign Buyer Purchases Increased to \$614 Million During April 2020-March 2021 (2.6% of LIBOR Market*)



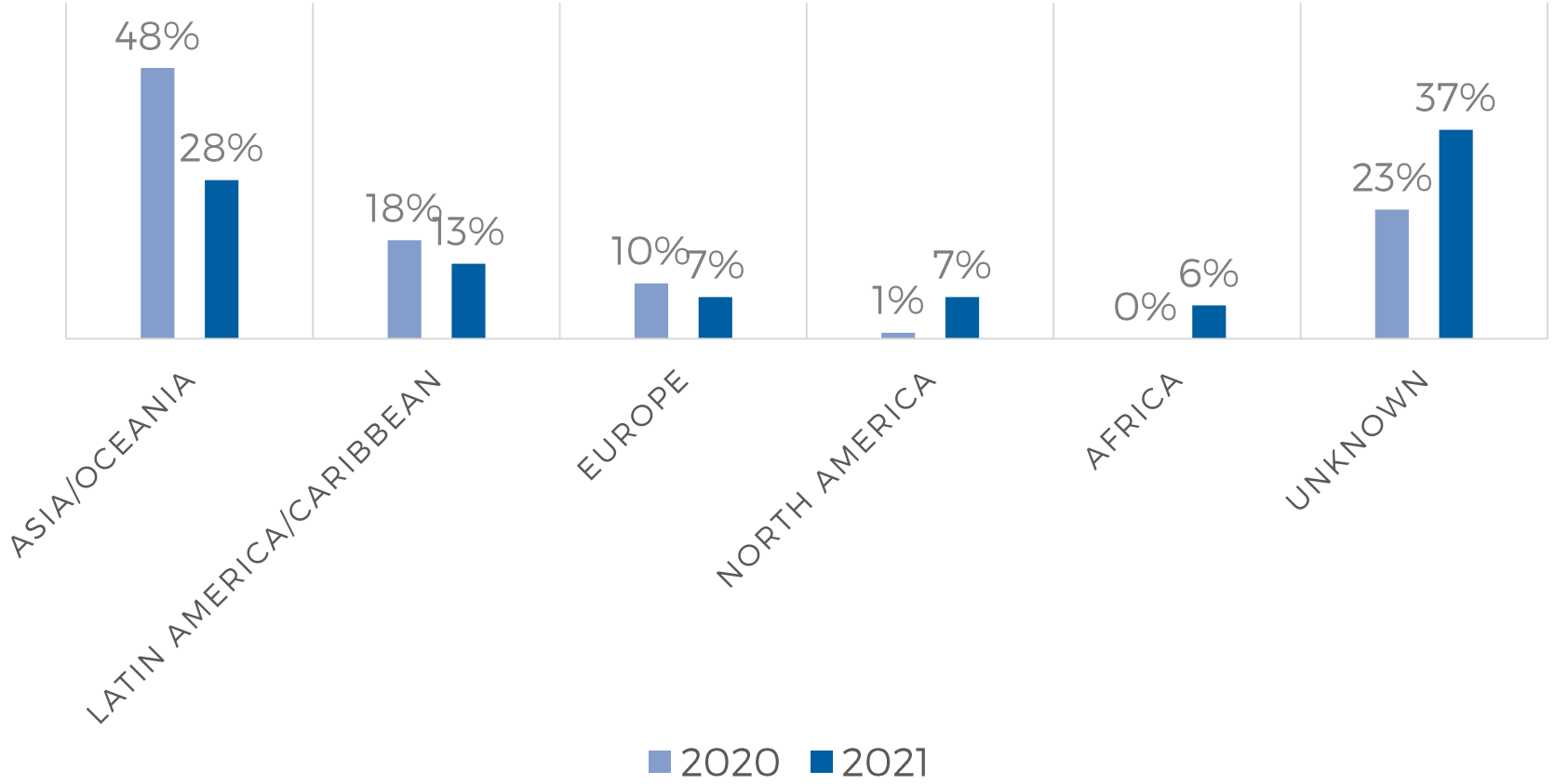
*Foreign buyer purchases accounted for 2.6% of total home sales of \$22.3 billion dollars and 2.4% of 35,837 transactions among of LIBOR members in the areas of Nassau, Suffolk, Queens, Brooklyn, Bronx, Manhattan, Staten Island, and Upstate New York during April 2020-March 2021 . NAR assumed that the share of foreign buyers to total number of home sales in the LIBOR market was the same as the share of foreign buyers in the state of New York based on the monthly Realtors® Confidence Index Survey of NAR.

Decline in Foreign Buyers Who Live Abroad (Type A) in the 2021 Survey

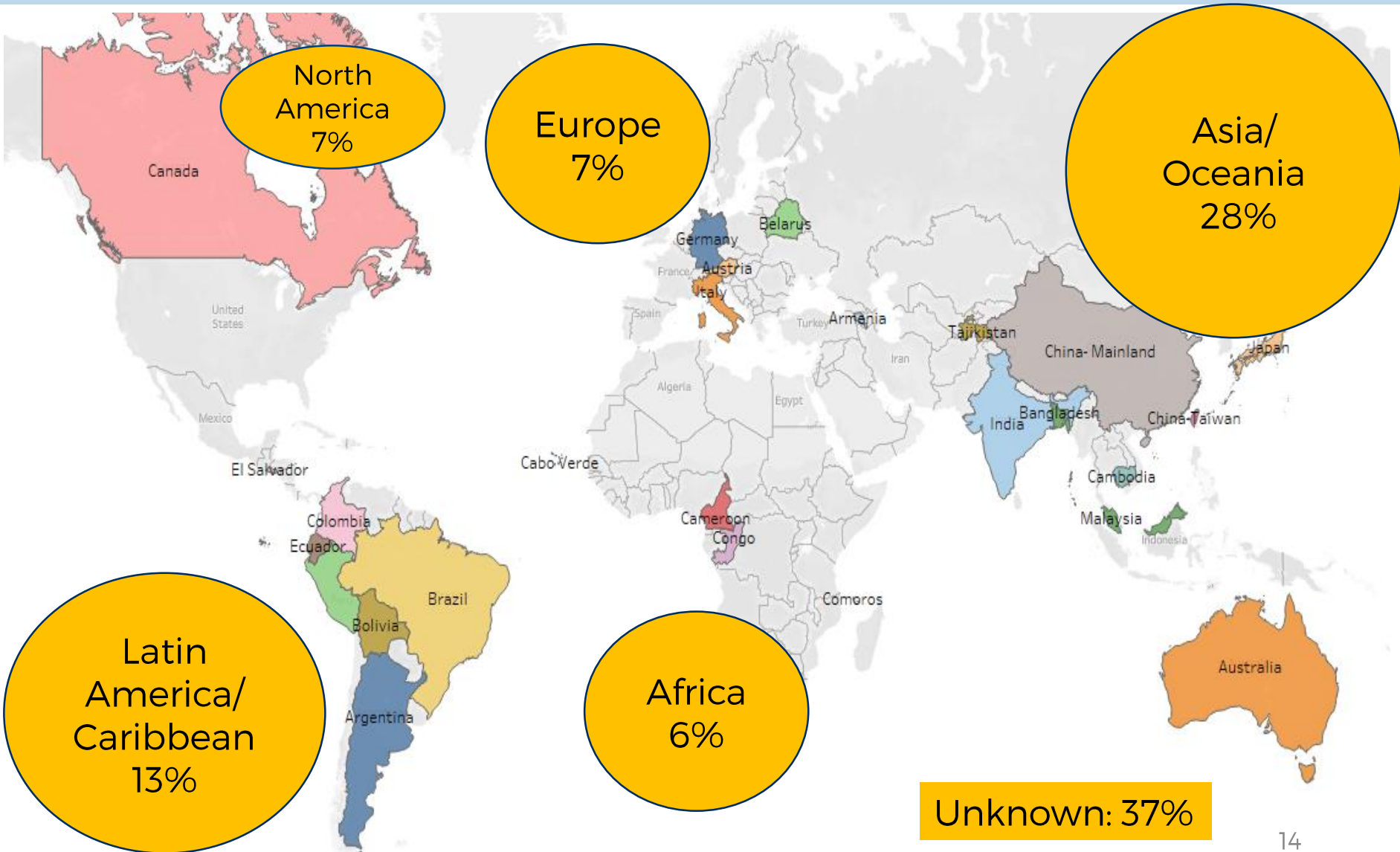


Decline in Foreign Buyers from Asia, Latin America, and Europe

REGION OF ORIGIN



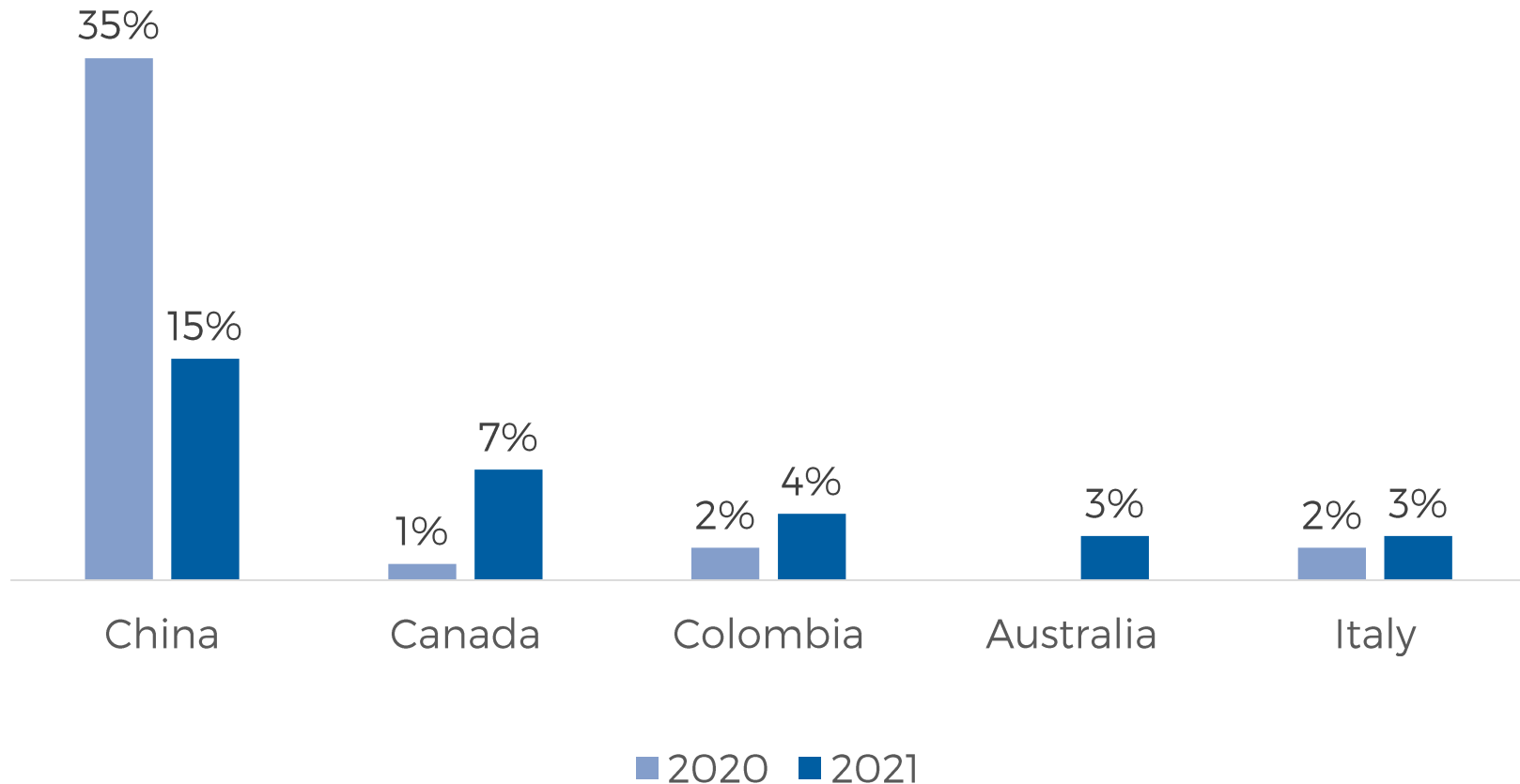
Buyers Came from 65 Countries: Asians are Largest Group of Foreign Buyers



Top Countries of Foreign Buyers

China, Canada, Colombia, Australia, and Italy were major buyers in 2021

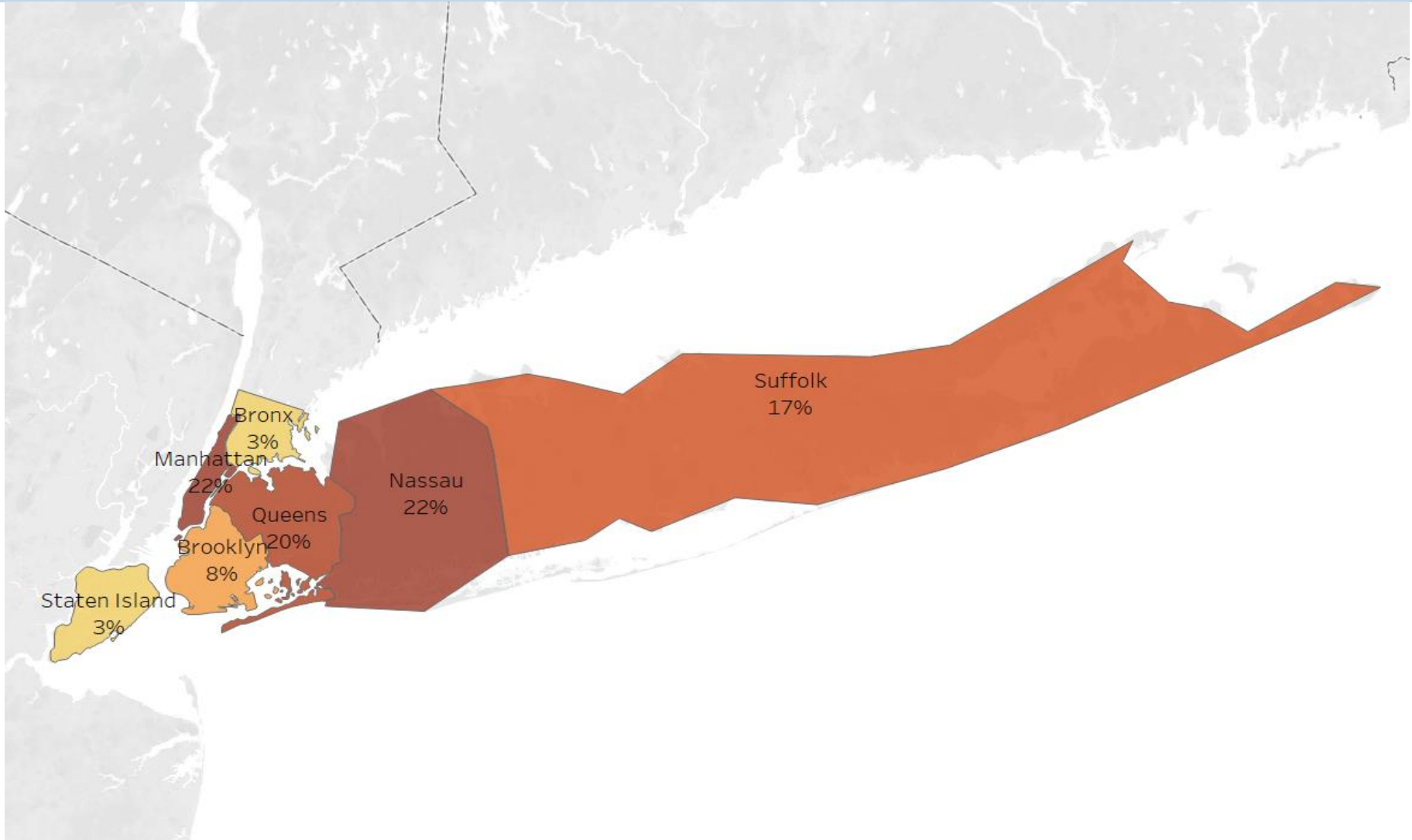
Top Foreign Buyers



China includes Mainland China, Taiwan, and Hong Kong.
In the 2020 survey, the top foreign buyers were China, India, Russia, Guyana, and Colombia.

Where Foreign Buyers Purchased Property in 2021

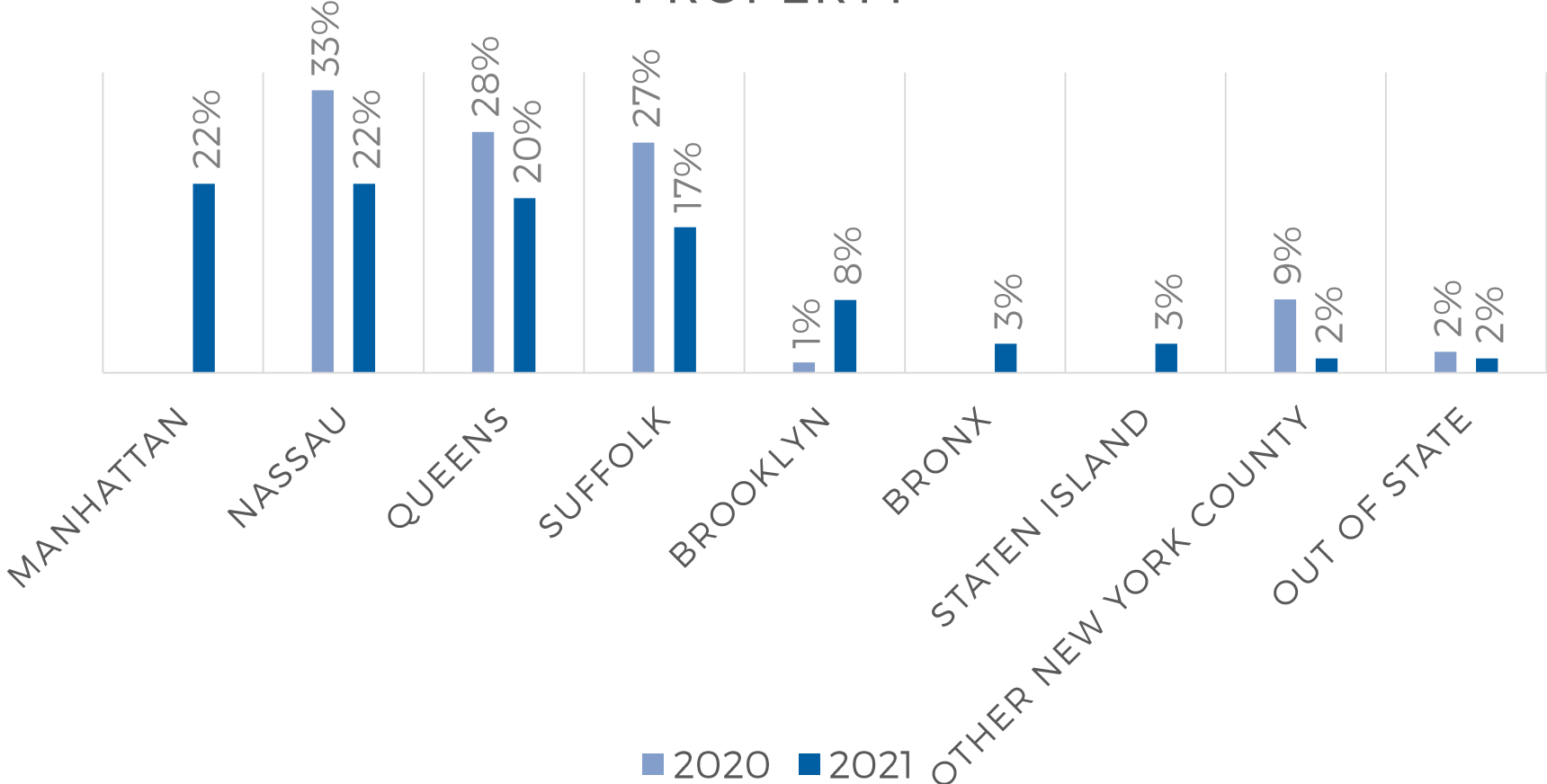
Manhattan, Nassau, Queens, and Suffolk are major destinations



