

International Residential Transactions in South Carolina During April 2021-March 2022

June 2022



CONTENTS

3 | About the Survey

5 | Report Highlights

7 | International Residential Buyers

28 | International Business Trends

About the Survey

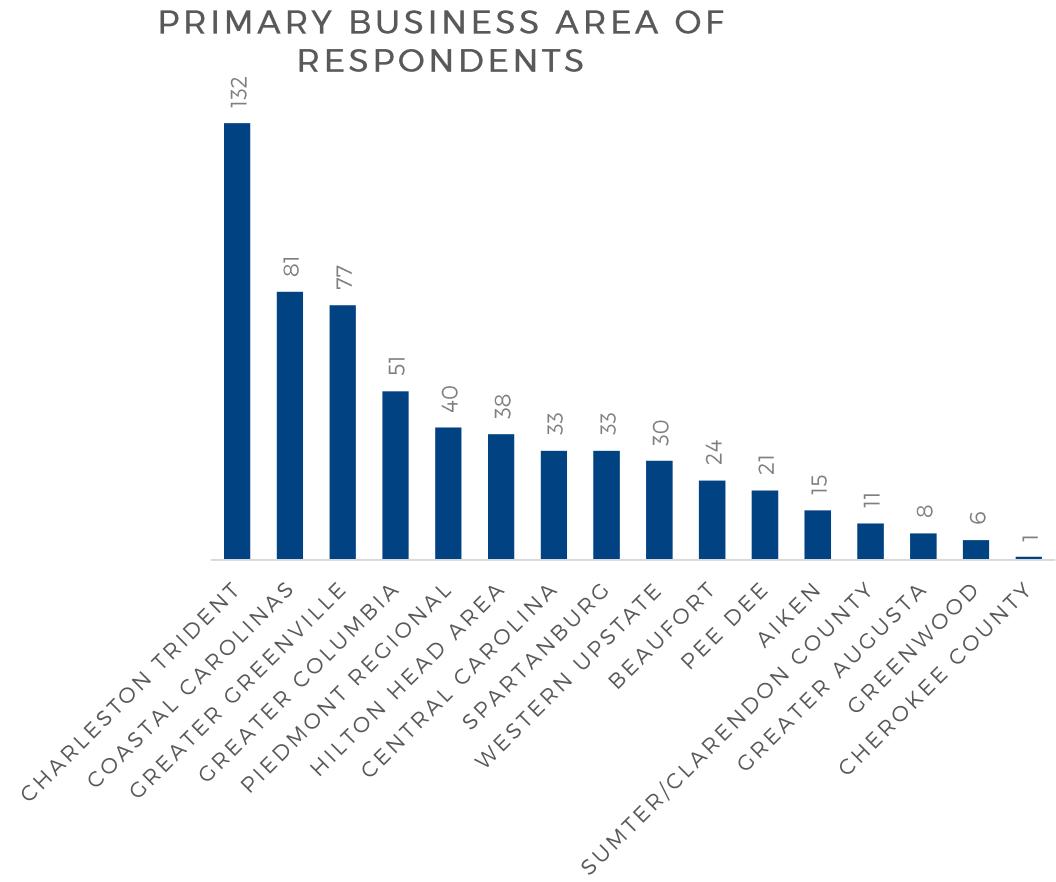
Objective

The objective of this survey is to gather information about international residential real estate transactions in the state of South Carolina during April 2021-March 2022 (referred to as a "2022" in this report).



Respondents

The South Carolina REALTORS® sent out the survey to 25,325 members of local associations in South Carolina from April through May 6, 2022, of which 627 members responded to the survey. Among the respondents, 96 reported they had a foreign buyer and provided some information about the characteristics of the client. Charleston Trident, Coastal Carolinas, and Greater Greenville were the primary business areas, accounting for 48% of respondents.



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.

REPORT HIGHLIGHTS

2021 Report Highlights

\$730.5 million foreign buyer purchases (\$278.4 million in 2021)

2.2% of South Carolina's dollar sales volume

2,340 homes purchased (830 homes in 2021)

60% of foreign buyers resided in the United States (Type B)

Top countries of origin of foreign buyers

Canada (14%)

Mexico (9%)

India (6%)

China (6%)

Colombia (4%)

Major destinations of foreign buyers

Charleston Trident (19%)

Greater Columbia (16%)

Greater Greenville (9%)

2022 Report Highlights

\$295,000 average foreign buyer price (compared to \$285,600 average home price in South Carolina)

