

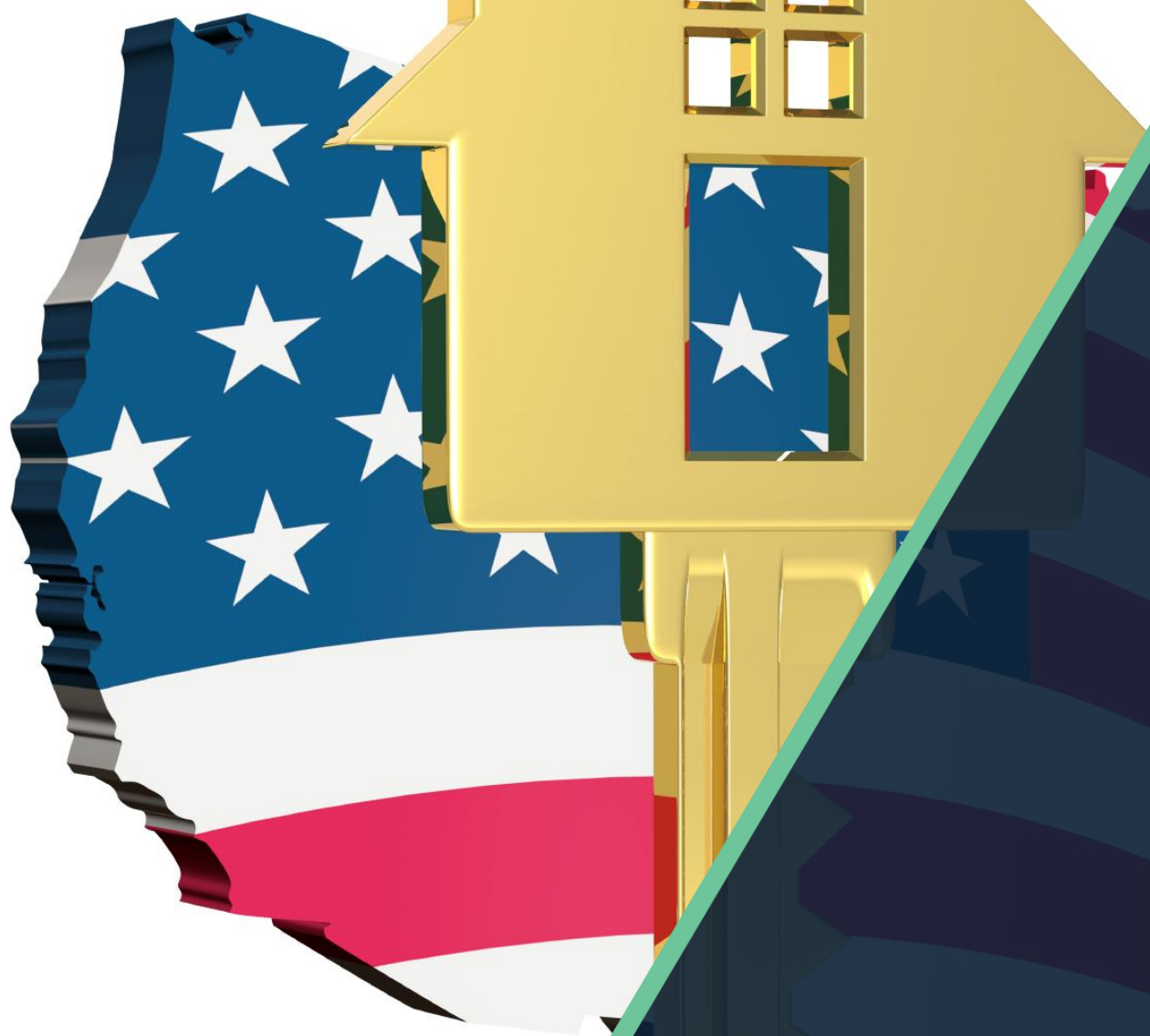
Global Trends and the International Student Impact

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The background of the slide features a world map in a golden-yellow hue. Overlaid on the map are the black silhouettes of two individuals, a man and a woman, dressed in business attire and shaking hands. The scene is set against a dark blue background with a diagonal pink line running from the top-left to the bottom-right.