2% of LIBOR foreign buyers also purchased in other New York counties and 2% purchased in other states. 16

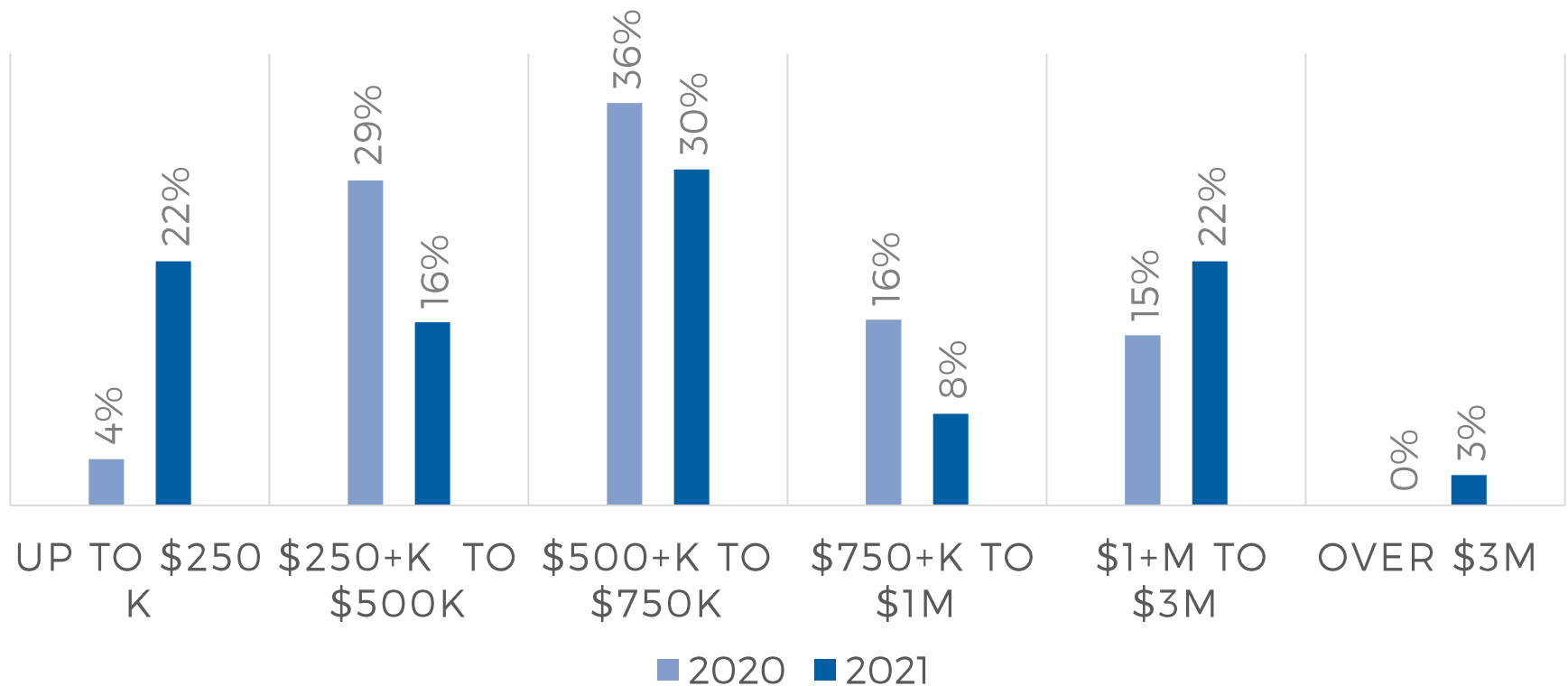
More Foreign Buyers Who Purchased Property in Manhattan in the 2021 Survey

WHERE FOREIGN BUYERS PURCHASED PROPERTY



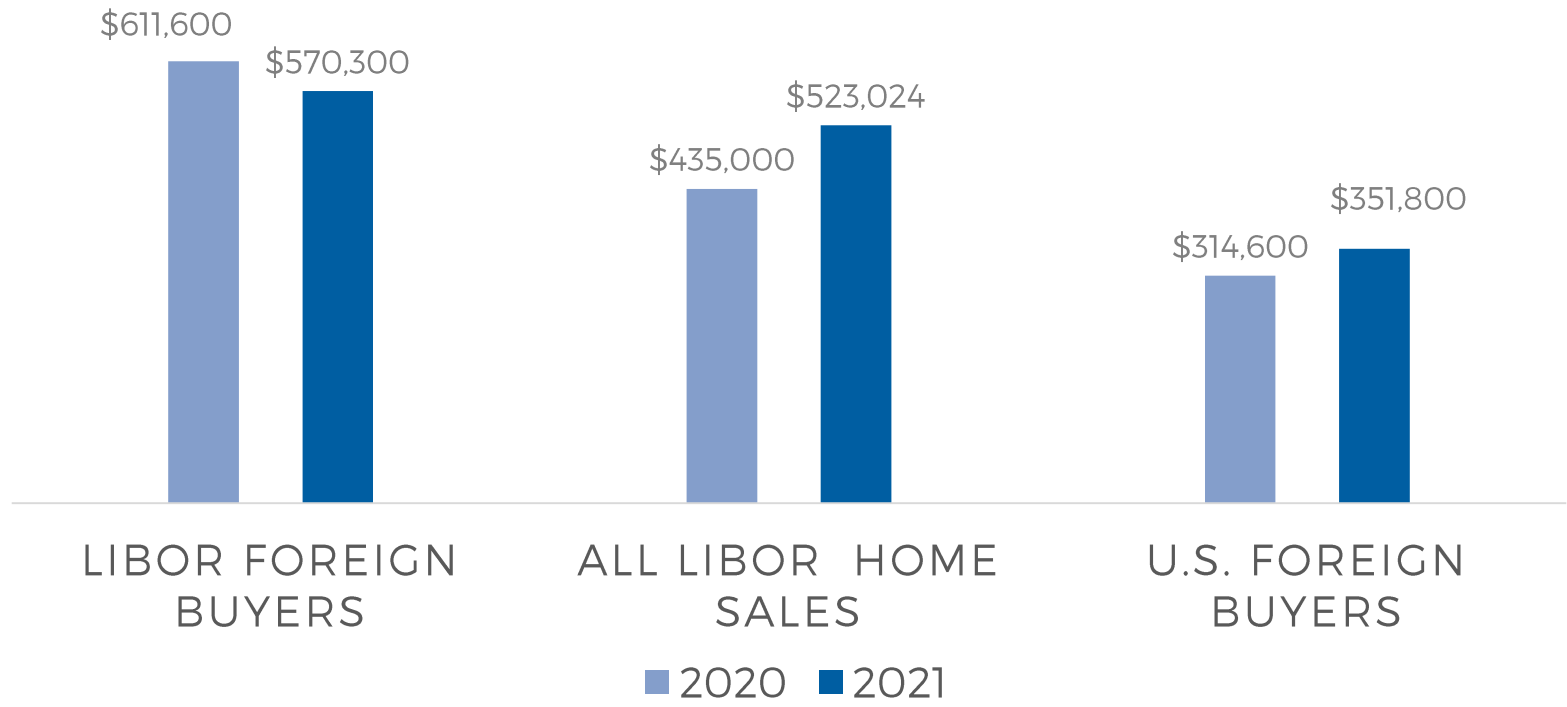
More Low-end (Up to \$250K) and High-End (Over \$3M) Foreign Buyers in 2021 Survey

DISTRIBUTION OF FOREIGN BUYERS RESIDENTIAL PROPERTY PURCHASE PRICES



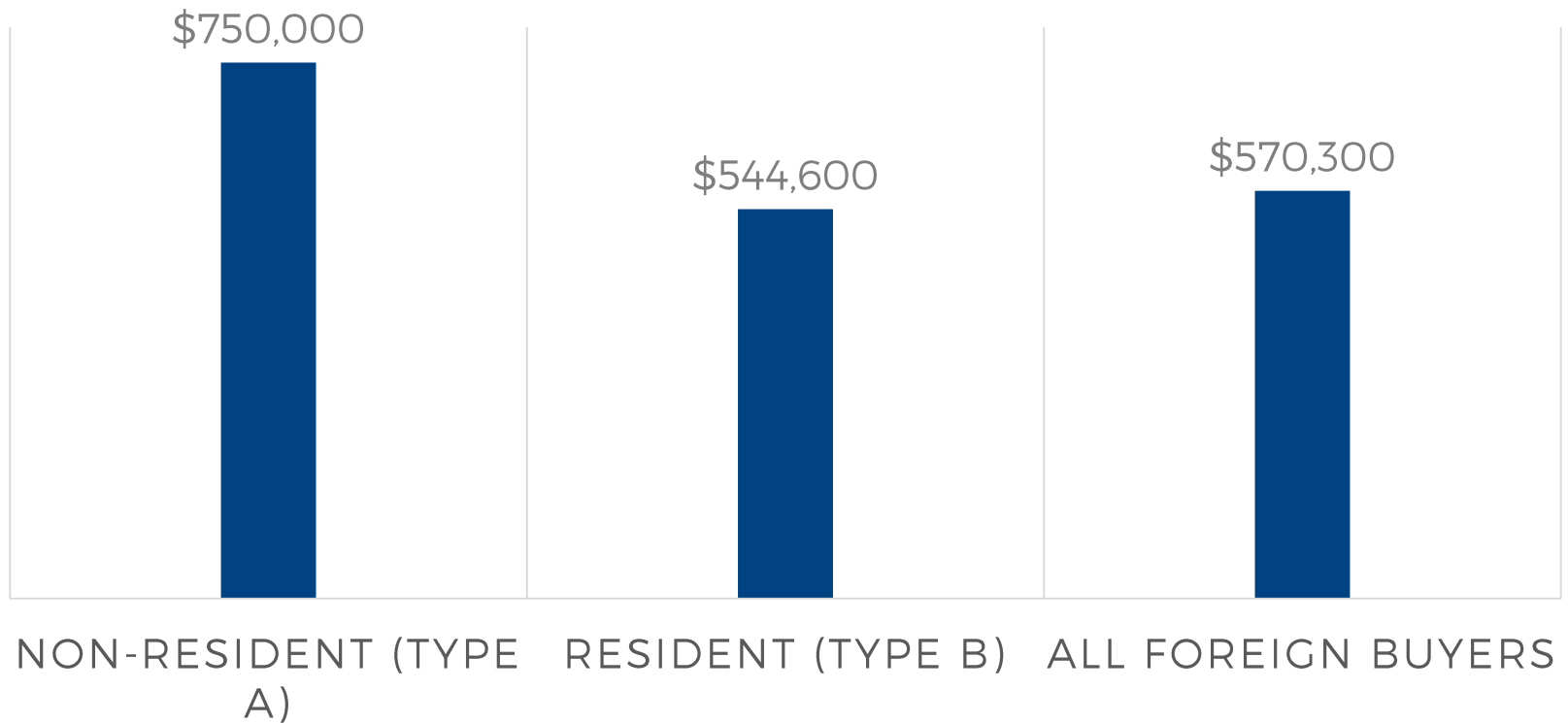
Foreign Buyers Typically Purchased More Expensive Properties