45% of foreign buyers paid all-cash

54% of foreign buyers intended to use the property as a primary residence

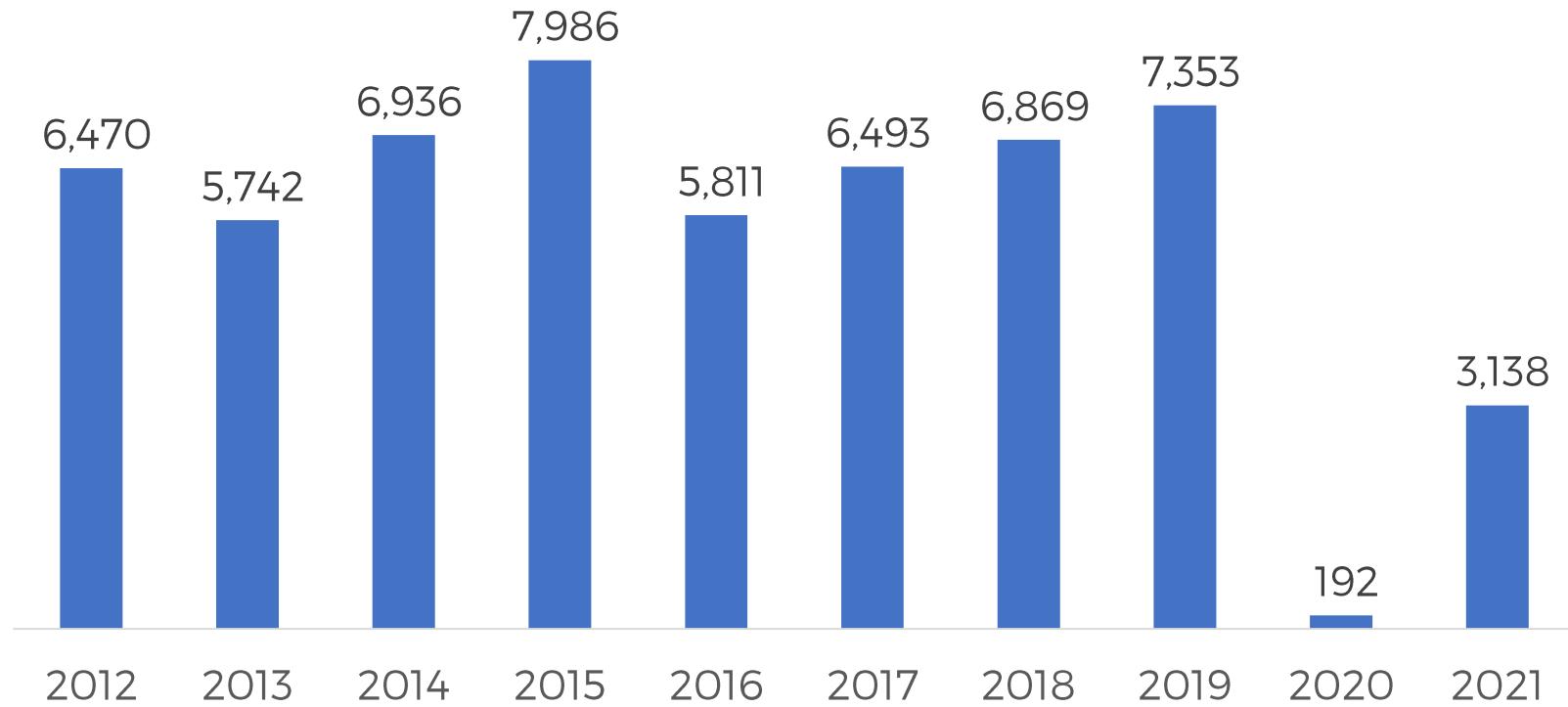
64% of foreign buyers purchased single-family detached homes or townhomes

6% of respondents reported they had U.S. clients looking to purchase property abroad, mainly for vacation use or rental

INTERNATIONAL RESIDENTIAL BUYERS

Net International Migration Rebounds in 2021

Net International Migration in South Carolina



Net International Migration by Metro Area

Net International Migration

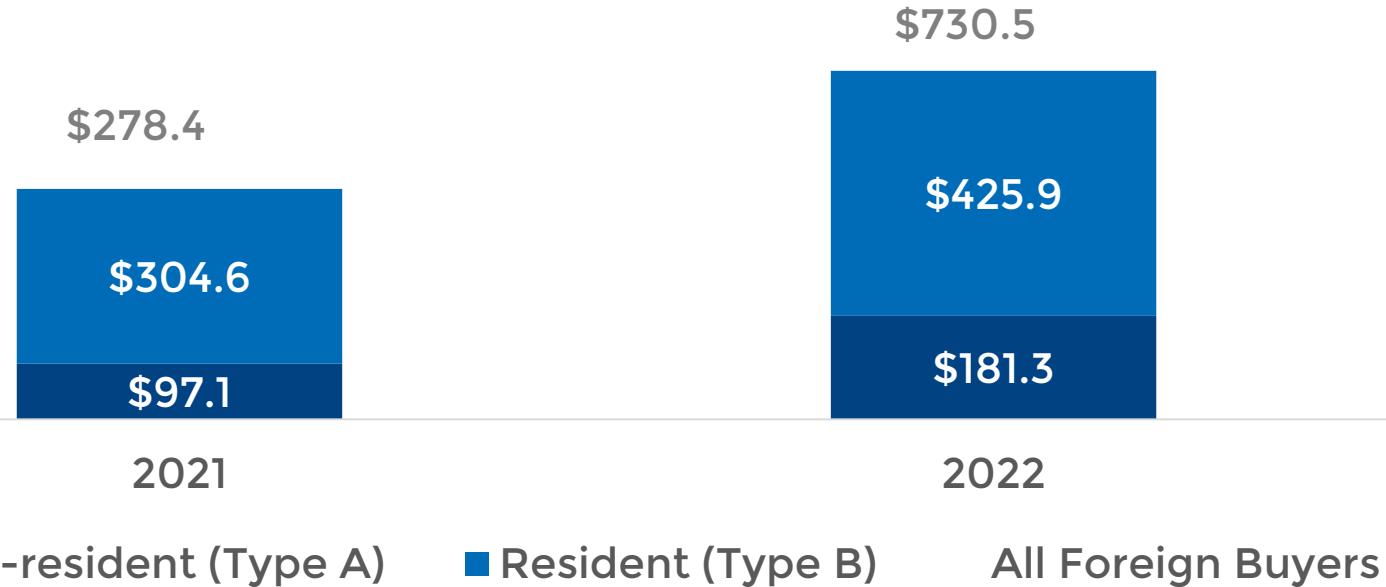
Metro Area	2018	2019	2020	2021
Greenville-Anderson	2128	2189	58	961
Charleston-North Charleston	1079	1215	45	666
Columbia	1632	1543	41	636
Myrtle Beach-Conway-North Myrtle Beach	386	471	0	170
Hilton Head-Bluffton	275	435	18	133
Spartanburg	309	309	7	122
Florence	104	105	0	39
Sumter	64	110	7	32

