

U.S. HOME BUILDERS ARE BENEFITTING FROM FOREIGN HOME BUYERS



1 in **3**

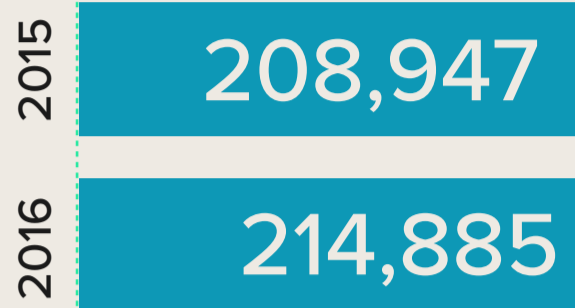


Real estate professionals who report working with international clients

\$102.6 billion

SOLD

Total value of homes sold to international buyers in 2016



3%

Increase in sales to foreign buyers last year

44%

Predict an increase

WHERE ARE THEY FROM?

More Canadians are searching for homes in 2017 than any other group



China

14%



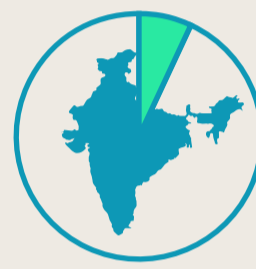
Canada

12%



Mexico

8%



India

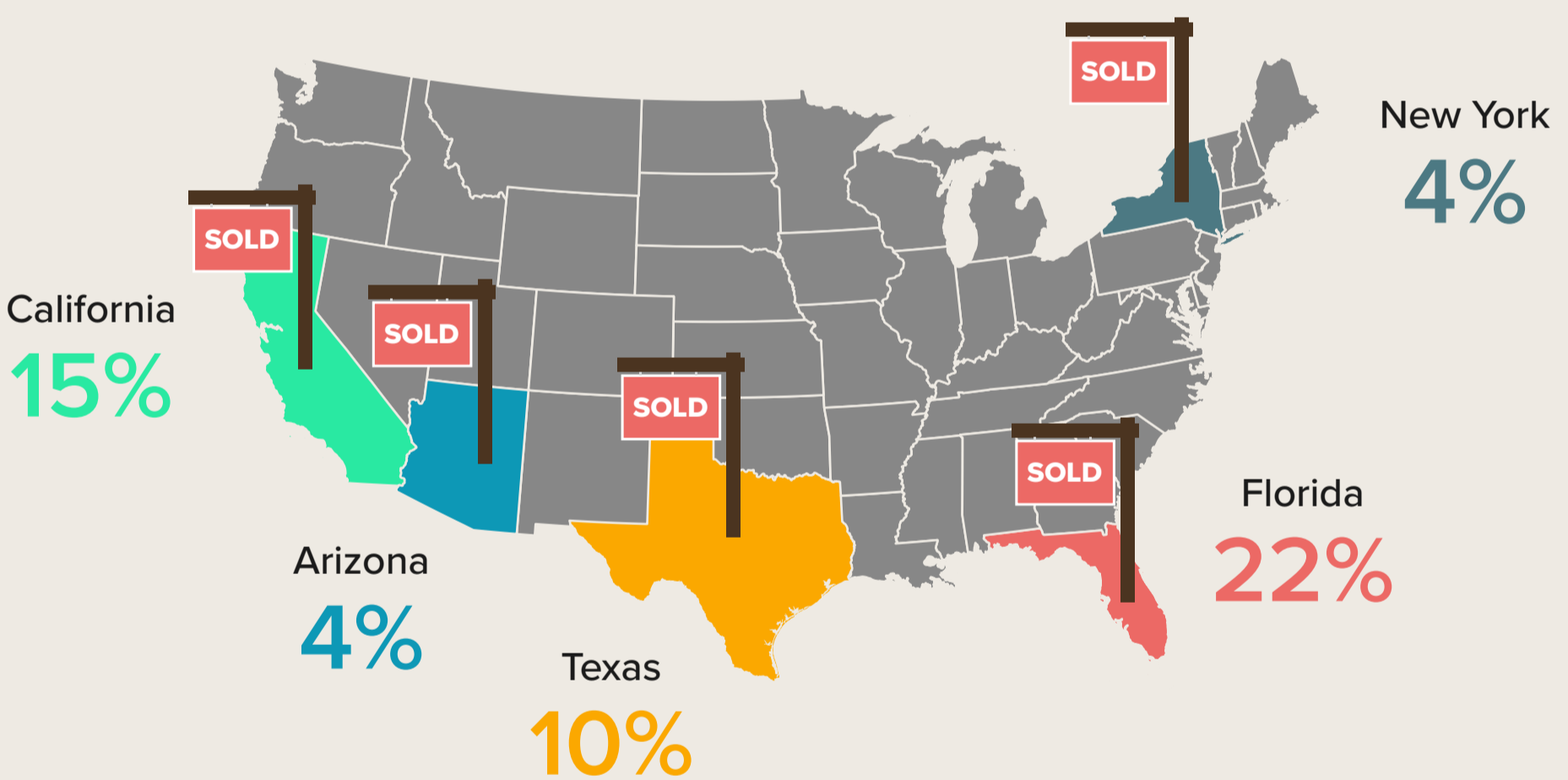
7%



UK

4%