COMPARATIVE MEDIAN PURCHASE PRICE

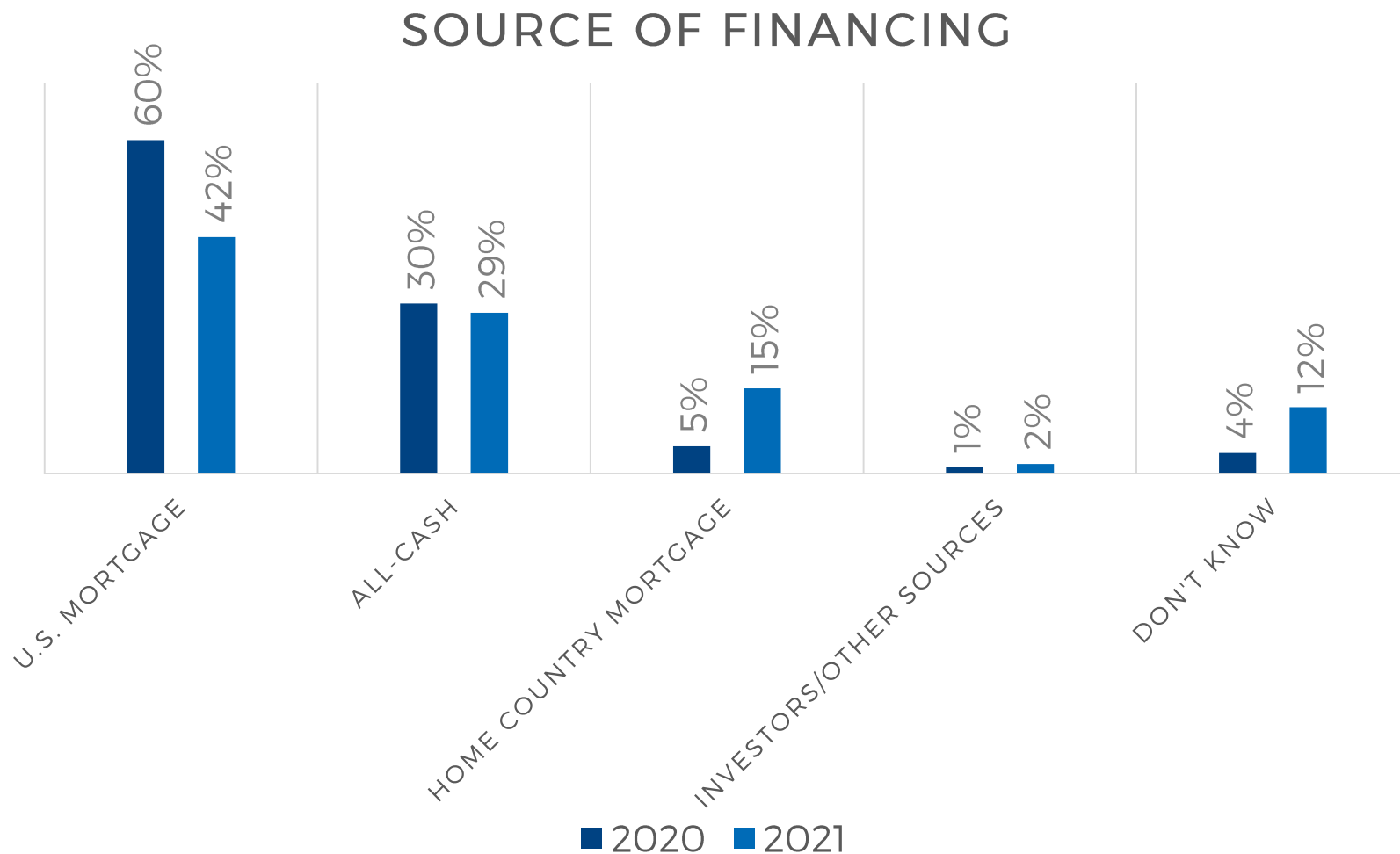


Non-Resident Buyers Typically Purchased More Expensive Properties

MEDIAN PURCHASE PRICE BY TYPE OF CLIENT

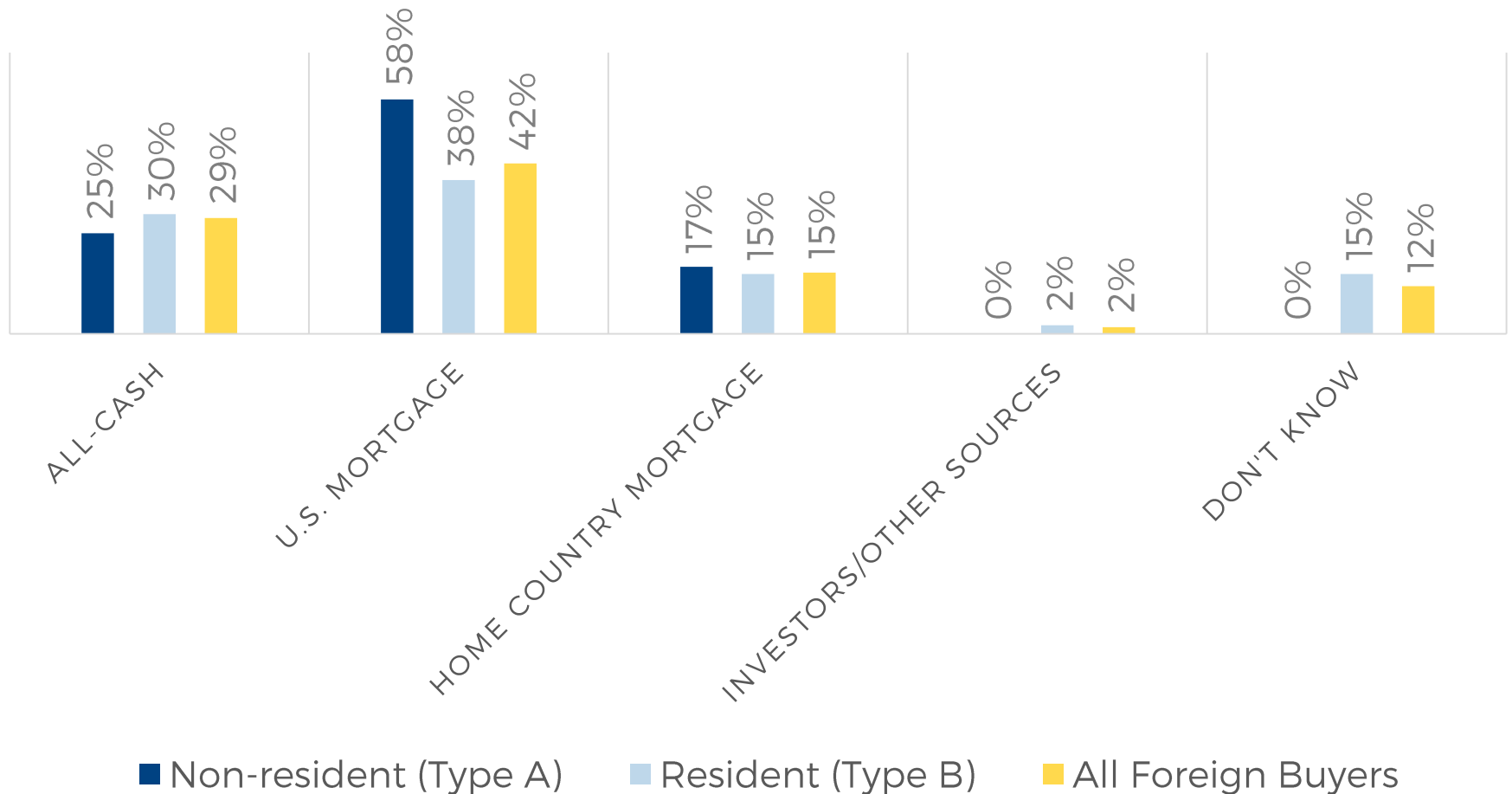


All-Cash Sales Accounted for 29% of Foreign Buyer Purchases



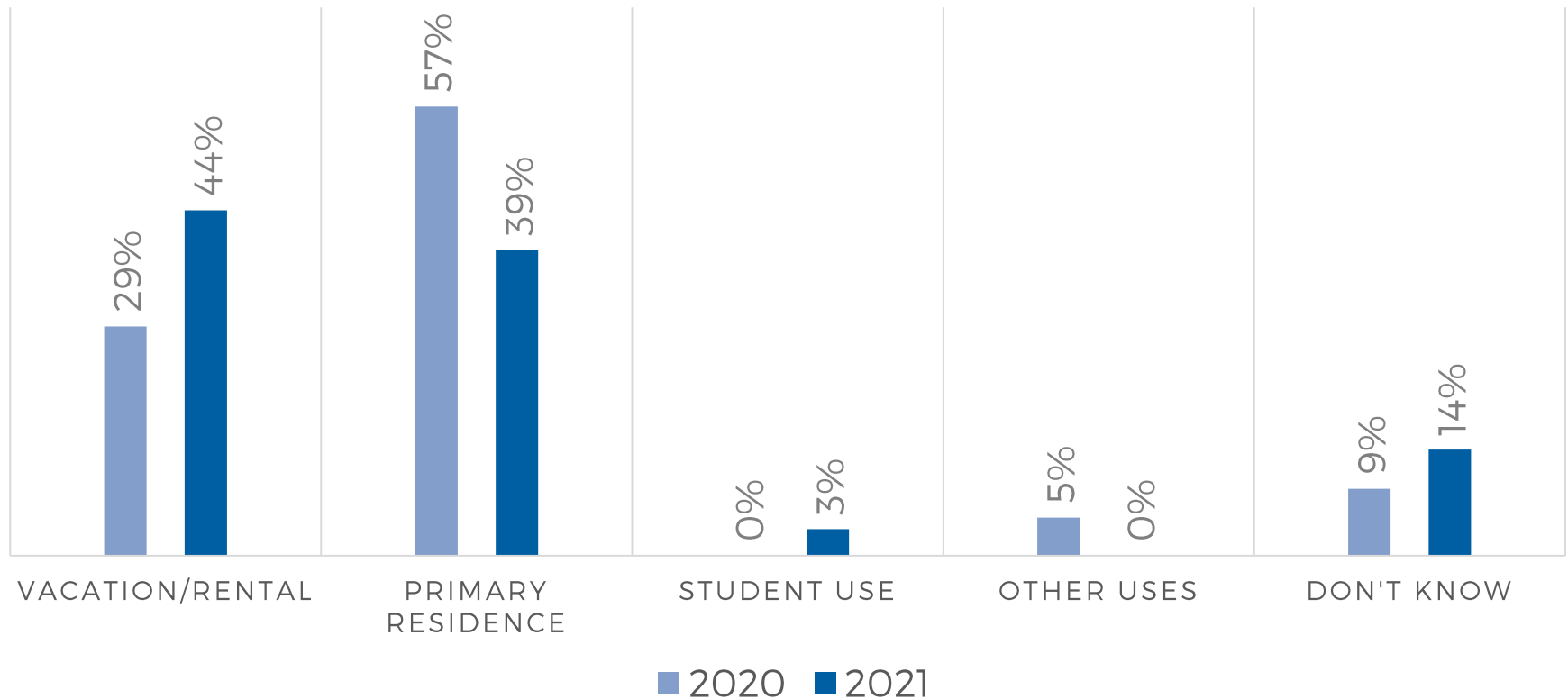
No Significant Difference in Cash Sales Share Among Foreign Buyers

FINANCING BY TYPE OF CLIENT



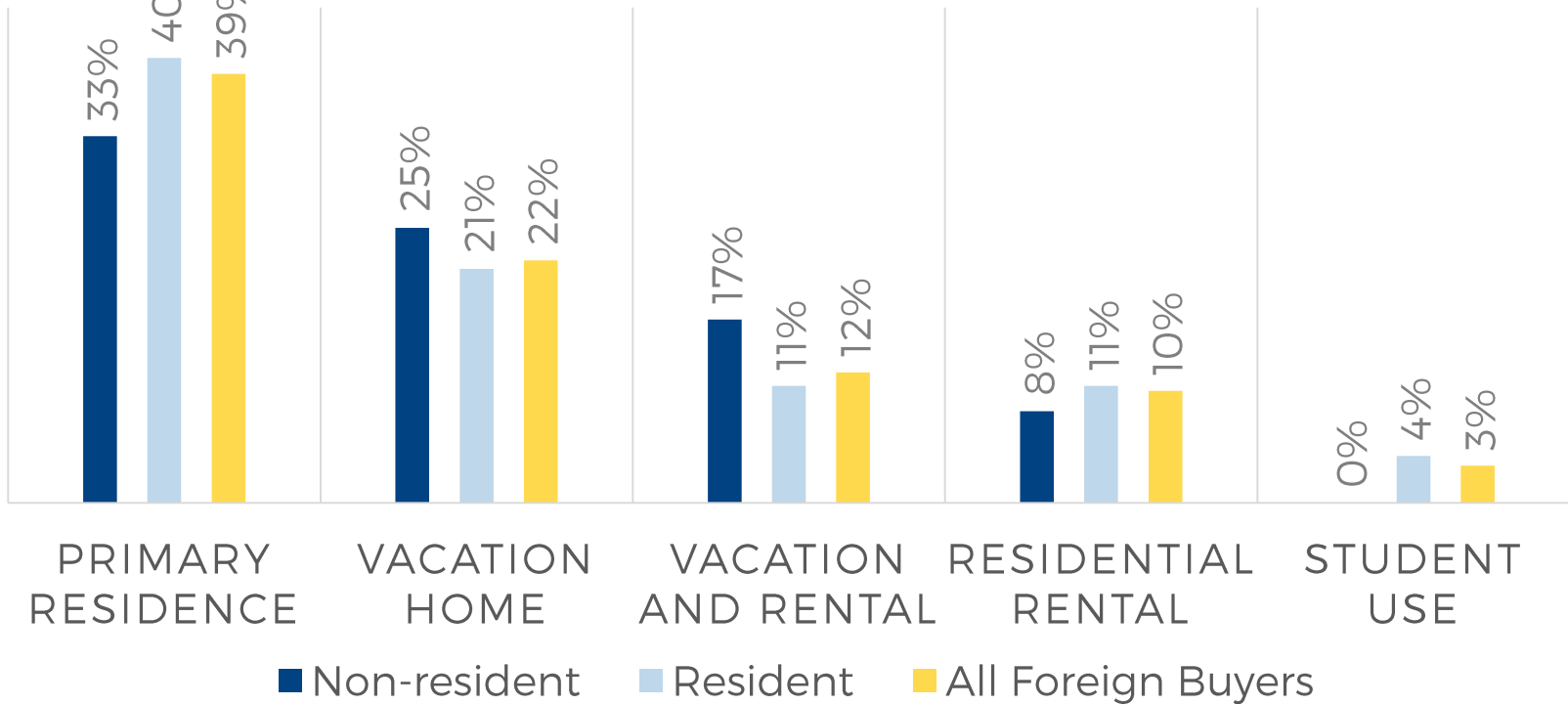
More Foreign Buyers Purchased Properties for Vacation/Rental Use in 2021 Survey

INTENDED USE OF THE PROPERTY



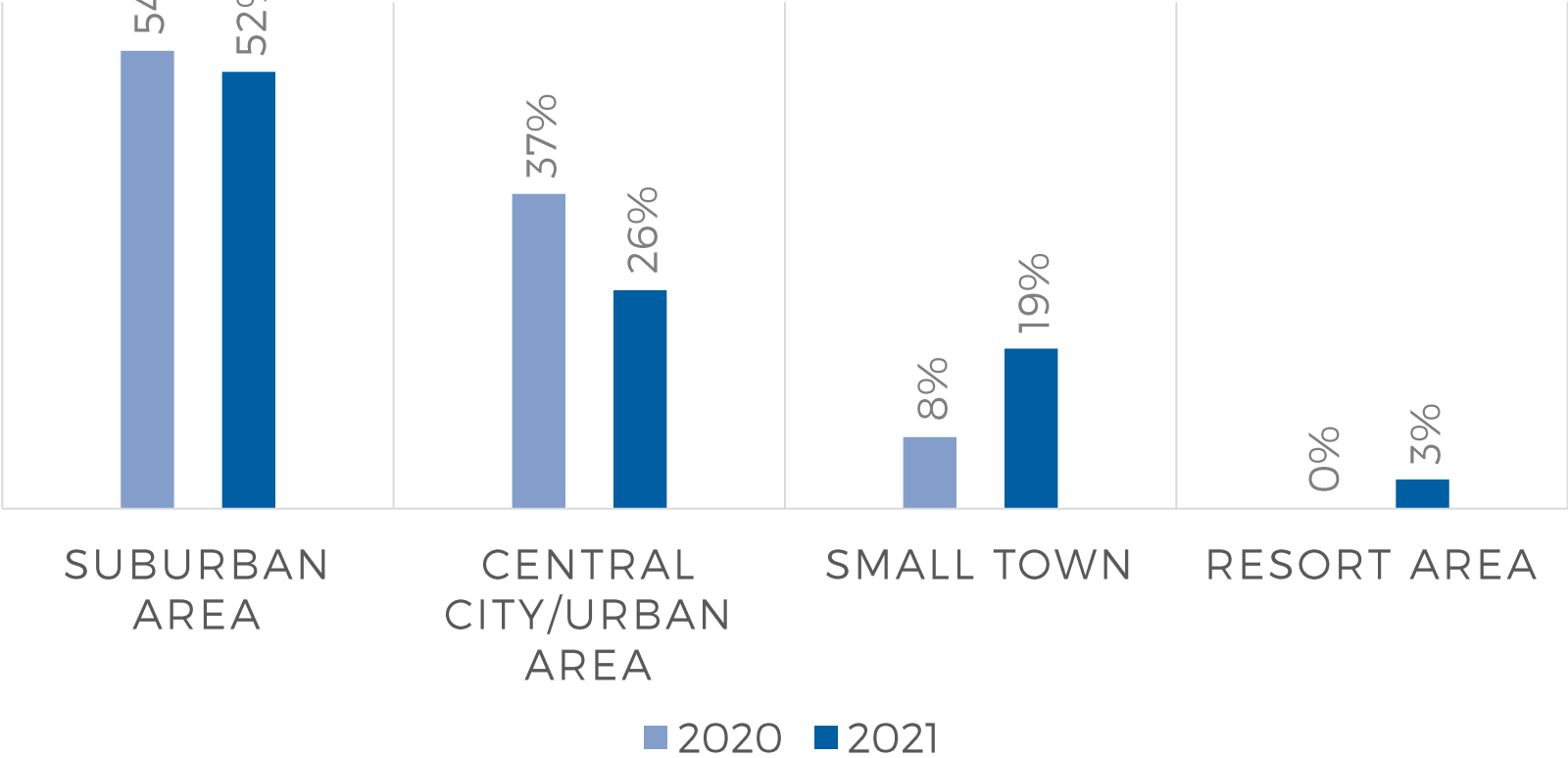
Preference for Vacation/Rental by Non-Resident Foreign Buyers

HOW FOREIGN BUYER INTENDS TO USE PROPERTY



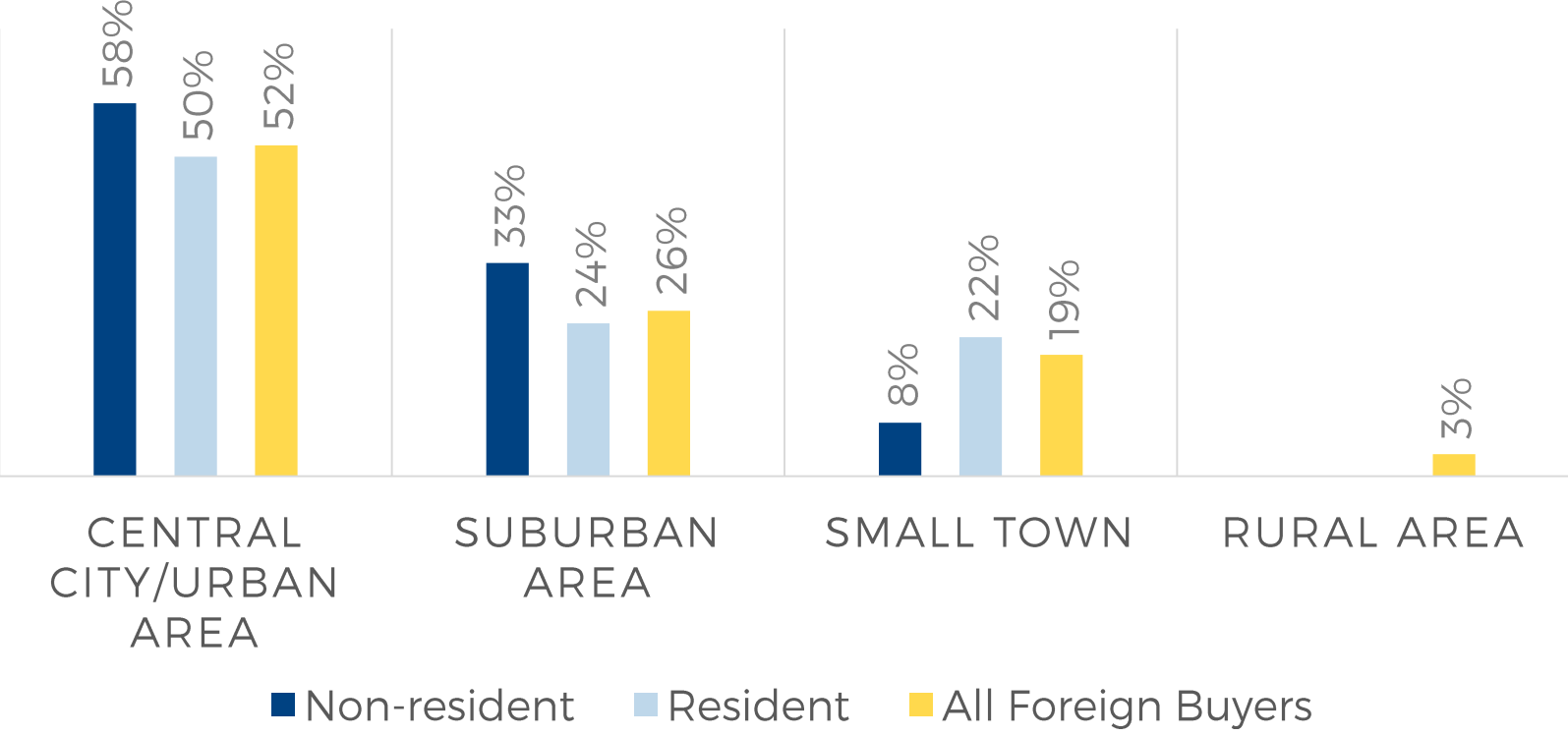
More Foreign Buyers Purchased in a Small Town in 2021 Survey