Source: U.S. Census Bureau

Foreign Buyer Purchases Increase to \$730.5 Million

2.2% of South Carolina Market (1.1% in 2021)

DOLLAR VOLUME OF FOREIGN BUYER PURCHASES IN SOUTH CAROLINA IN MILLION DOLLARS

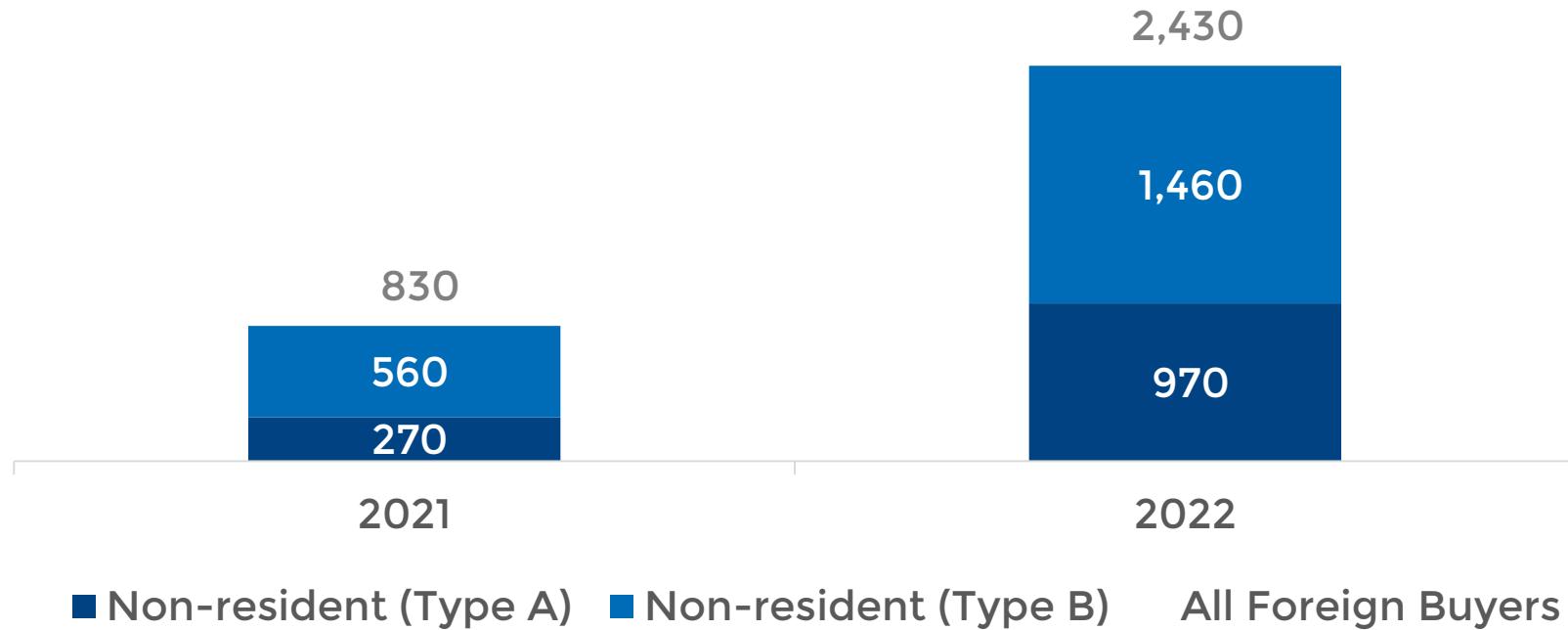


*According to NAR's 2022 International Transactions in U.S. Residential Real Estate, South Carolina accounted for 2.5% of foreign buyer transactions during April 2022-March 2022, an increase from 0.78% in the 2021 survey.

Number of Foreign Buyers Tripled

Share of foreign buyers who live abroad: 40% (33% in 2021)