WHERE ARE THEY BUYING?



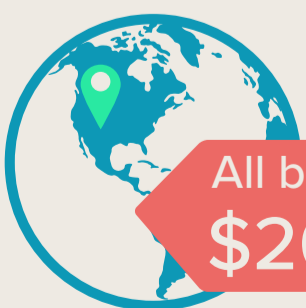
INTERNATIONAL BUYERS ARE A POTENTIAL BOON TO HOME BUILDERS BECAUSE THEY:

SPEND MORE



Foreign buyers:
\$477,462

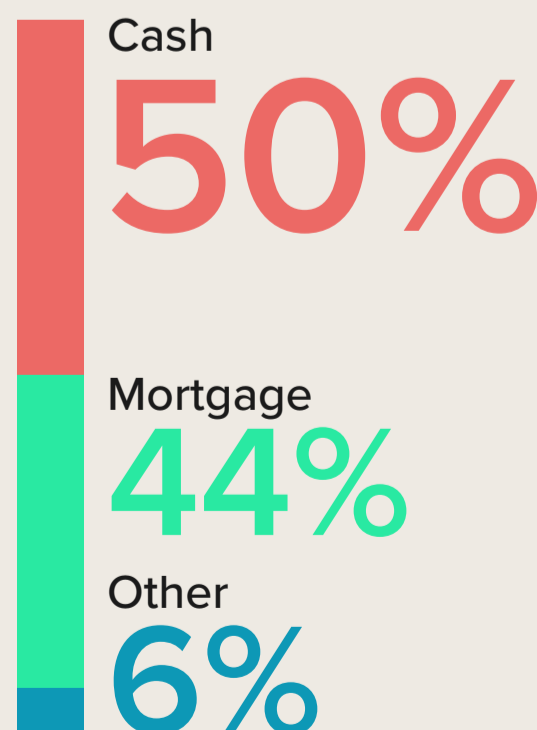
(Average sale price)



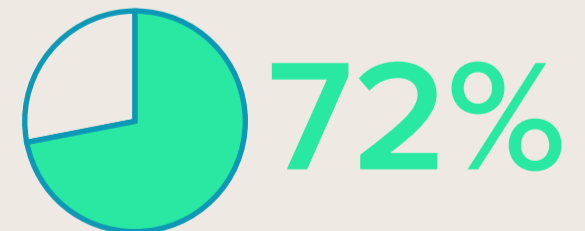
All buyers:
\$266,683

(Average sale price)

PAY IN CASH



WANT LUXURY HOMES



buy vacation or rental homes



10% spend more than

\$1 million



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Sources: nar.realtor, therealdeal.com, builderonline.com

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