LOCATION OF PROPERTY

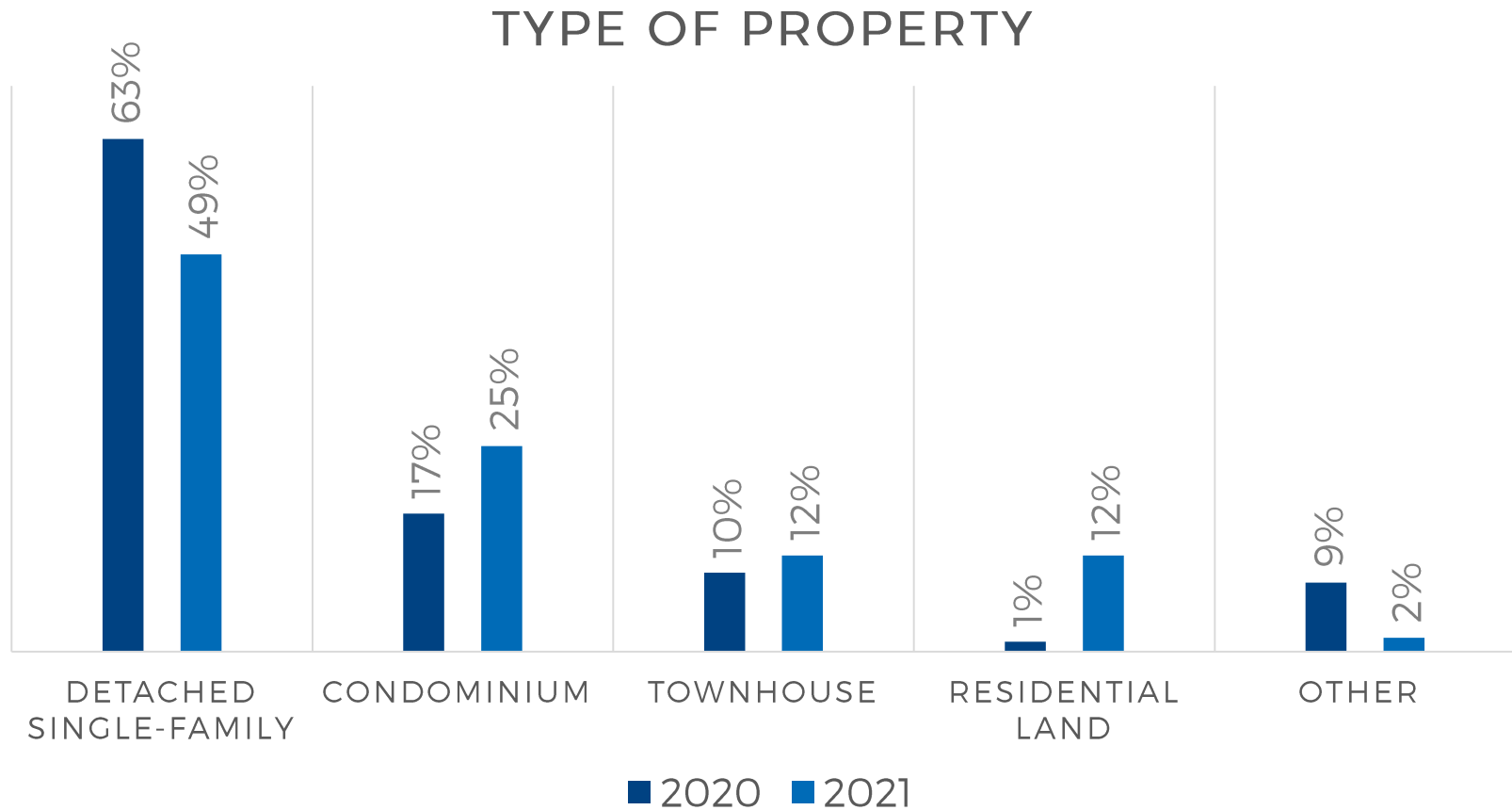


Higher Fraction of Buyers in Small Towns Among Resident Foreign Buyers

TYPE OF AREA WHERE FOREIGN BUYERS PURCHASED PROPERTY

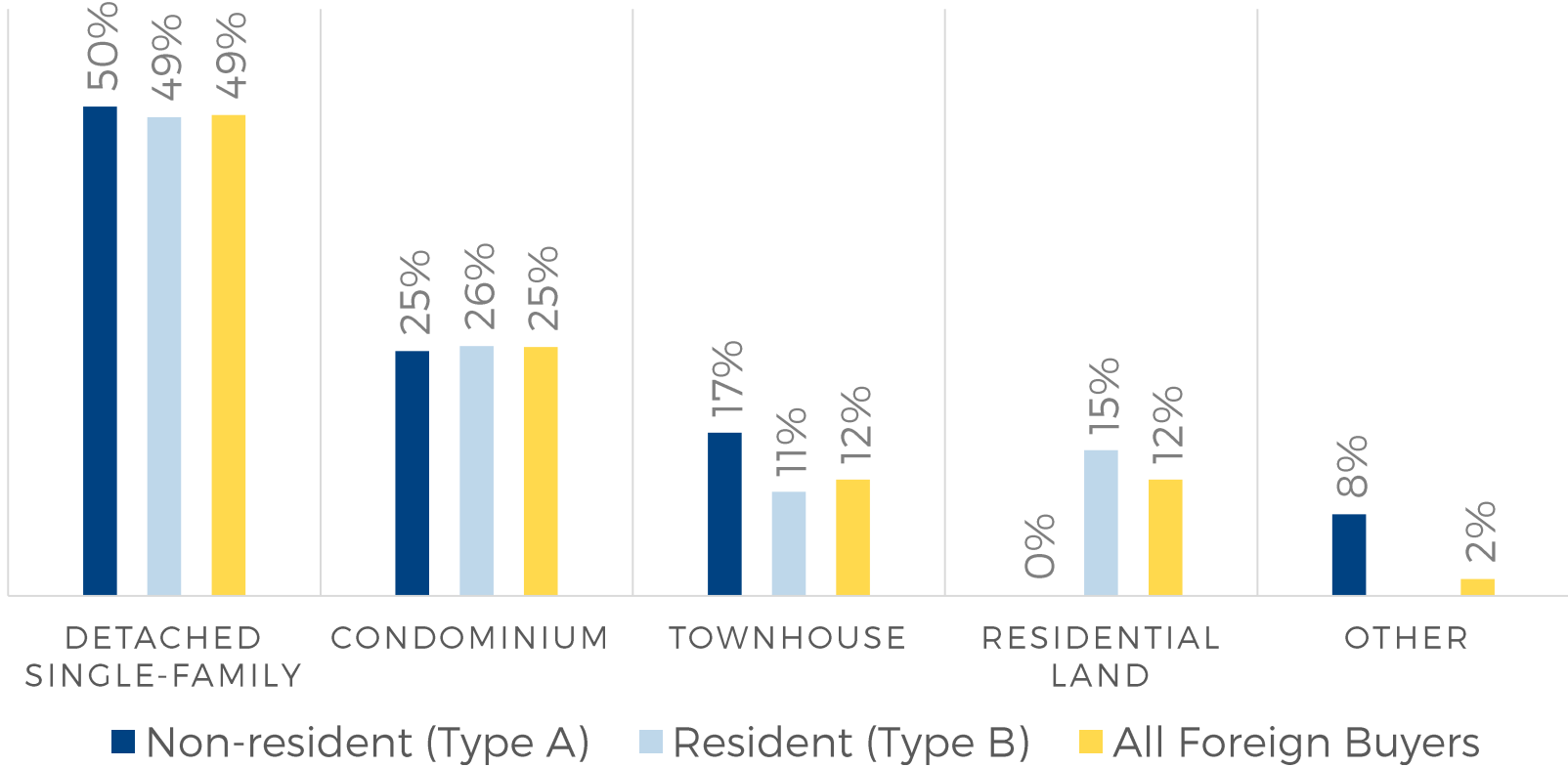


More Foreign Buyers Purchased Condominiums in 2021 Survey



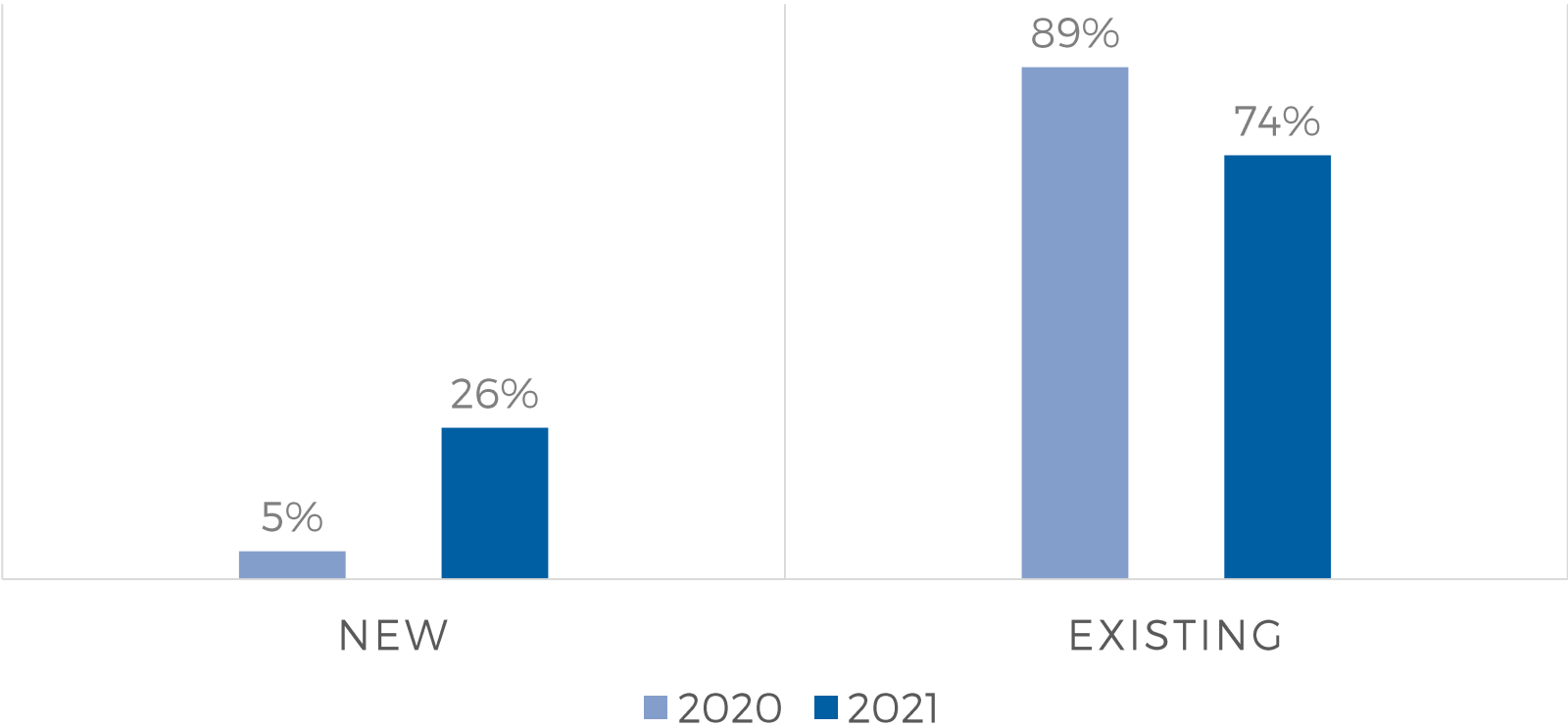
No Significant Difference in Type of Property Preferred Among Foreign Buyers

TYPE OF PROPERTY



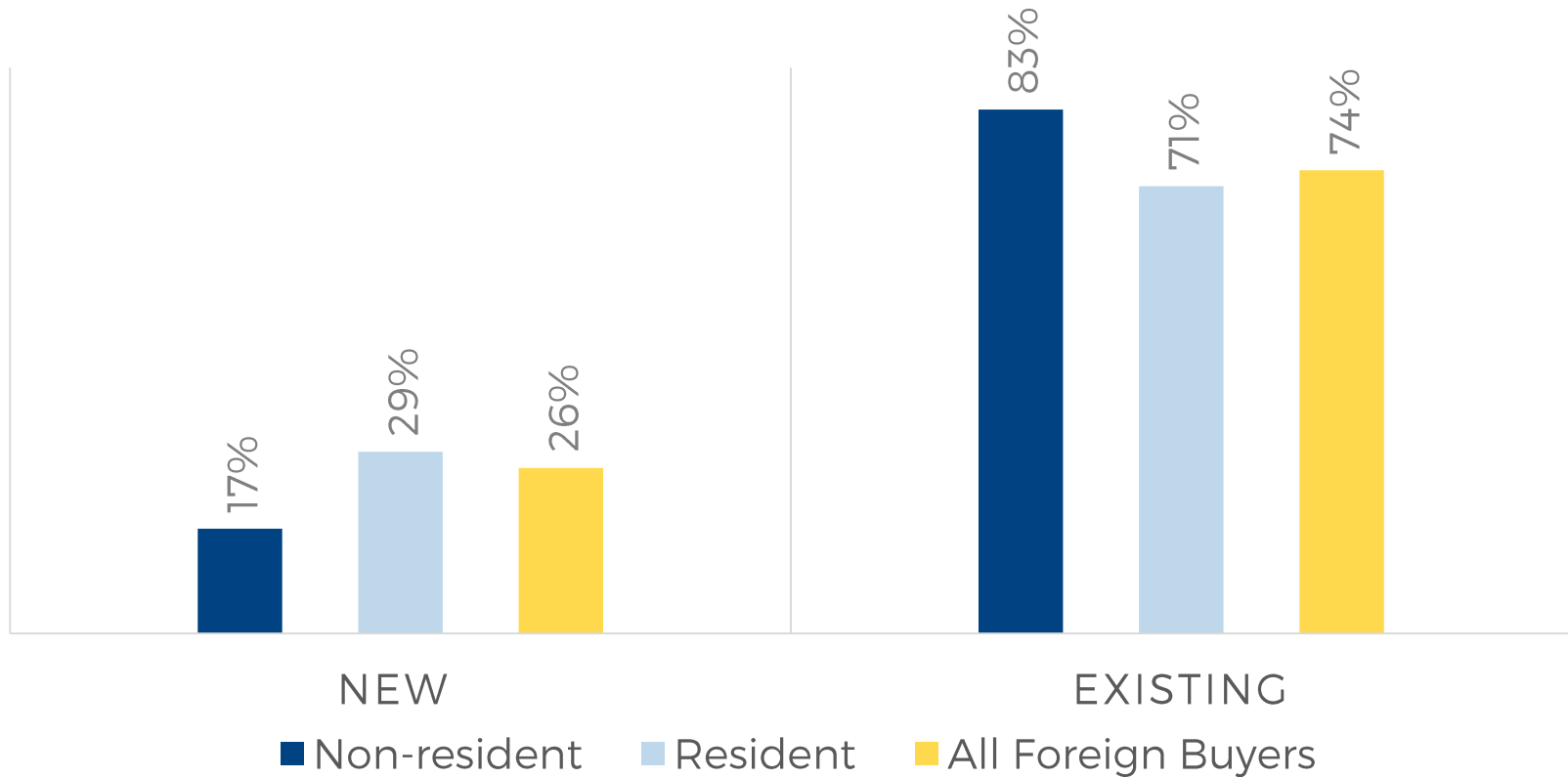
Decline in the Share of Foreign Buyers Who Purchased Existing Homes in 2021 Survey

NEW VS. EXISTING HOME PURCHASES

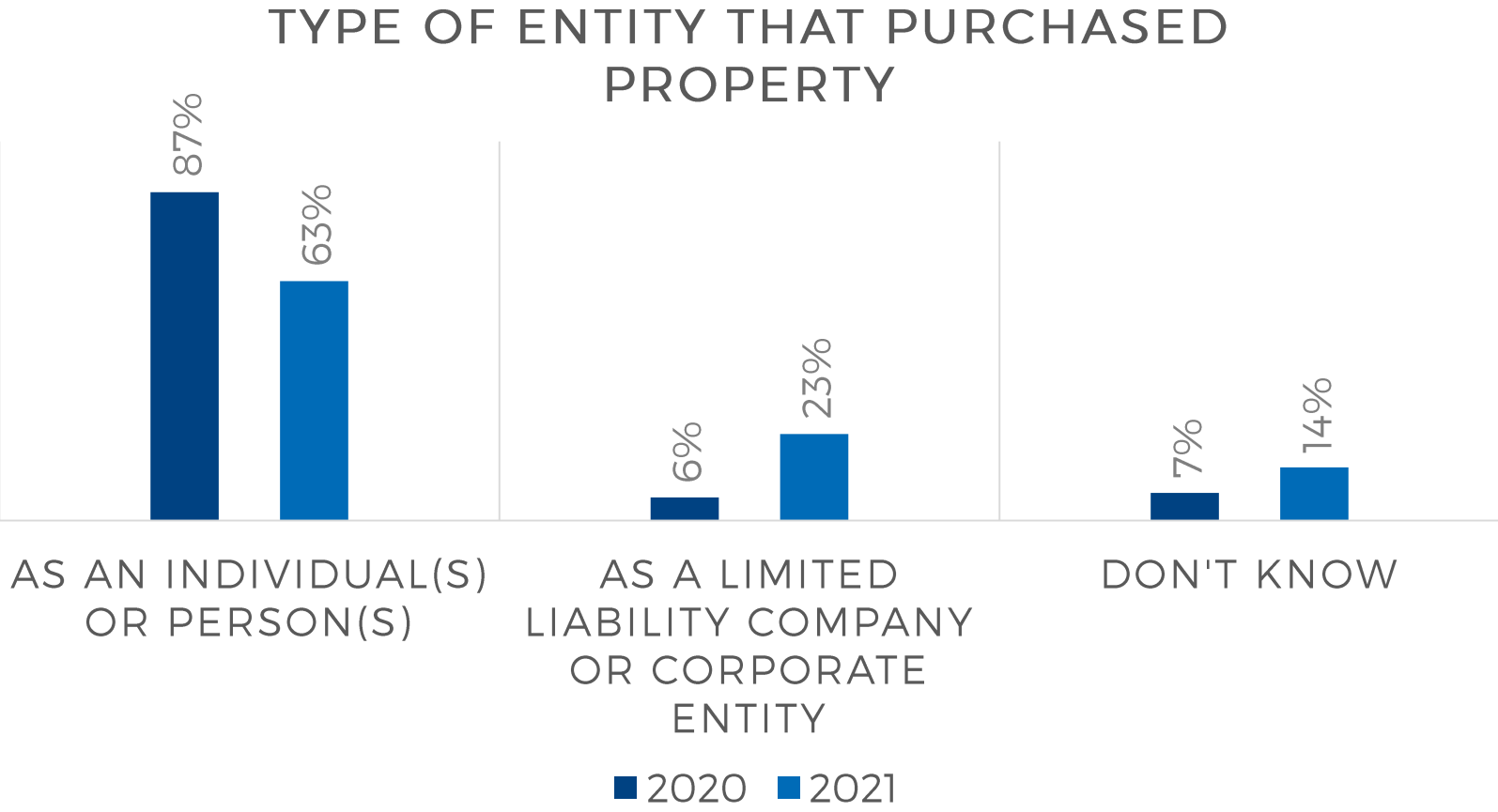


Higher Preference for Existing Homes Among Foreign Buyers

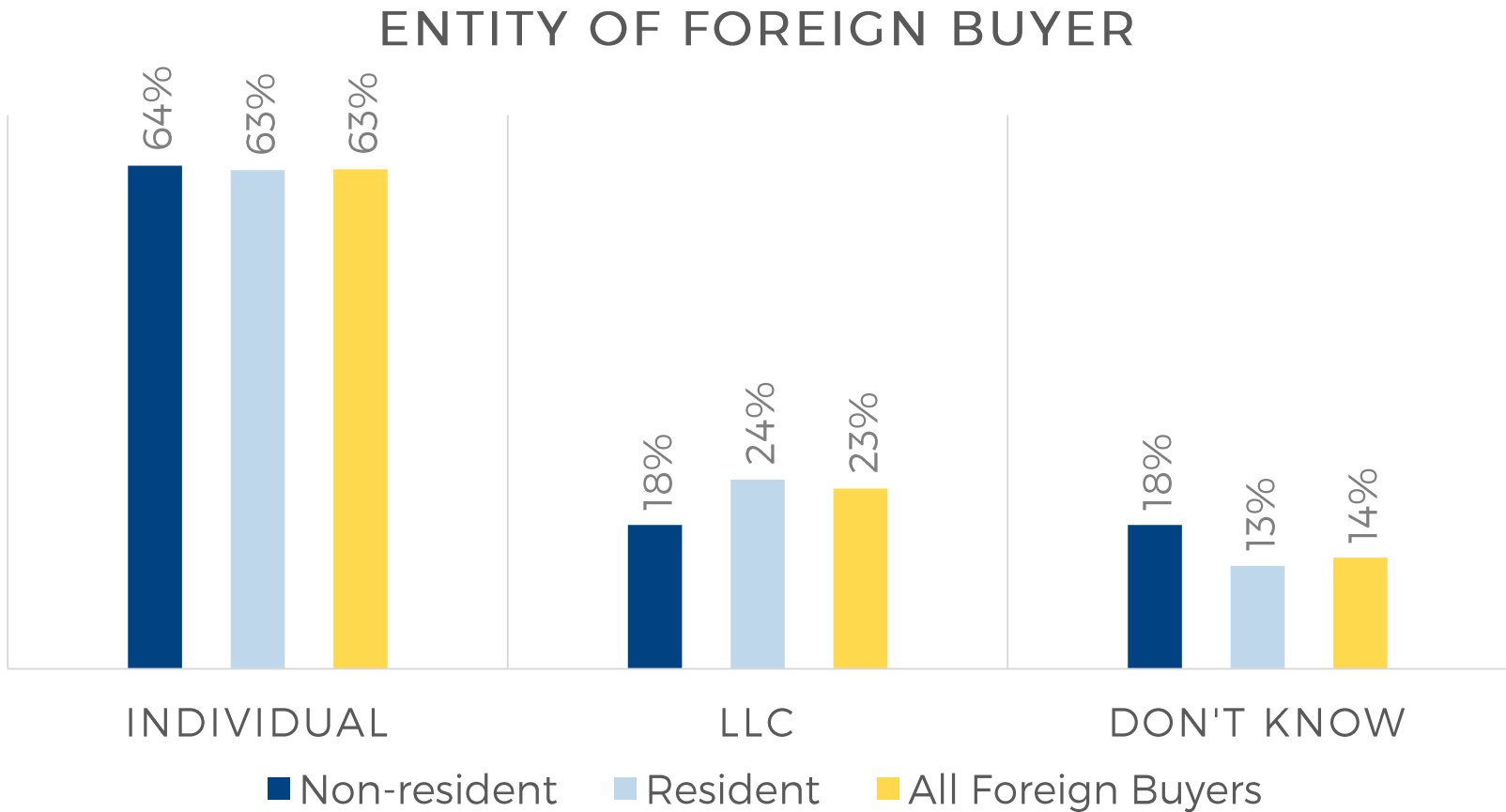
NEW OR EXISTING HOME PURCHASES



More LLC/Corporate Foreign Buyers in 2021 Survey



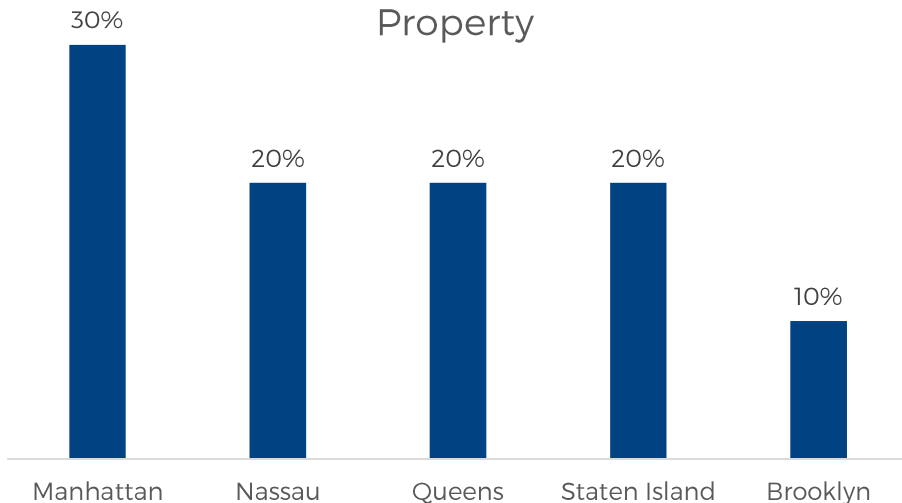
No Difference in the Entity Among Foreign Buyers