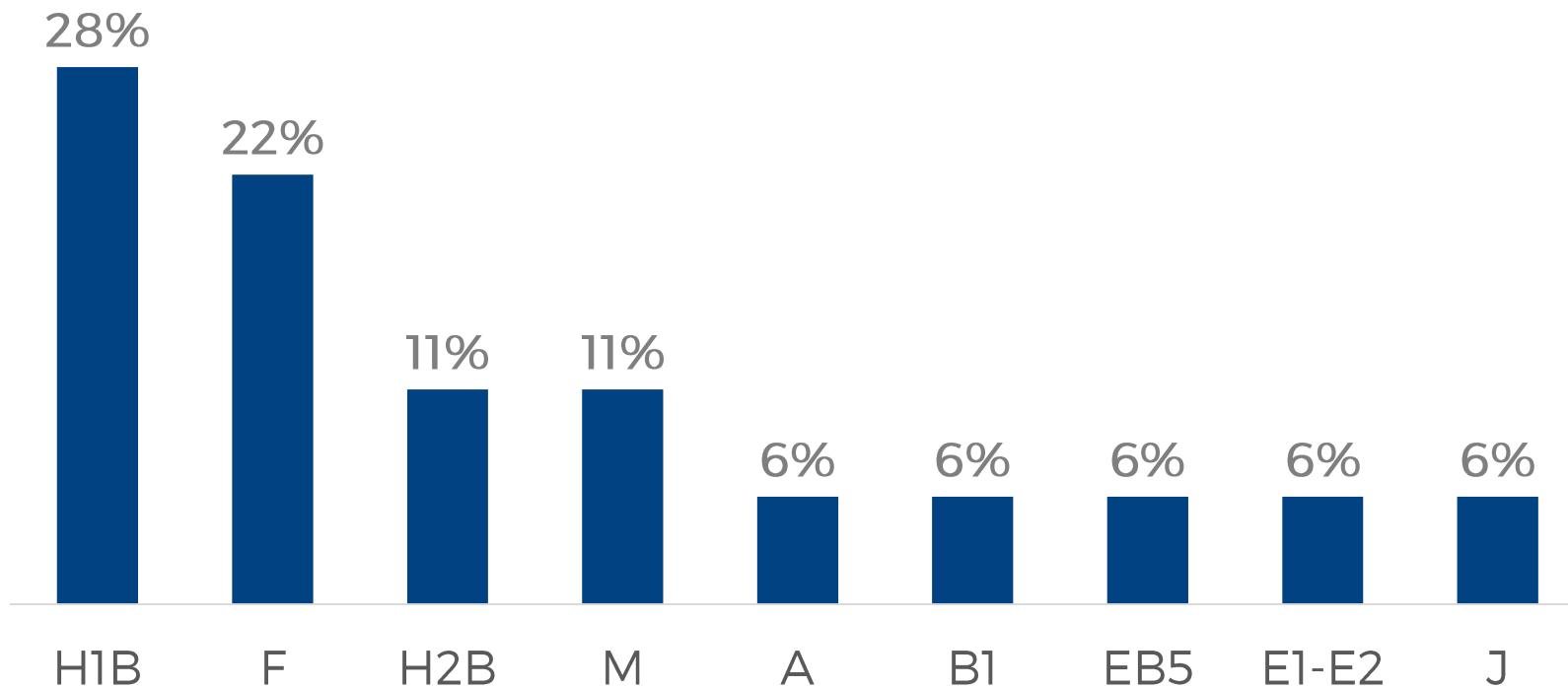
NUMBER OF FOREIGN BUYER PURCHASES IN SOUTH CAROLINA



*According to NAR's 2022 International Transactions in U.S. Residential Real Estate, South Carolina accounted for 2.5% of foreign buyer transactions during April 2022-March 2022, an increase from 0.78% in the 2021 survey.