GLOBAL CLIENTS

- Foreign buyers living abroad
- Immigrants
- First-generation Americans
- Americans Buying Abroad
- Clients with International Connections
- Investment buyers



2020 International Report Highlights

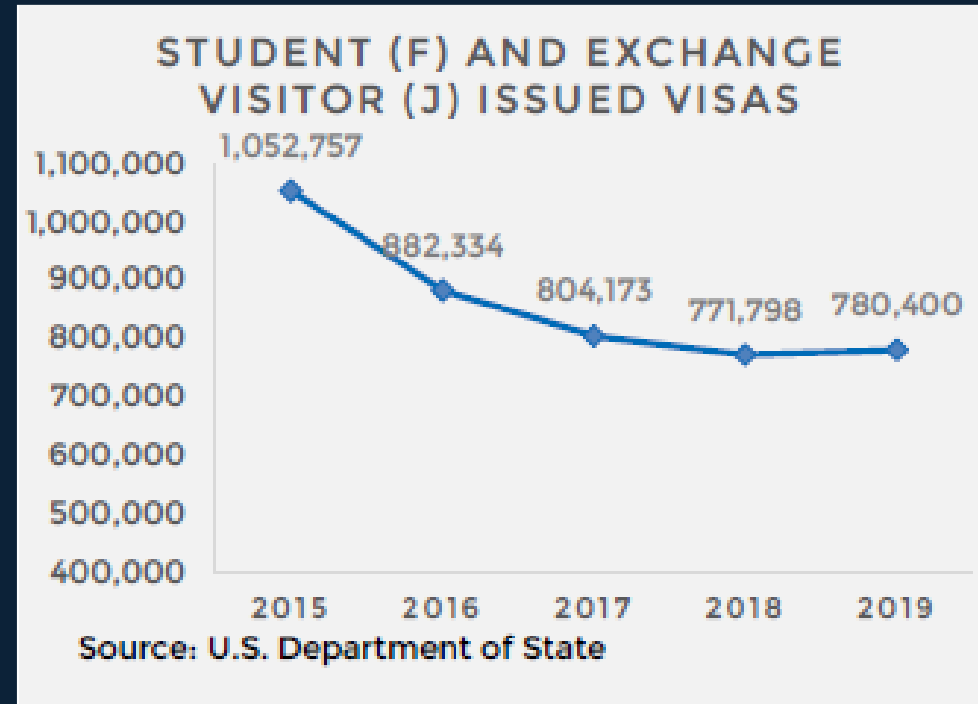
- **\$74 BILLION**
- **154,000** properties
- **61%** resident foreign buyers

61% resident foreign buyers

Resident foreign buyers

Non-U.S. citizens who are recent immigrants (less than 2 years at the time of the transaction) or non-immigrant visa holders who reside for more than six months in the United States for professional, educational, or other reasons.

- US is #1 destination for foreign students
- 1.09m international students in the U.S.
 - 435,000 in Canada
 - 420,000 in Australia
 - 497,000 in U.K.
- 40% from China (mainland) and Taiwan
- Student visa issuances have decreased since 2015



INTERNATIONAL STUDENT STATS

1,095,299

International Students
studying in the US
(2018/2019).

20,452

International students
attending Virginia
universities.

2,253

International students
attending Virginia's
Community Colleges.

ECONOMIC IMPACT OF INTERNATIONAL STUDENTS



\$41 BILLION

2019 annual contribution of International Students at Universities to the U.S. Economy



\$2.6 BILLION

2019 annual contribution of International Students at Community Colleges to the U.S. Economy



458,000

Jobs supported by International Students at Universities in the U.S.