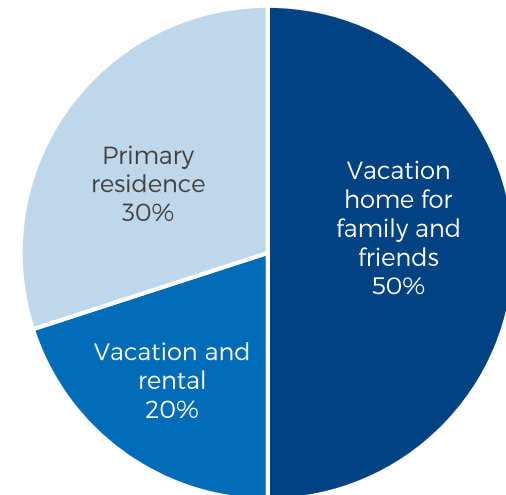
Chinese Buyers in 2021 Survey*

- 80% were resident (Type B) buyers
- 30% purchased property in Manhattan
- \$\$750,001 to \$1 million was the median purchase price
- 60% paid all-cash
- 50% were individual and 50% were LLCs/corporate
- 70% purchased the property for vacation/rental use
- 40% purchased a detached single-family home
- 40% purchased property in a suburban area and 20% in a central city

Where Chinese Buyers Purchased Property



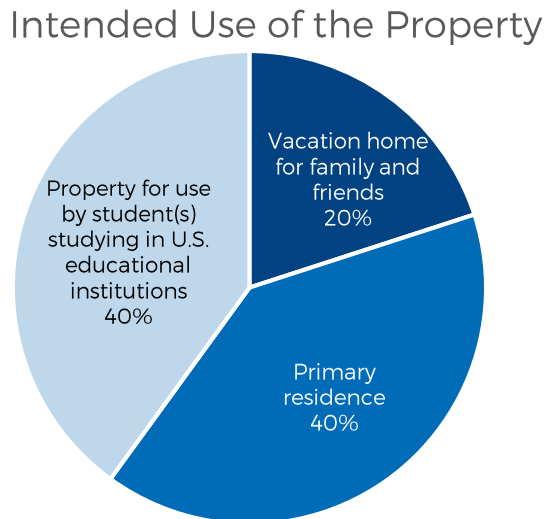
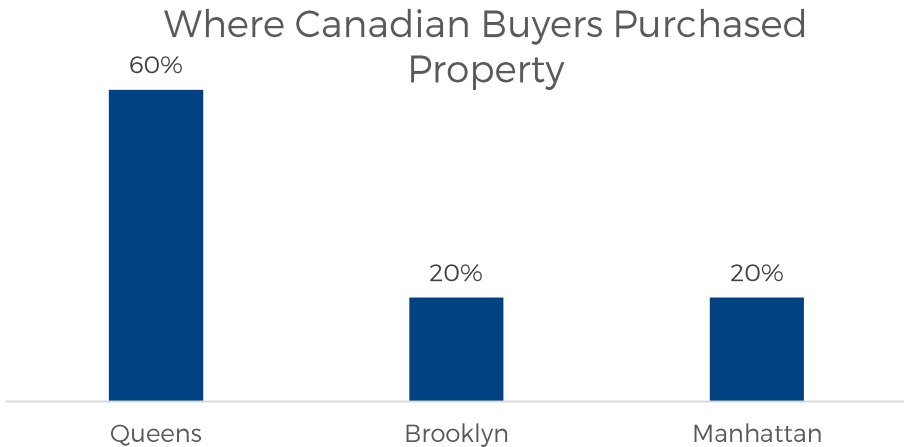
Intended Use of the Property



* Figures are based on small sample of less than 30 (10 buyers) so the figures should be treated as indicators of a broad trend rather than as accurate estimates

Canadian Buyers in 2021 Survey*

- 100% were resident (Type B) buyers
- 60% purchased properties in Queens
- \$500,001 to \$625,000 was the median purchase price
- 20% paid all-cash
- 80% were individual buyers (entity)
- 40% purchased the property for primary residence use and 40% for use of student studying in the United States
- 60% purchased residential land
- 80% purchased property in the suburban area

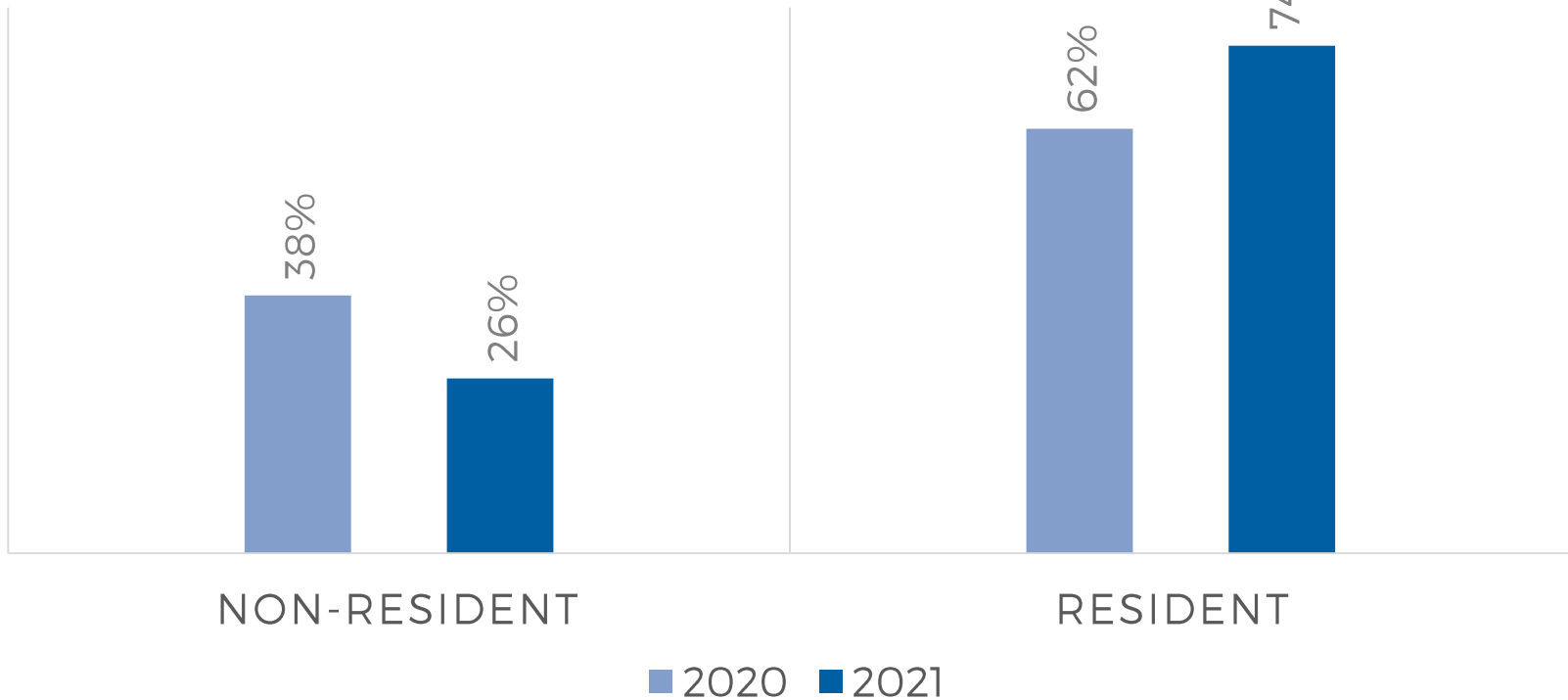


*Figures are based on small sample of less than 30 (5 buyers) so the figures should be treated as indicators of a broad trend rather than as accurate estimates

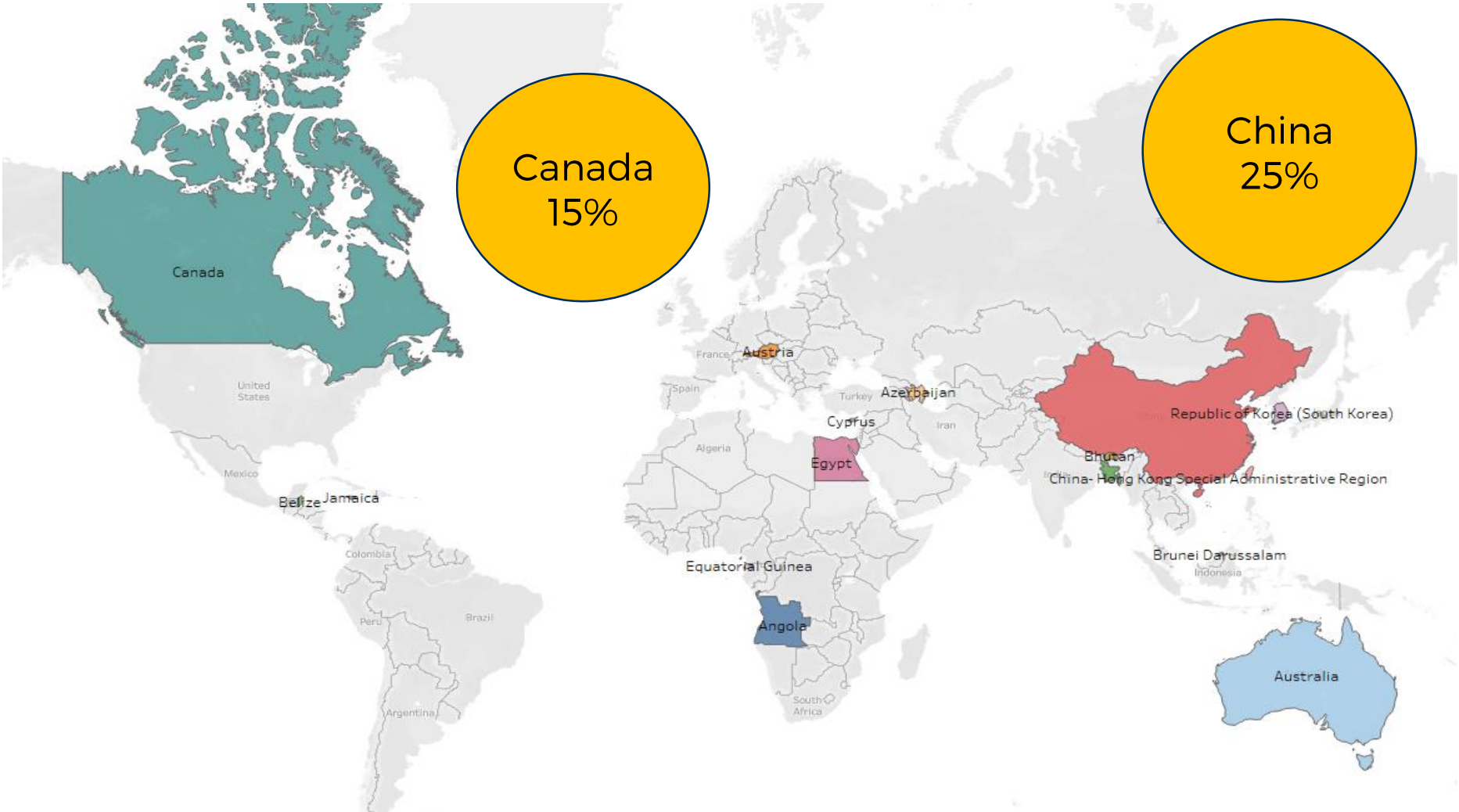
INTERNATIONAL RESIDENTIAL SELLERS

74% of International Clients Who Sold U.S. Property Resided in the U.S.

TYPE OF INTERNATIONAL CLIENT WHO SOLD PROPERTY



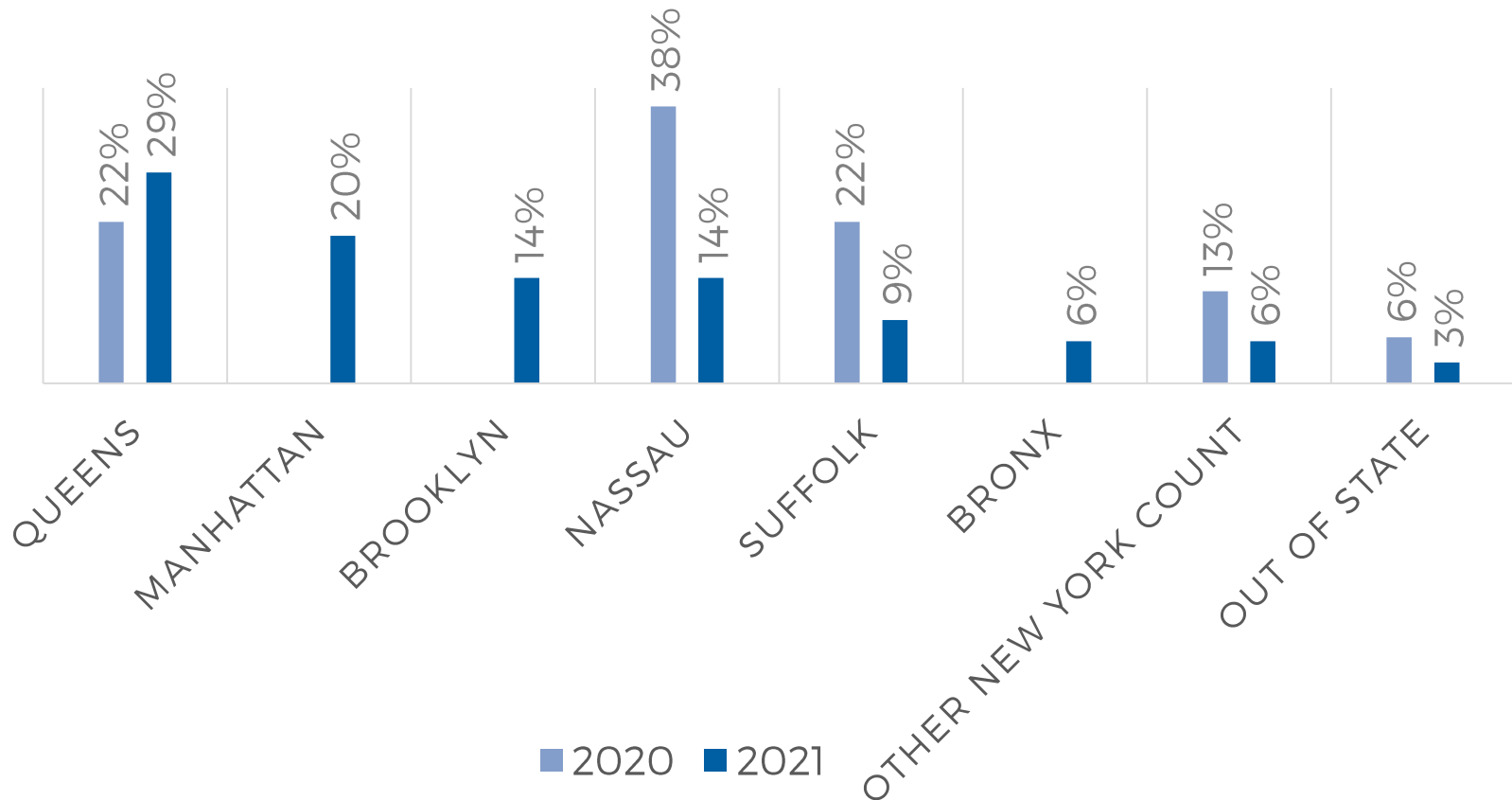
Origin of Foreign Clients Who Sold U.S. Property*



*China includes China Mainland, Taiwan, and Hong Kong. Sellers from other countries accounted for 5% or less.

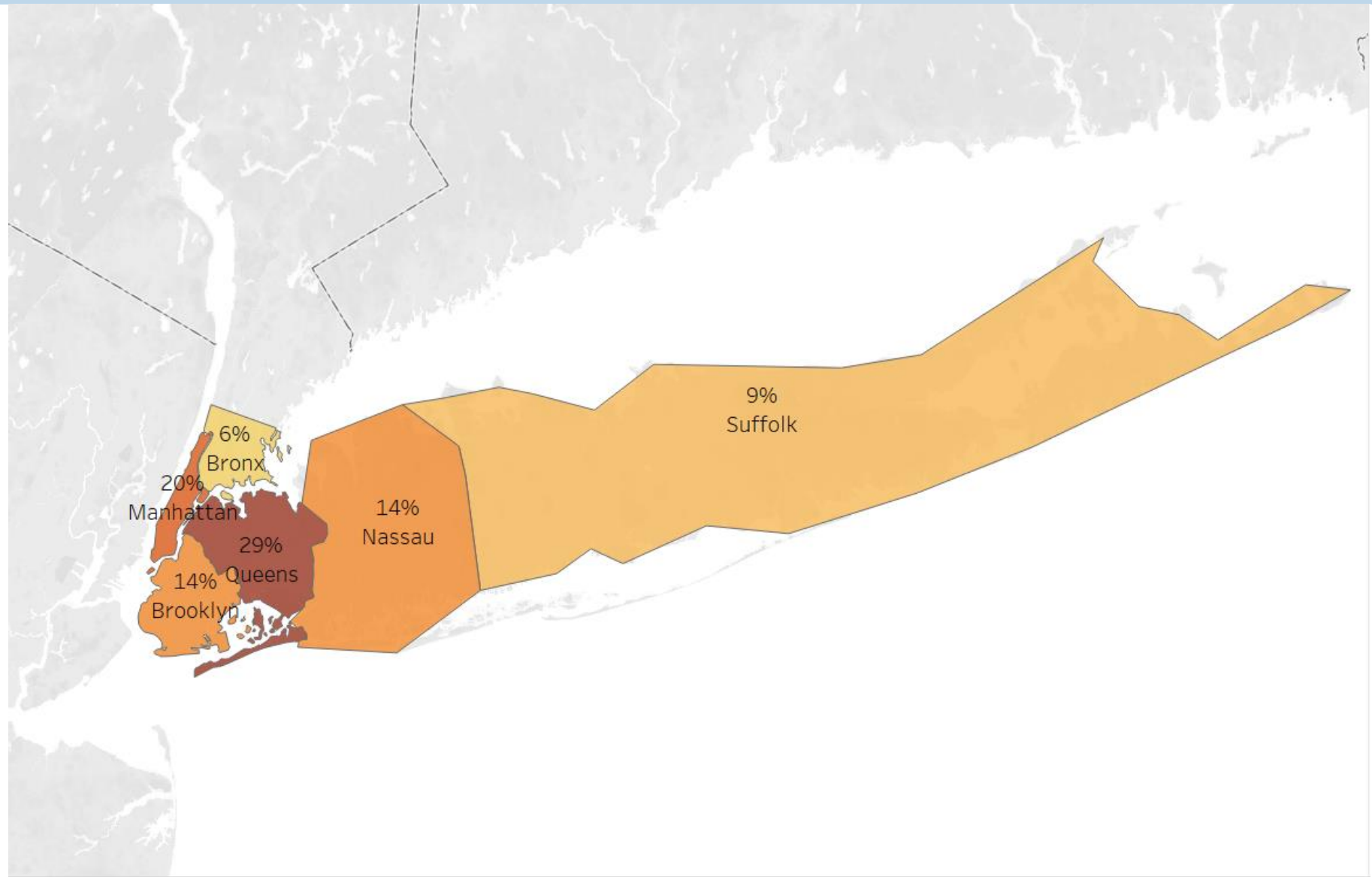
Queens and Manhattan Accounted for a Higher Share of Sales by Foreign Clients in 2021 Survey