Workers and Students Held Most of the Visas of Foreign Buyers in 2022

TYPE OF VISAS HELD AMONG FOREIGN BUYERS ON A U.S. VISA

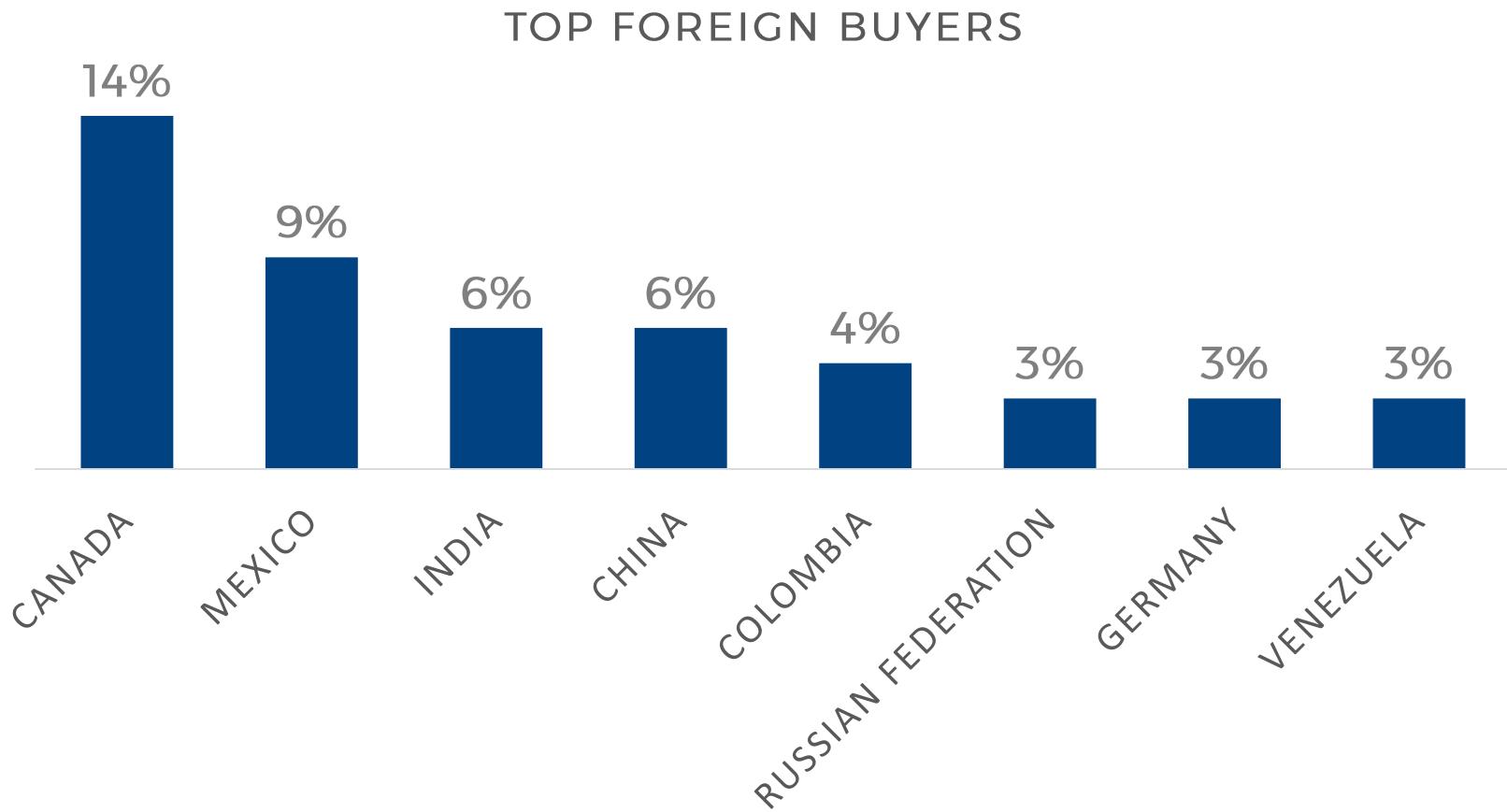


55% of Foreign Buyers Were from Europe and Latin America

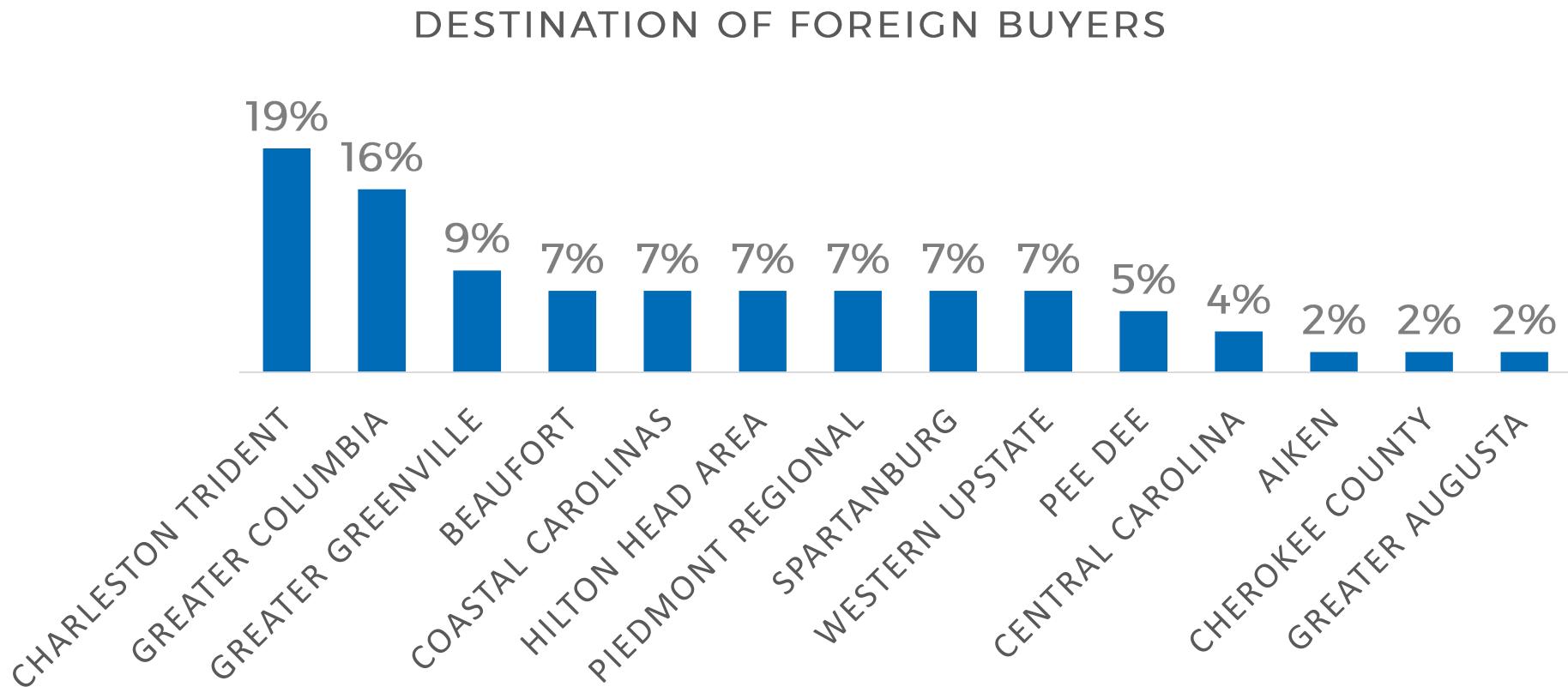


*North America refers to Canada; Mexico is classified under Latin America even if it is geographically part of North America