13,970

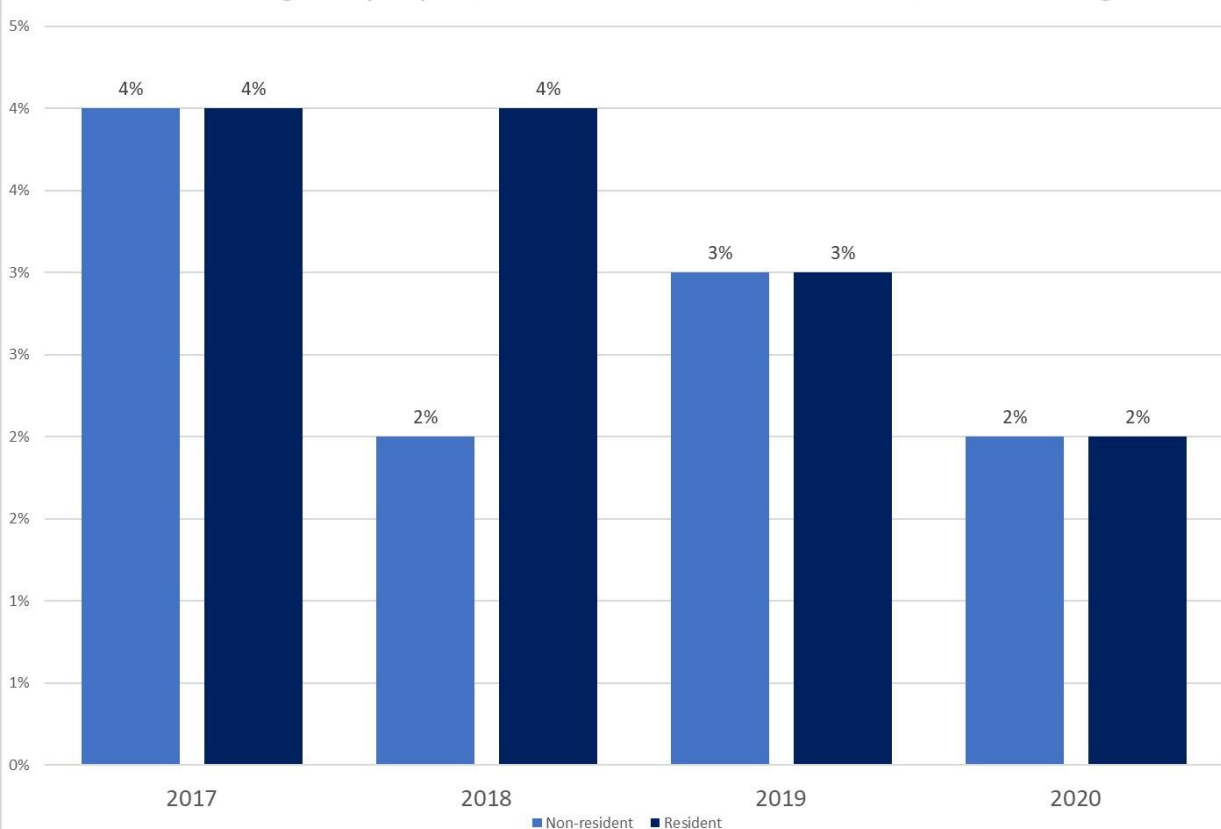
Jobs supported by International Students at Community Colleges in the U.S.



ECONOMIC IMPACT OF INTERNATIONAL STUDENTS IN VA

- ✓ **\$757,910,686** annual expenditure by international students in VIRGINIA attending universities
- ✓ **\$69.6 million** = economic value of international students at VIRGINIA community colleges

% of Foreign Buyer purchases for Intended use as Student Housing



U.S. Impact of Student Housing

- 2017 = \$6.12B
- 2018 = \$2.4B - \$4.84B
- 2019 = \$2.34B
- 2020 = \$1.4B

CURRENT SITUATION & NEXT STEPS

- Current international students in the U.S. can continue to take online classes in the fall if necessary due to the coronavirus pandemic. (7-14-2020)
 - Reversing newly stated immigration policy on 7-6-2020 stating if international students did not show up in-person they would be deported for violating the rules of their visa.
- NAR is planning future research to begin to put a more finely tuned understanding of how this segment of the international real estate market impacts local, state and national economies and the communities our members serve.

RESOURCES

2020 NAR International Transactions in U.S. Residential Real Estate

<https://www.nar.realtor/research-and-statistics/research-reports/international-transactions-in-u-s-residential-real-estate>

NAR Global resources

www.nar.realtor/global

International Student Data

www.iie.org

www.nafsa.org

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