LOCATION OF PROPERTY SOLD BY INTERNATIONAL SELLER



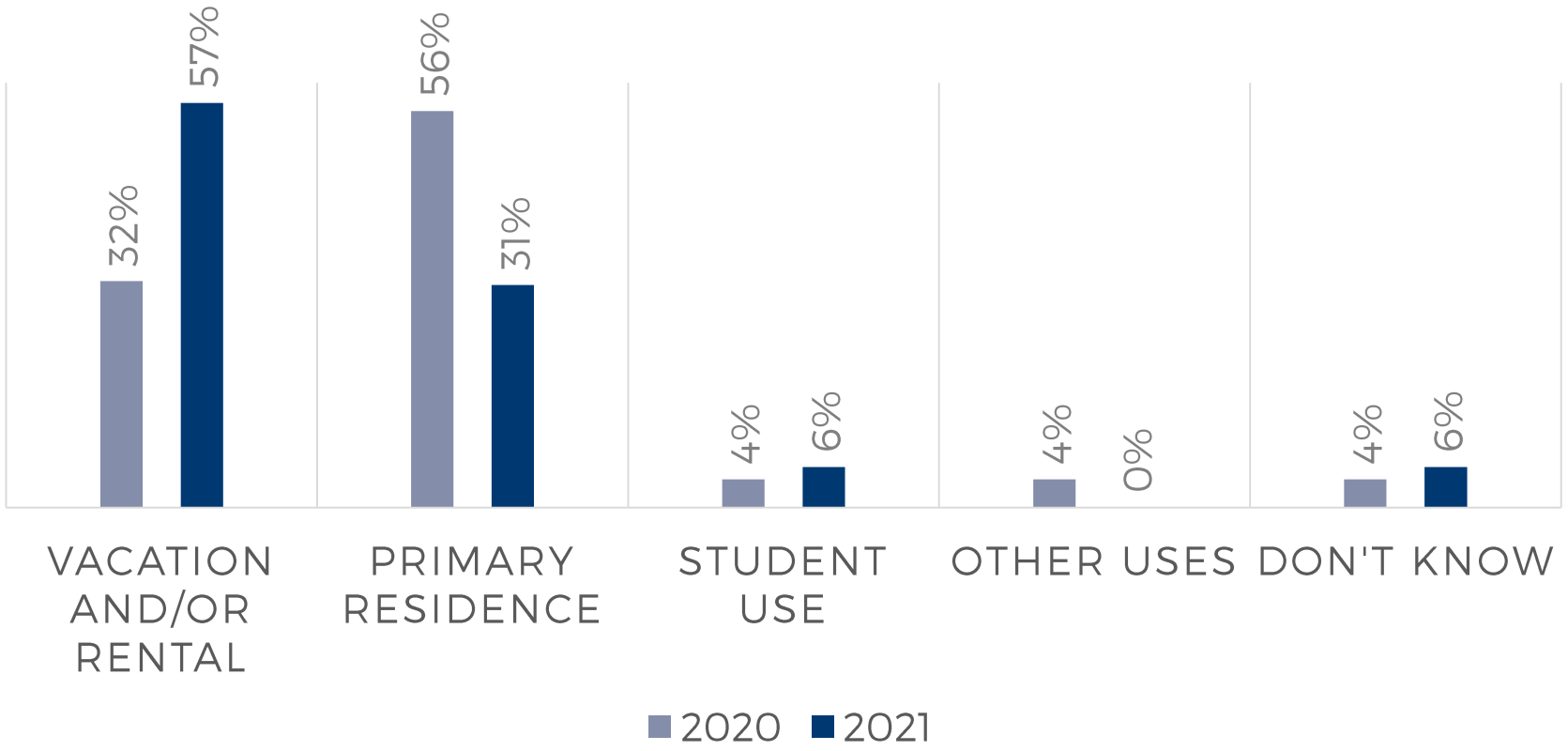
Location of Properties Sold by Foreign Clients

Most properties were in Queens, Manhattan, Nassau, and Brooklyn



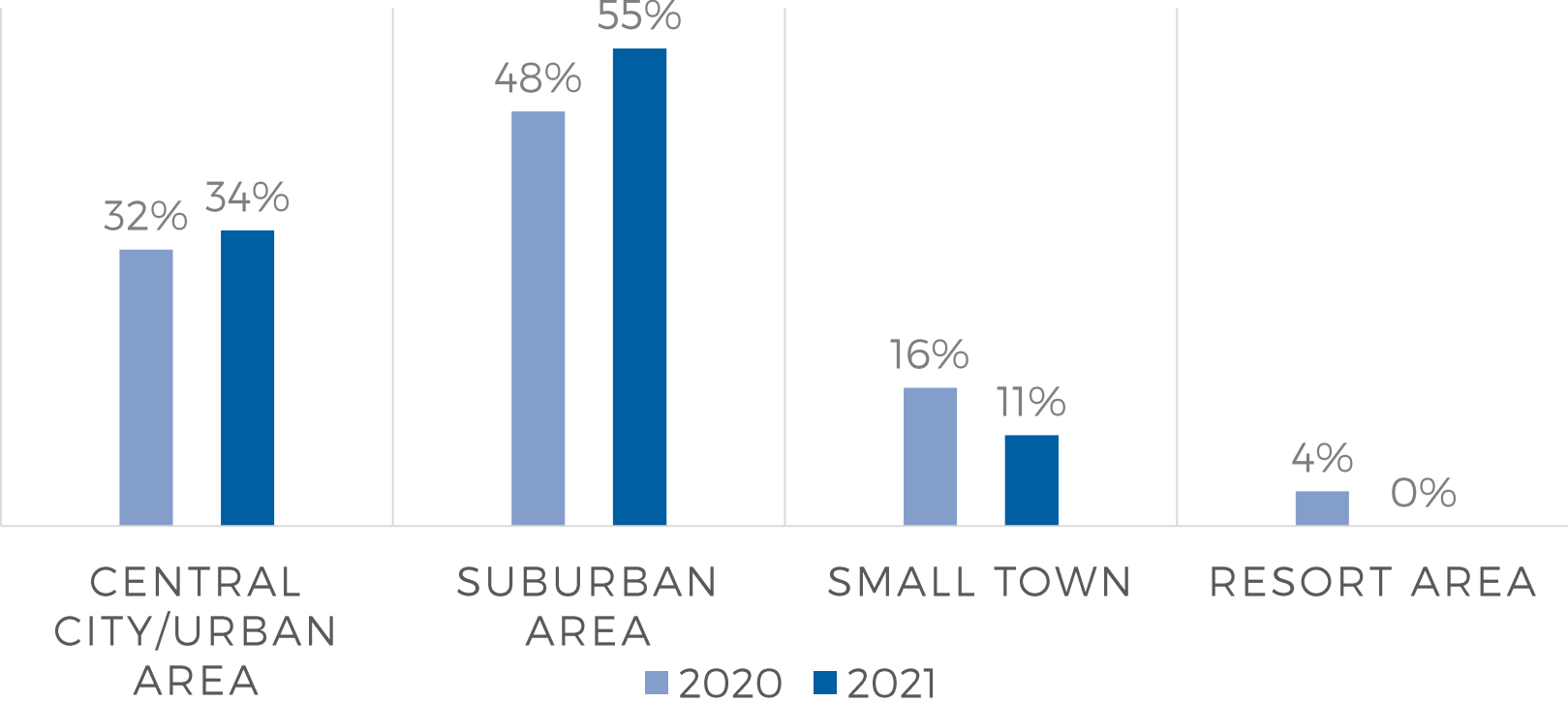
More Sales of Vacation Properties in 2021 Survey

HOW SELLER USED THE PROPERTY



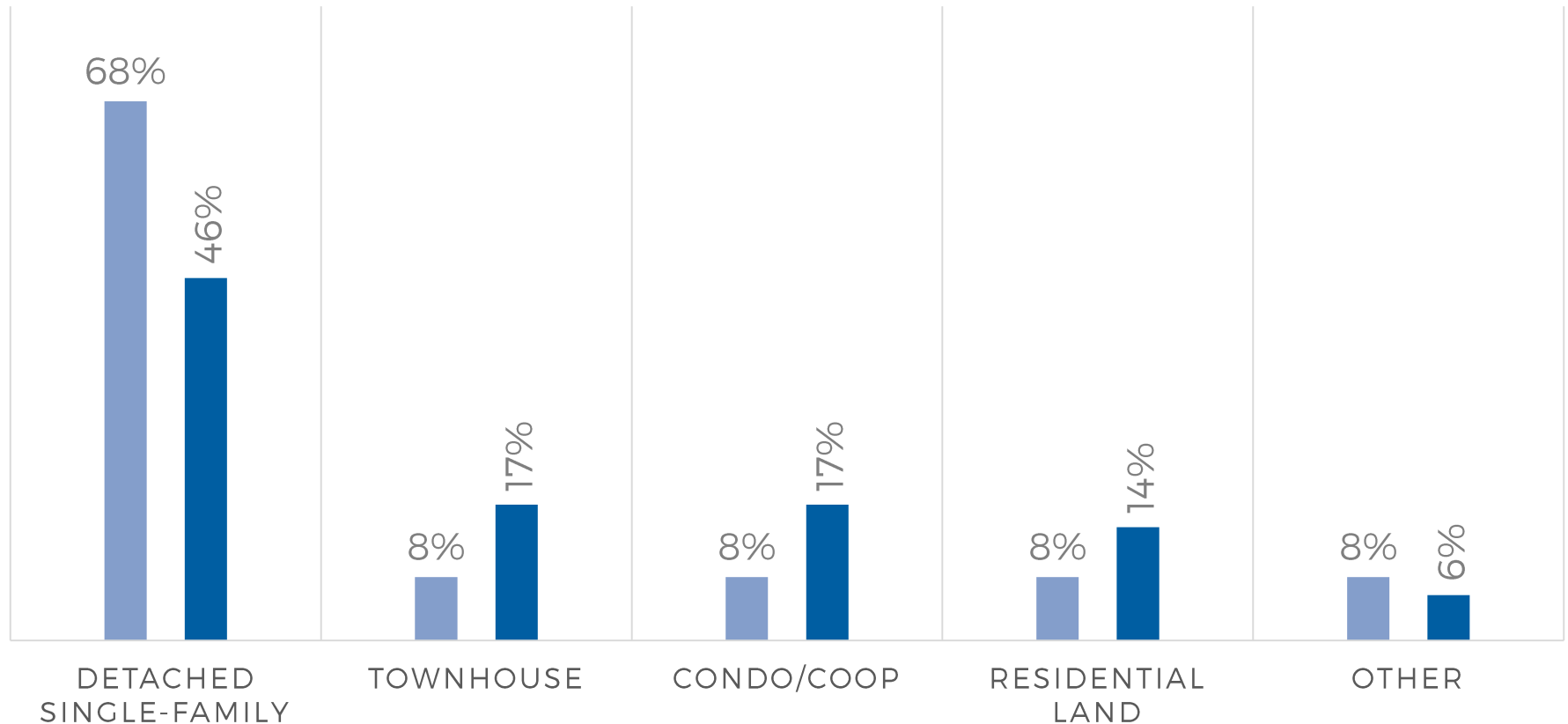
More Sales of Properties in Suburban Areas in 2021 Survey

TYPE OF AREA WHERE SOLD PROPERTY WAS LOCATED



More Sales of Condominiums and Townhouses in 2021 Survey

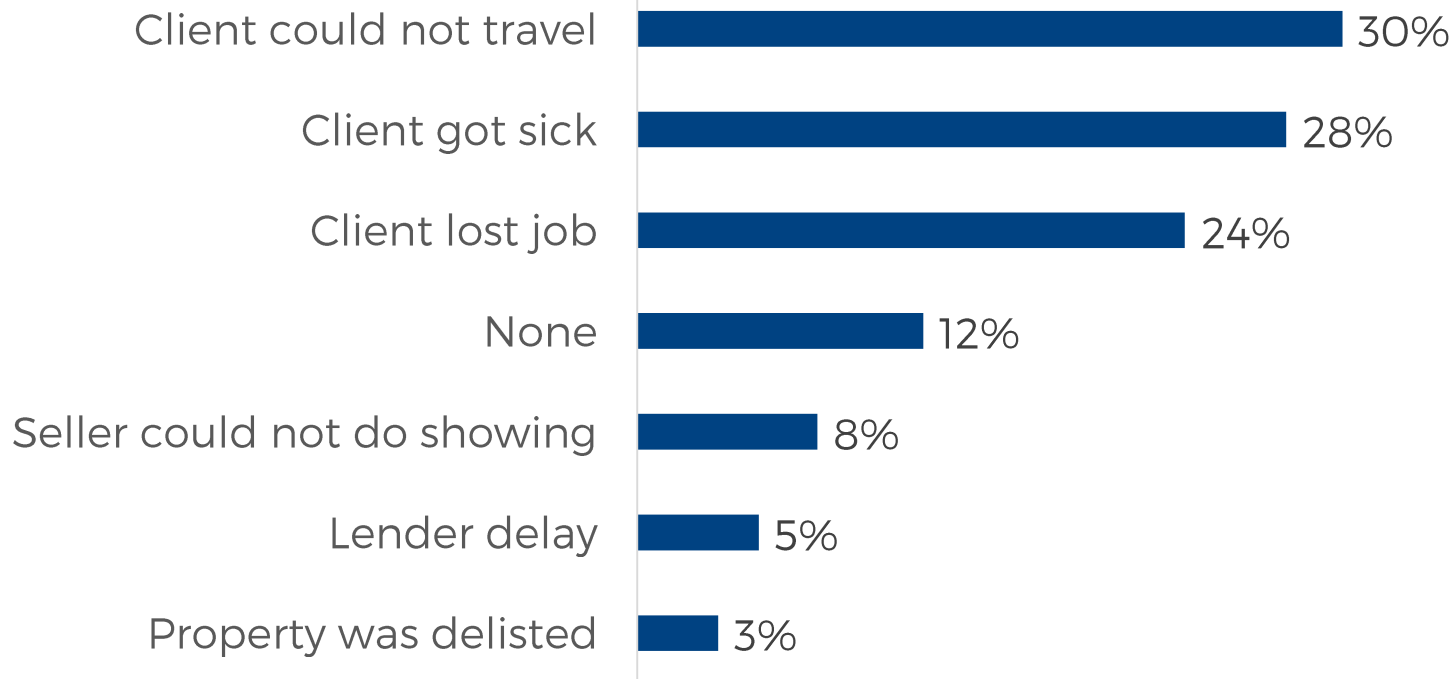
TYPE OF PROPERTY SOLD BY INTERNATIONAL CLIENTS



INTERNATIONAL BUSINESS TRENDS

88% of Respondents Reported COVID-19 Had an Impact on International Transactions

Percent of Respondents Who Reported How COVID-19 Pandemic Impacted International Client Transactions*



*Among respondents with international business; multiple responses allowed; 88% is the difference between 100% and the 12% who reported "None"



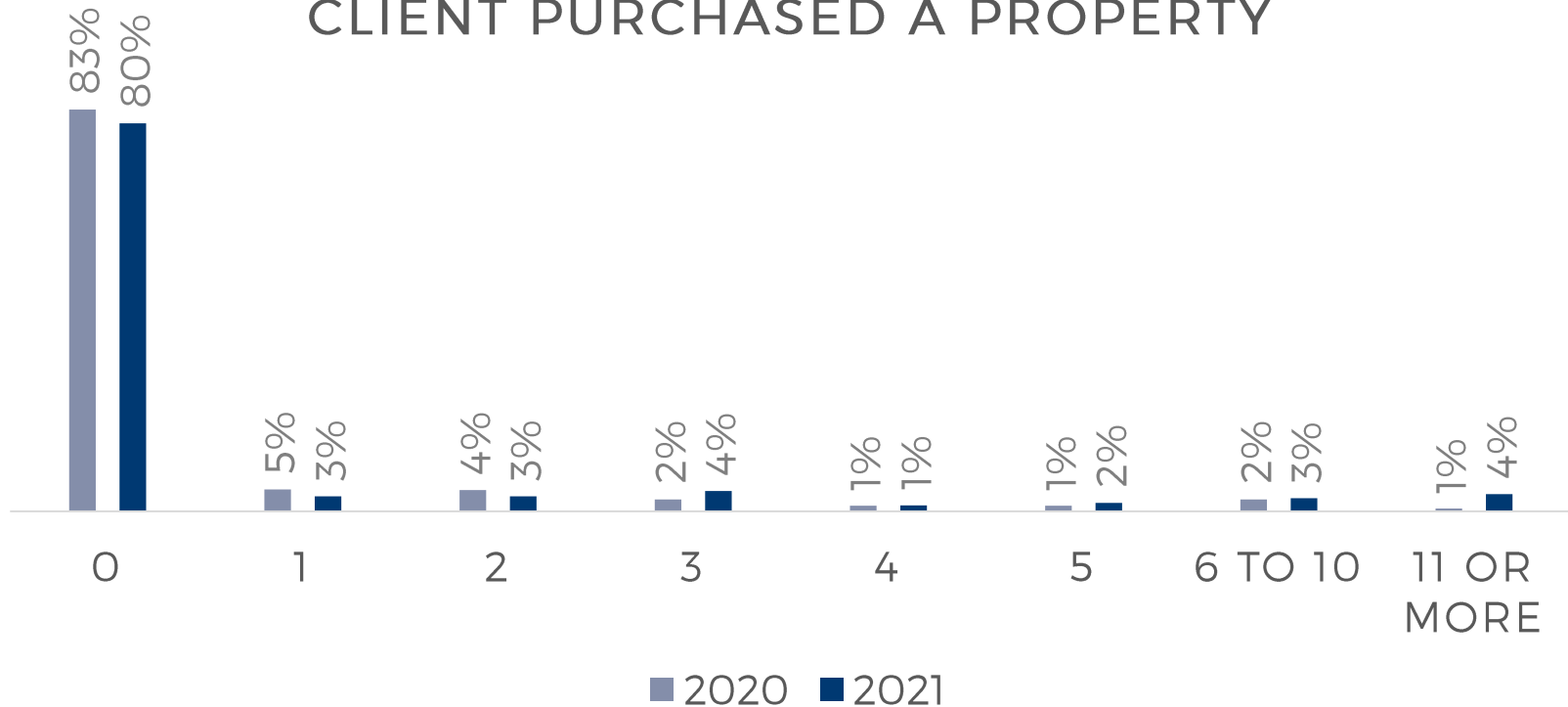
KANSAS CITY REGIONAL
ASSOCIATION OF REALTORS®