Top Foreign Buyers in South Carolina



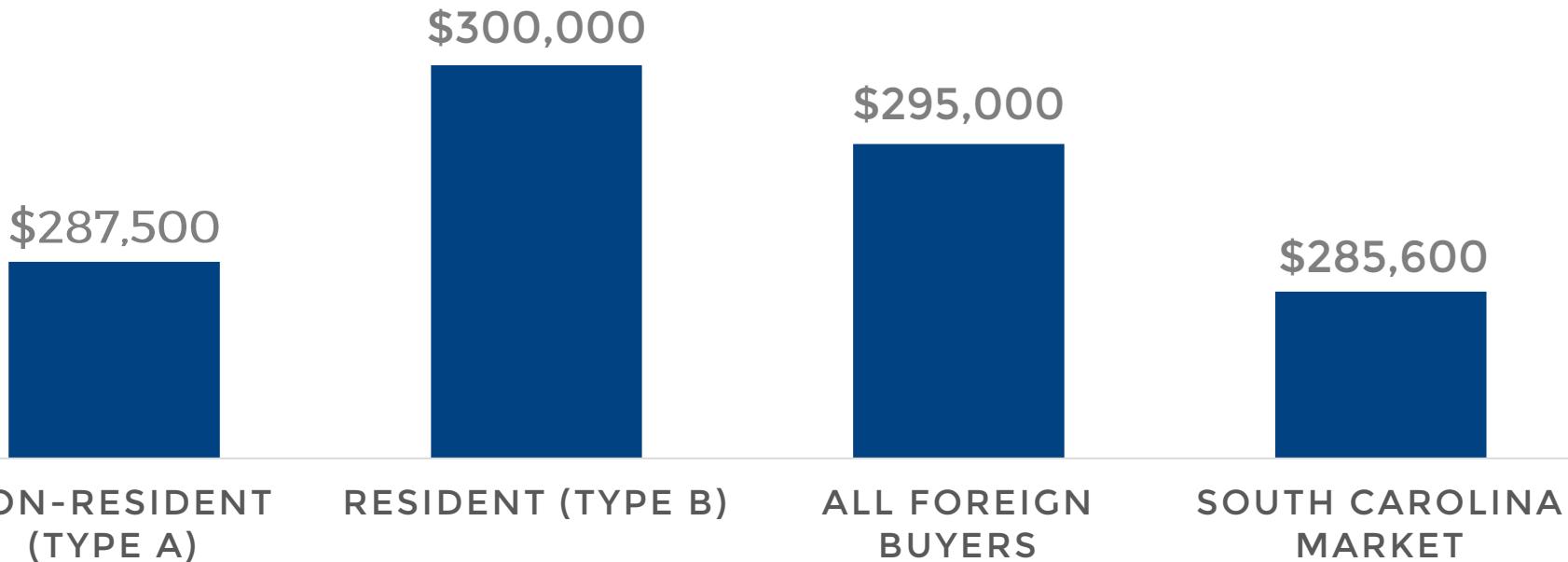
Destination of Foreign Buyers



\$295,000: Foreign Buyer Median Purchase Price

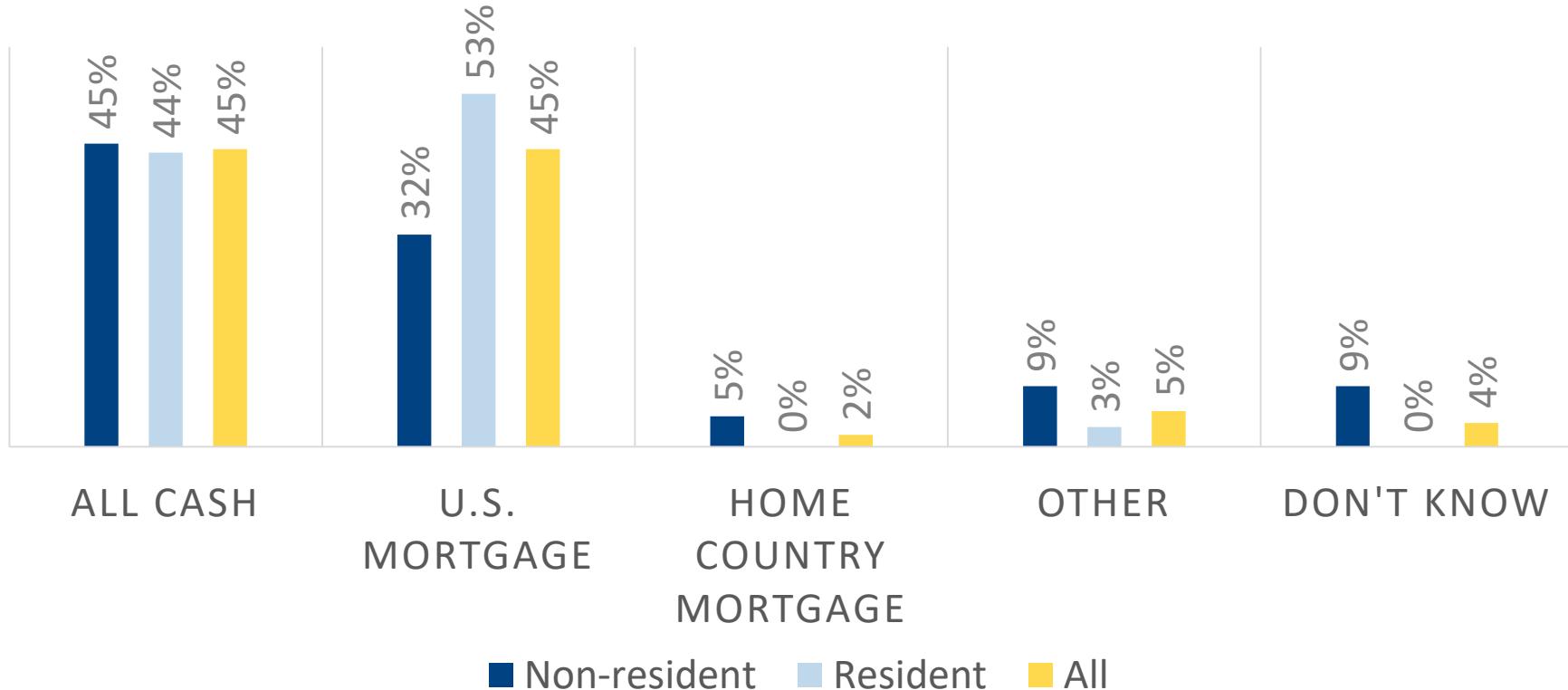
Higher median purchase price among resident buyers

COMPARATIVE MEDIAN PURCHASE PRICE



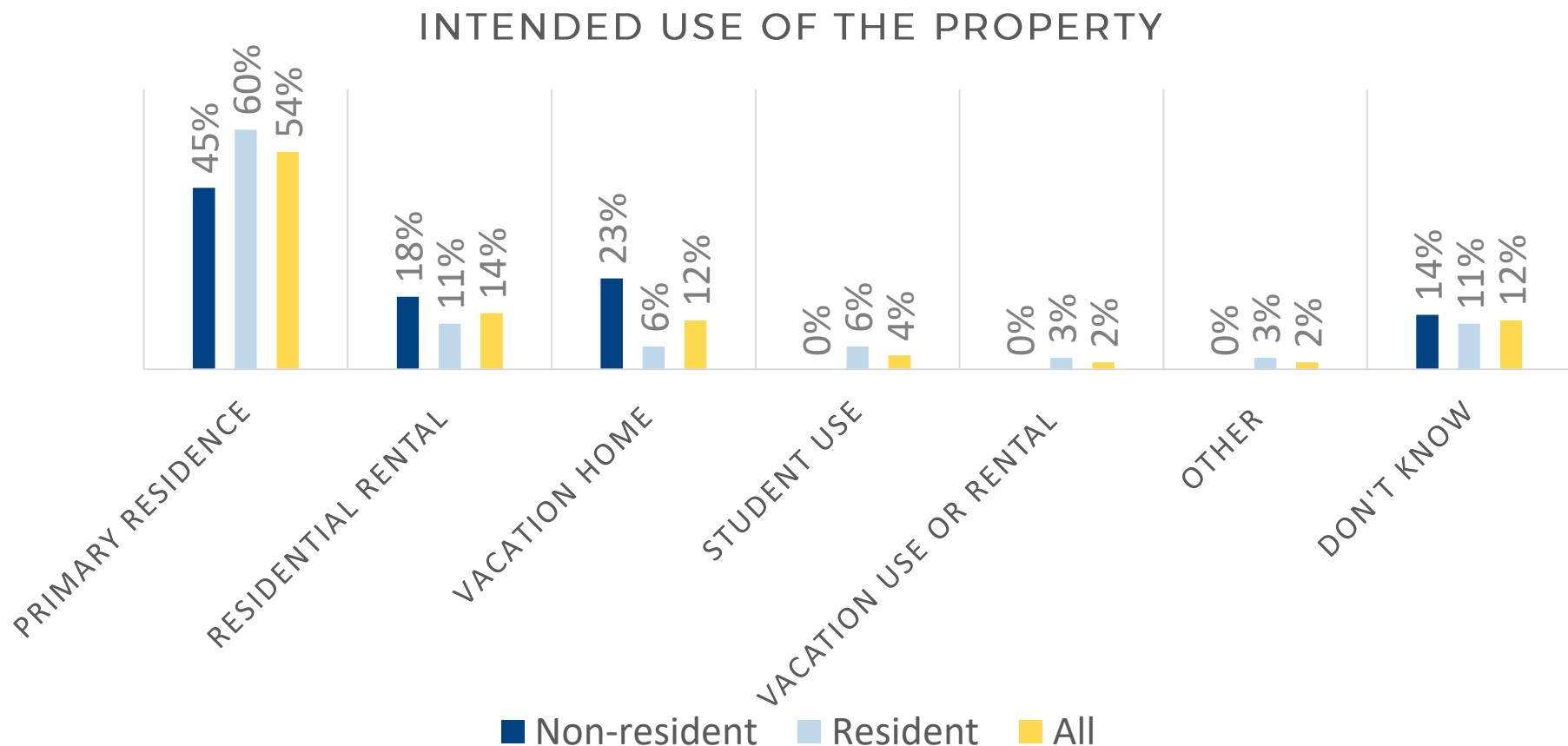
45% of Foreign Buyers Paid All-Cash
44% among all U.S. foreign buyers