NATIONAL
ASSOCIATION OF
REALTORS® 4

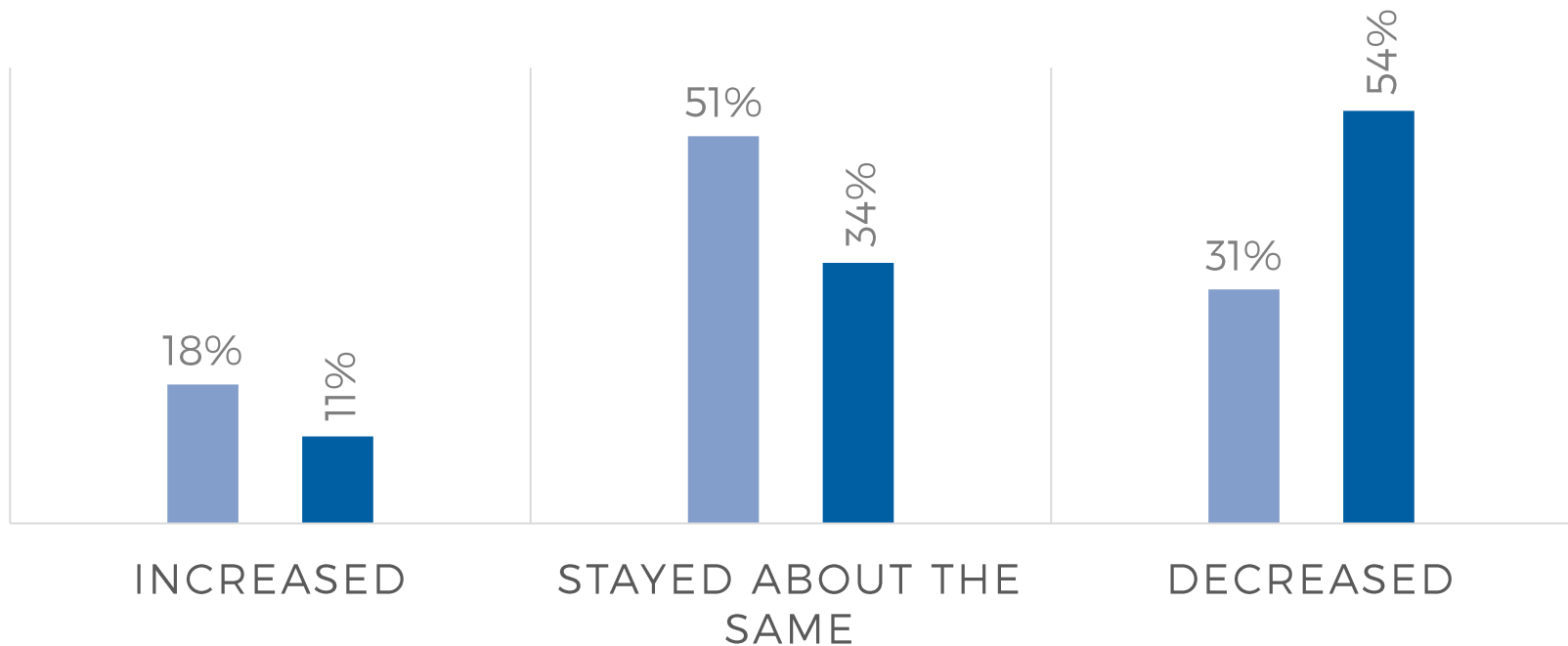
20% of Respondents Had an International Client Whether The Client Purchased Property or Not

NUMBER OF INTERNATIONAL CLIENTS AMONG RESPONDENTS WHETHER OR NOT CLIENT PURCHASED A PROPERTY



54% of Respondents Reported a Decrease in International Buyers in the Past Year

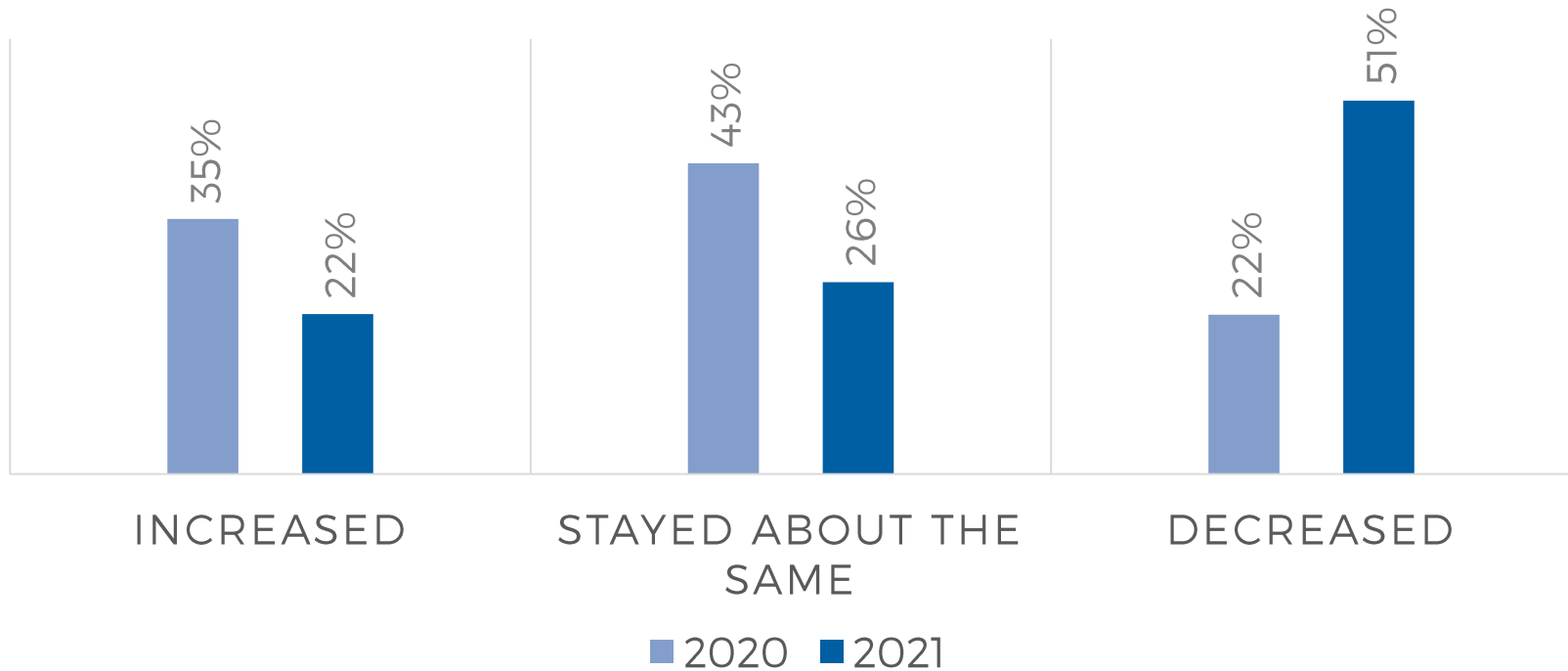
HOW BUSINESS WITH INTERNATIONAL RESIDENTIAL BUYERS HAS CHANGED IN THE PAST YEAR



*Among respondents with at least one year of experience

51% of Respondents Reported a Decrease in International Buyers in the Past 5 Years

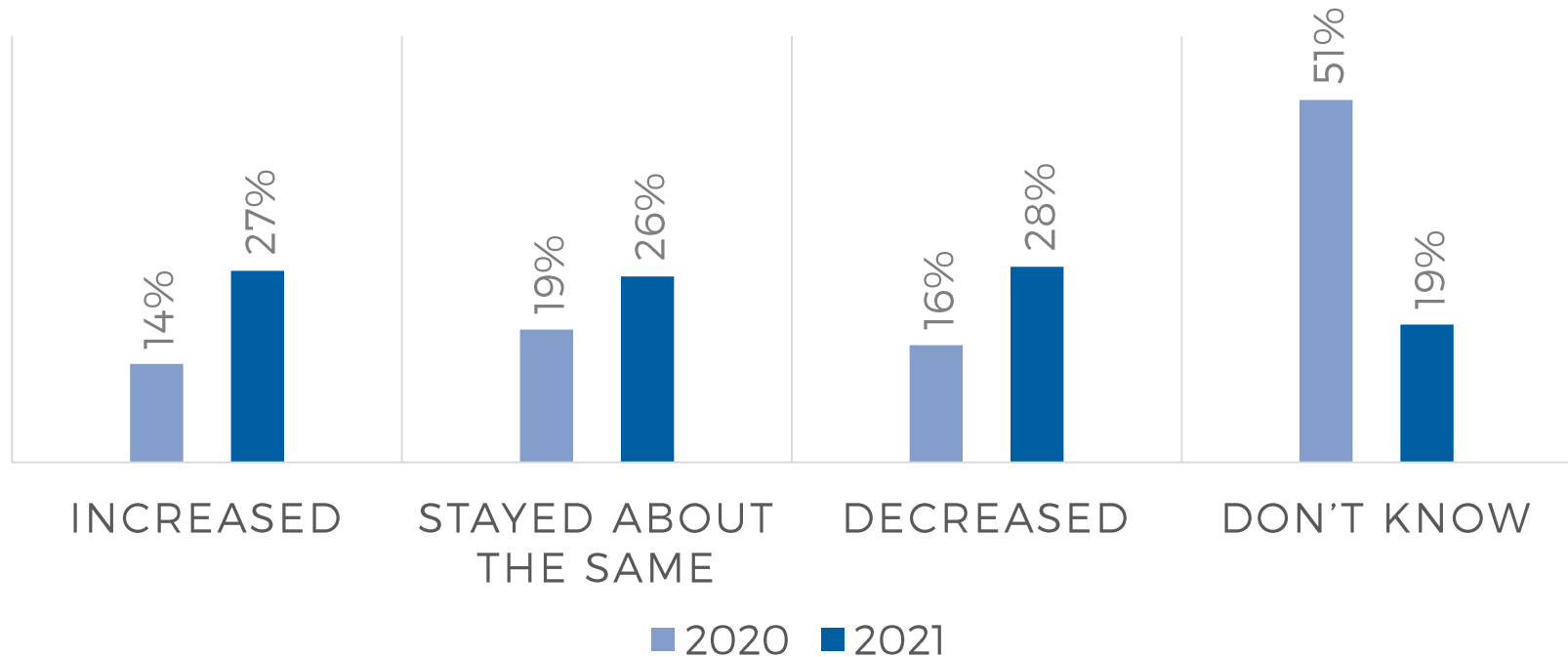
HOW BUSINESS WITH INTERNATIONAL RESIDENTIAL BUYERS HAS CHANGED IN THE PAST FIVE YEARS



*Among respondents with at least five years of experience

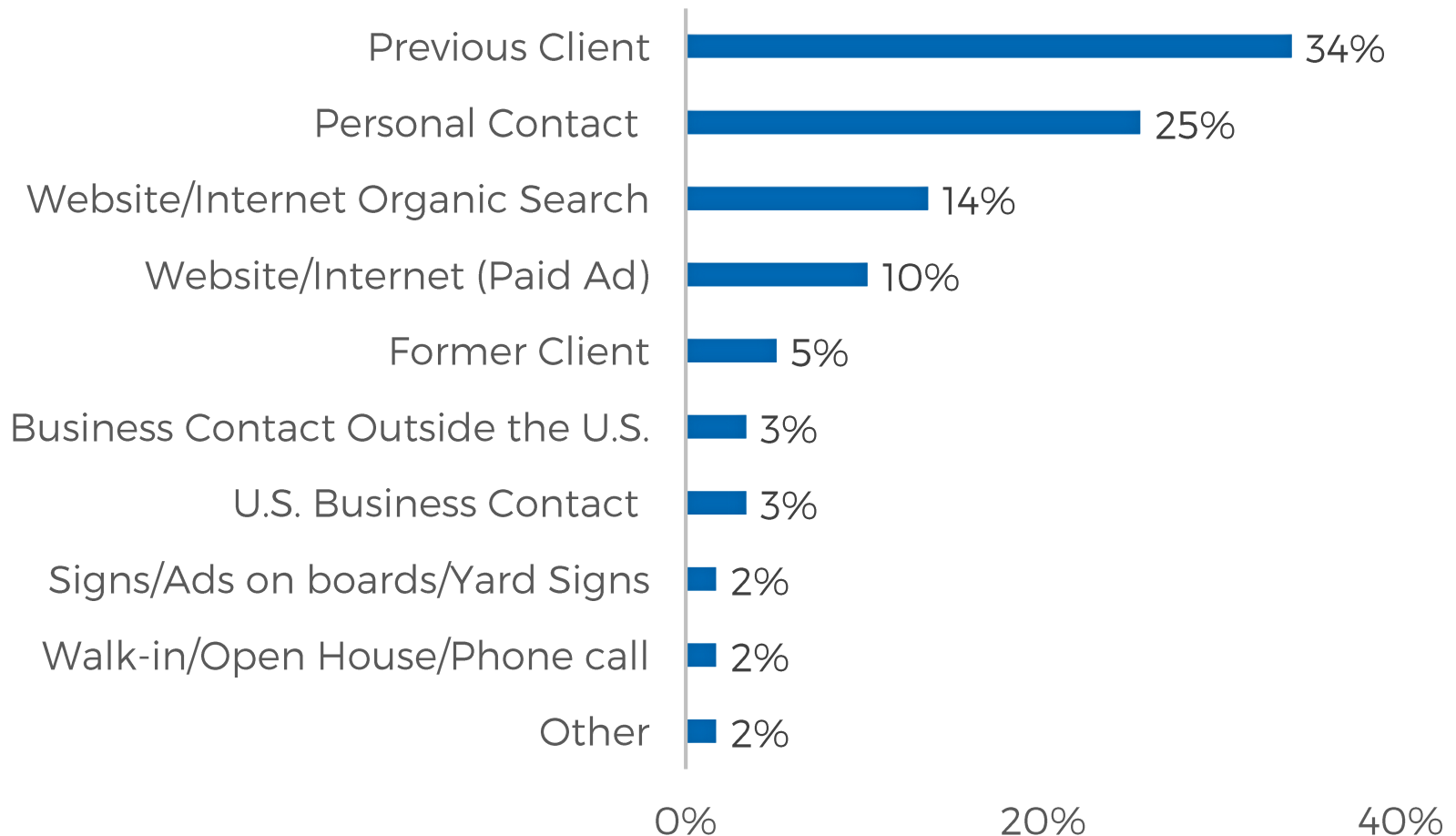
Respondents Have an Even Mix of the 12-Month Outlook

OUTLOOK REGARDING RRAR AND U.S. RESIDENTIAL BUYING ACTIVITY OF INTERNATIONAL CLIENTS IN THE NEXT 12 MONTHS



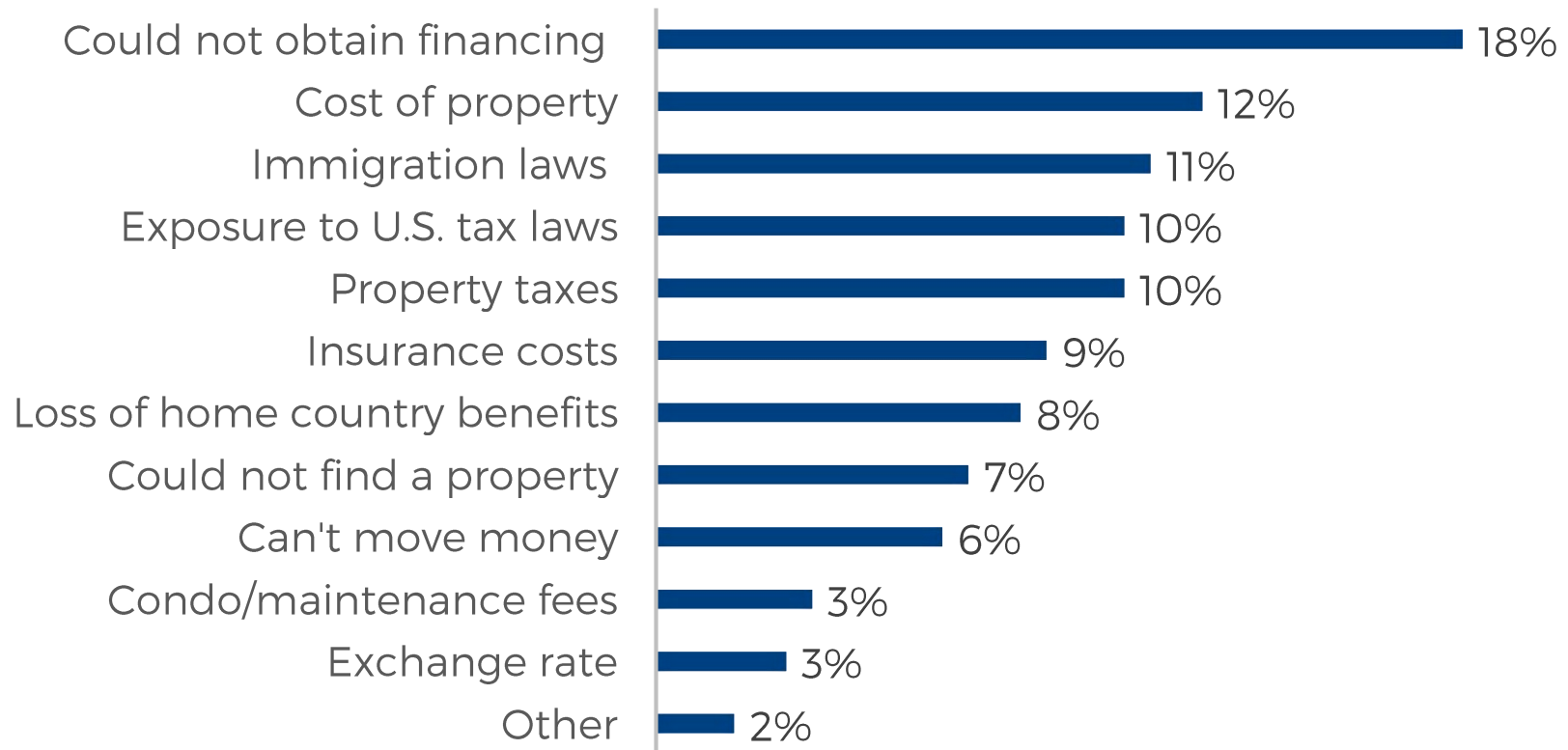
67% of Referrals or Leads Came from Personal/Business Contacts or Were Past Clients

SOURCE OF LEADS/REFERRALS



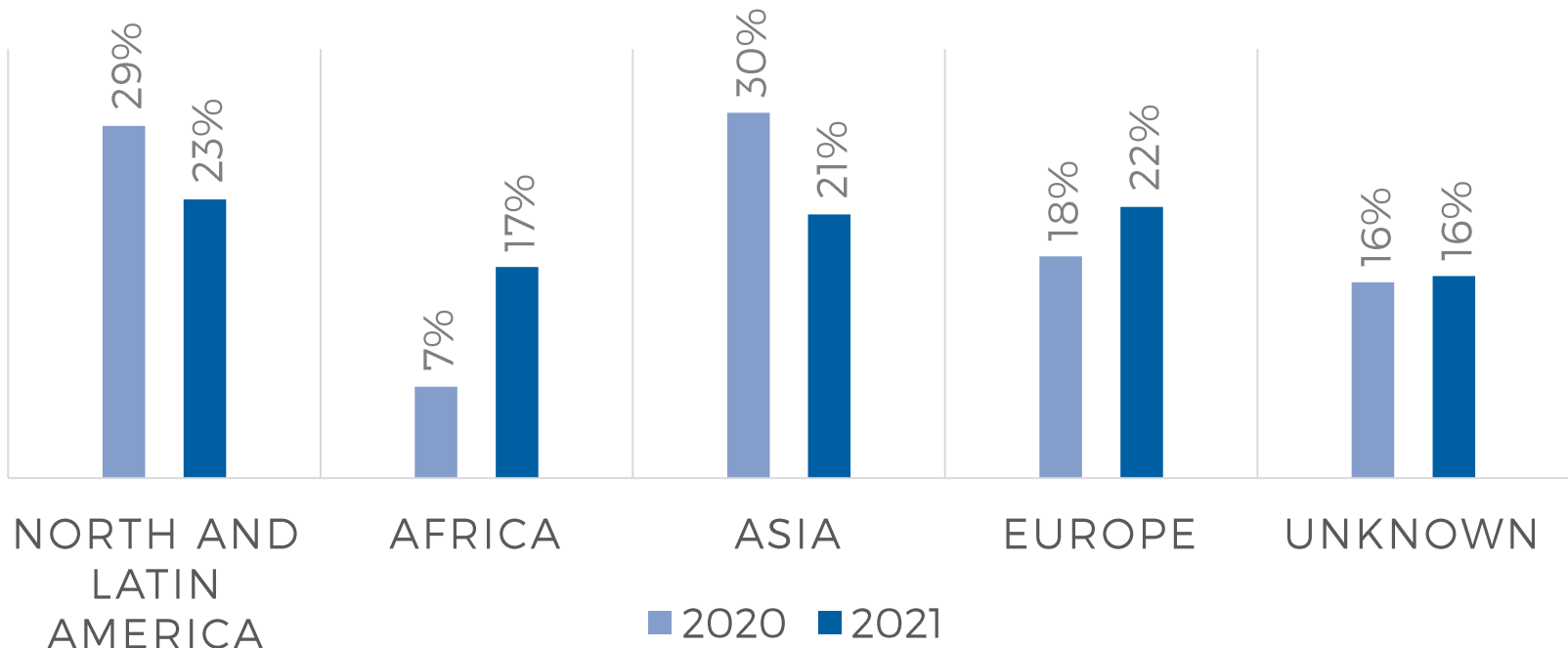
“Could not obtain financing”, “Cost of property” and “Immigration Laws” Were Major Reasons Client Decided Not to Purchase Property

REASONS FOREIGN CLIENT DECIDED NOT TO PURCHASE PROPERTY



Fewer Clients from Asia and Latin America Leased Property

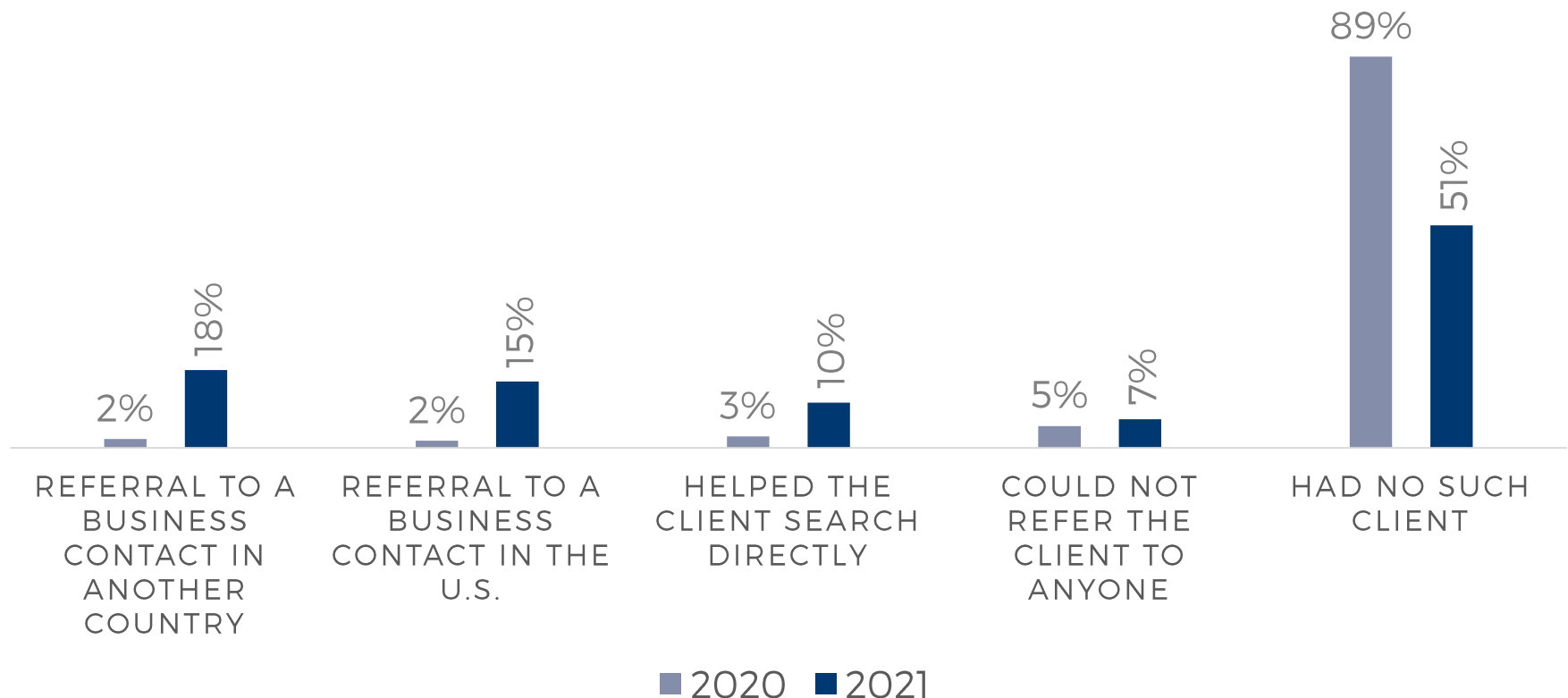
PERCENT OF RESPONDENTS WHO REPORTED INTERNATIONAL CLIENTS WHO LEASED RESIDENTIAL PROPERTY



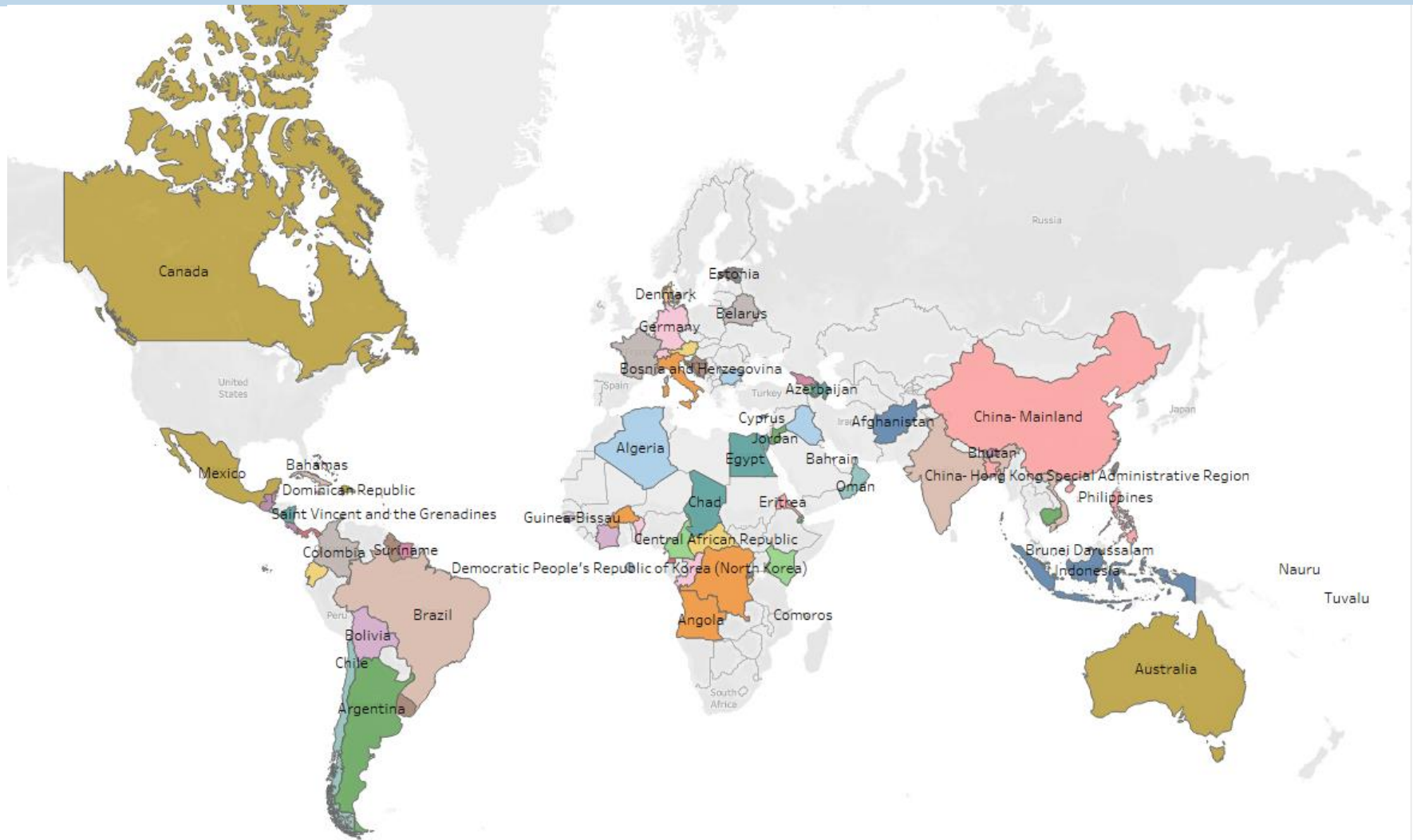
CLIENTS SEEKING
TO PURCHASE
PROPERTY ABROAD

49% of Respondents Reported U.S. Clients Who Were Searching for Property Abroad

U.S. CLIENTS INTERESTED IN PURCHASING PROPERTY ABROAD



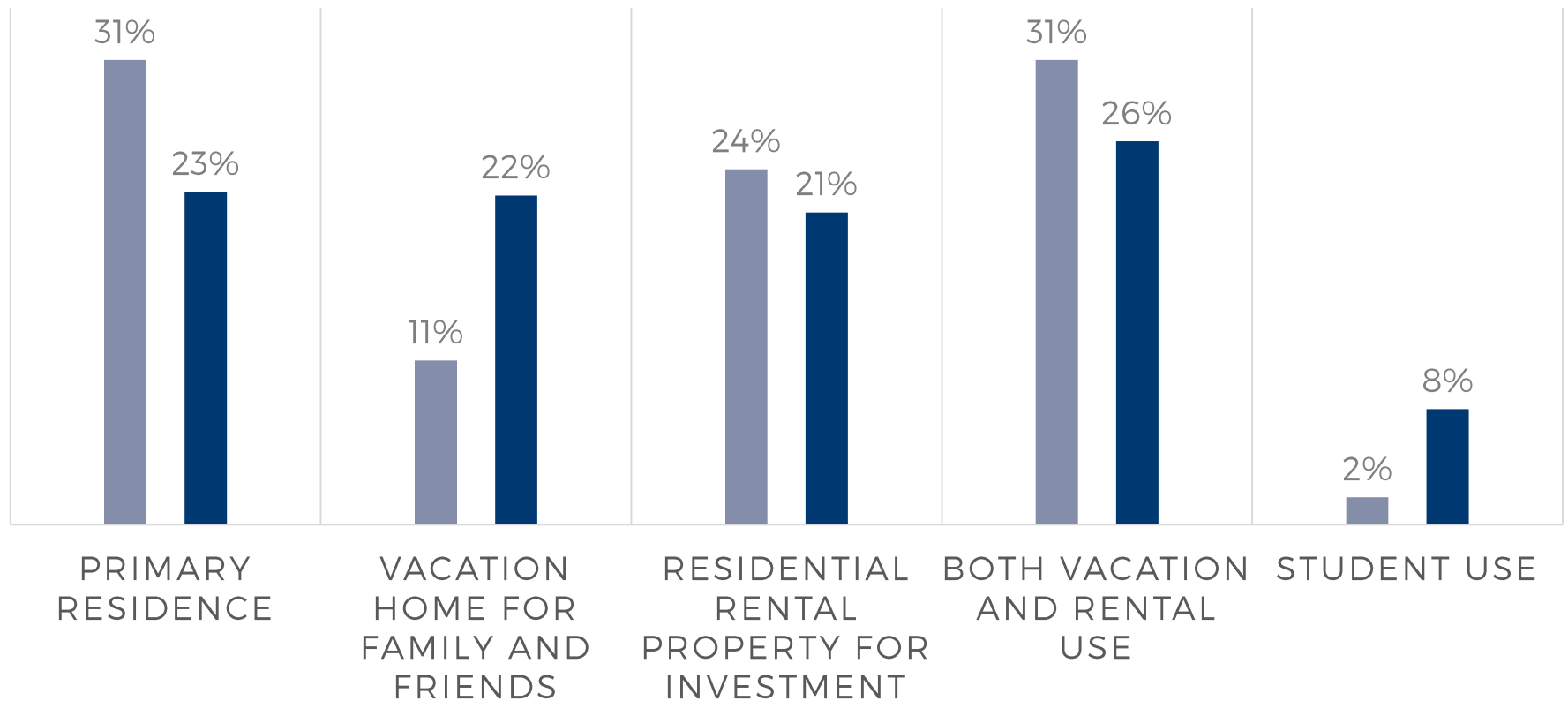
Countries of Interest to U.S. Clients Seeking to Purchase Properties Abroad*



*Respondents identified 78 countries, of which 8% of U.S. clients seeking to purchase property abroad were interested in purchasing properties in China, with countries accounting for less than 5%.

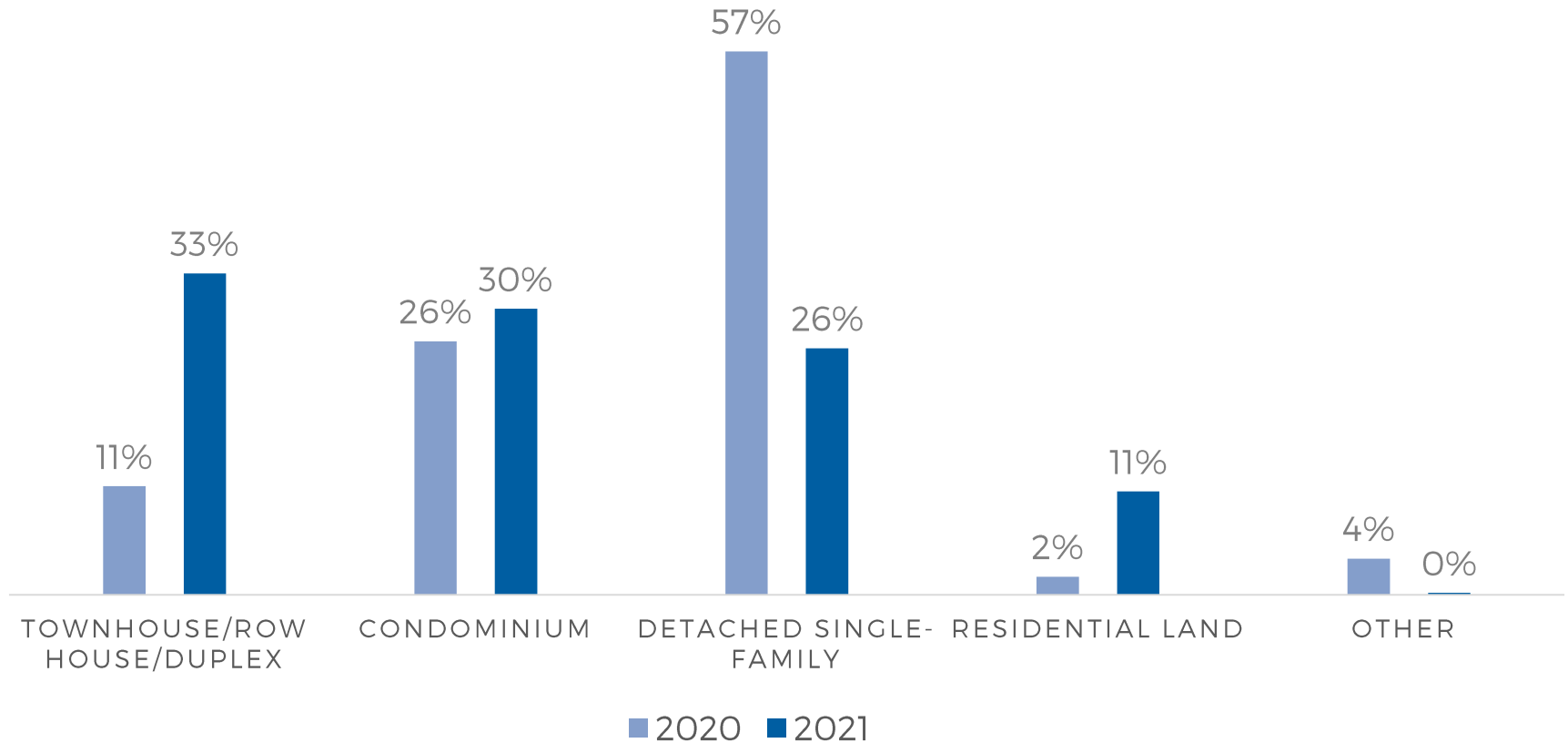
69% of U.S. Clients Seeking to Buy Property Abroad Were Interested in Vacation or Rental Properties

HOW CLIENTS INTENDS TO USE PROPERTY



63% of U.S. Clients Seeking to Buy Property Abroad Were Interested in Condominiums or Townhouses

TYPE OF PROPERTY CLIENT WAS LOOKING TO BUY ABROAD



Appendix: Estimation of Foreign Buyer Purchases

Estimation of Foreign Buyer Purchases

Line 1	Share of foreign buyer purchases to LIBOR home sales	2.4%
Line 2	Foreign buyer sales/ ¹	857.34
Line 3	Share of Type A foreign buyers	19%
Line 4	Share of Type B foreign buyers	81%
Line 5	Non-resident (Type A) foreign buyer purchases (units)	164
Line 6	Resident (Type B) foreign buyer purchases (units)	693
Line 7	Average foreign buyer purchase price	\$715,900
Line 8	Dollar volume of foreign buyer purchases, in billions	\$613,772,926
	Foreign buyer market share of dollar volume	2.6%
Memo items		
Line 9	LIBOR dollar sales volume, in billions	\$23,188,305,531.0
Line 10	LIBOR residential sales	35,837

¹

Assumption is that LIBOR's share of foreign buyers is the same as the share of foreign buyers in NY state. New York's share of Type A sales to total sales, based on NAR Realtors® Confidence Index Survey

This study was conducted by the National Association of REALTORS® for the Long Island Board of REALTORS®.

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NATIONAL ASSOCIATION OF REALTORS®

The National Association of REALTORS® (NAR) is America's largest trade association, representing more than 1.4 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 Group

The Mission of the NATIONAL ASSOCIATION OF REALTORS® Research Group is to produce timely, data-driven market analysis and authoritative business intelligence to serve members, and inform consumers, policymakers and the media in a professional and accessible manner.

To find out about other products from NAR's Research Group, visit www.nar.realtor/research-and-statistics

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The Long Island Board of REALTORS®, Inc. (also known as LIBOR), is a 28,000 member not-for-profit trade association that serves real estate professionals throughout Nassau, Suffolk and Queens Counties. LIBOR is one of the largest local REALTOR® Boards in the United States.

The mission of the Long Island Board of REALTORS®, Inc. is to promote high ethical standards and member success through innovative services, proactive advocacy, quality education and protection of private property rights.

LIBOR is a 5-time NAR Global Achievement Award Recipient. Opening the doors to Global Opportunities can help you expand your business opportunities and increase your income. Learn how to develop the skills you need to gain a greater understanding of the global marketplace.