FINANCING BY TYPE OF CLIENT



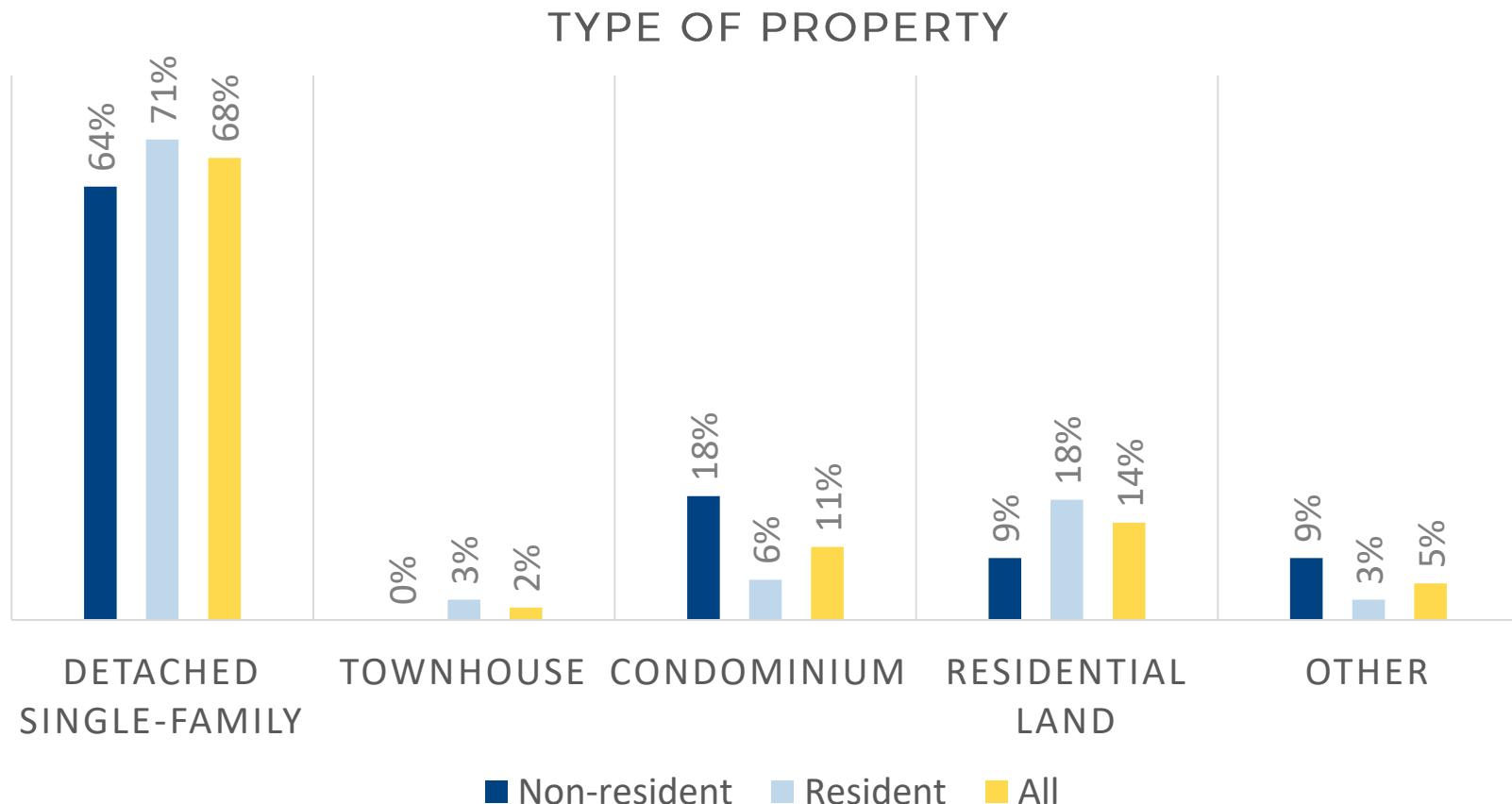
54% Purchased for Primary Residence Use

Higher share among resident foreign buyers



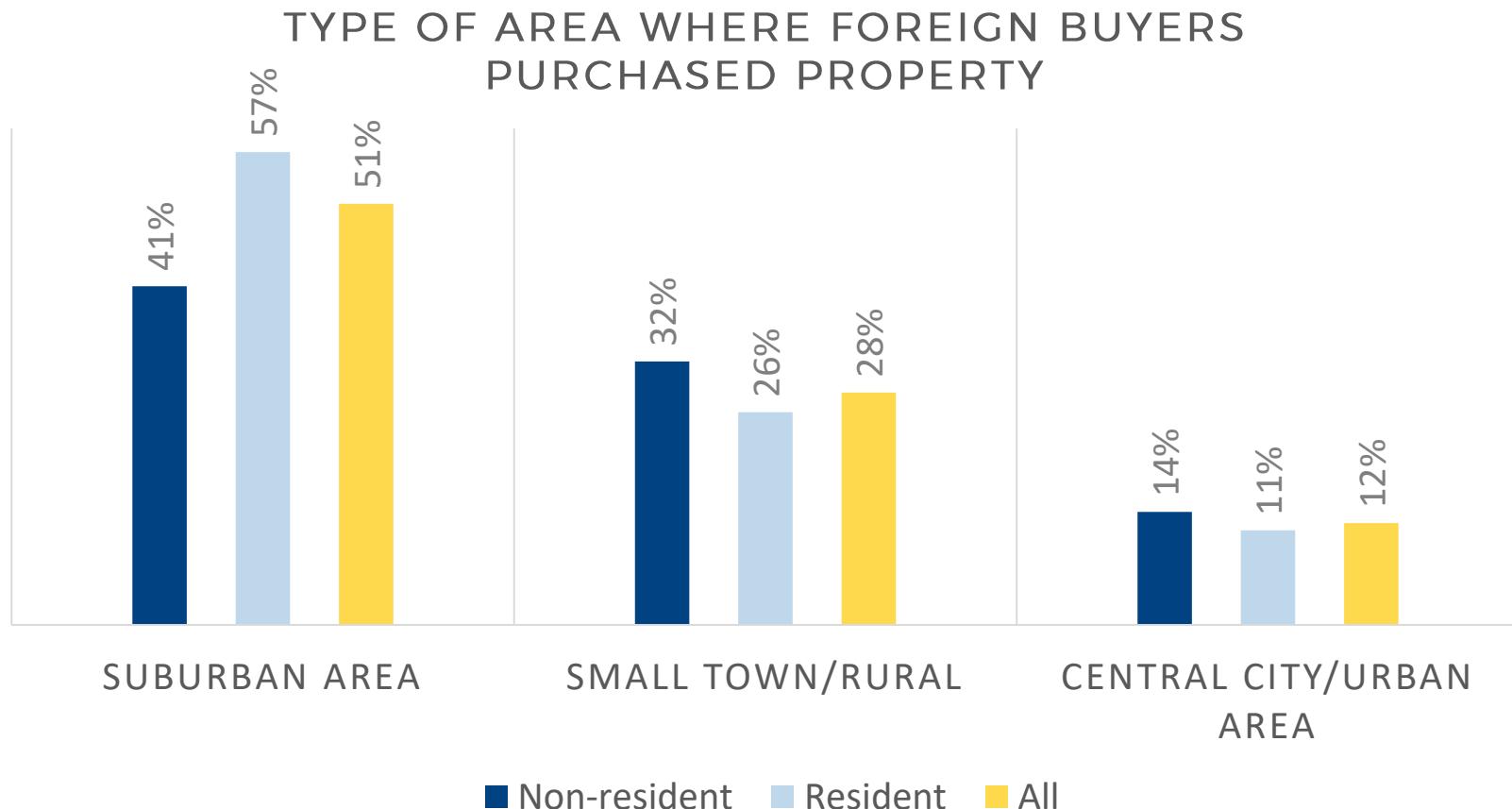
68% Purchased Detached Single-family Homes

Higher share among resident foreign buyers



51% Purchased in Suburban Areas

Higher share among resident foreign buyers

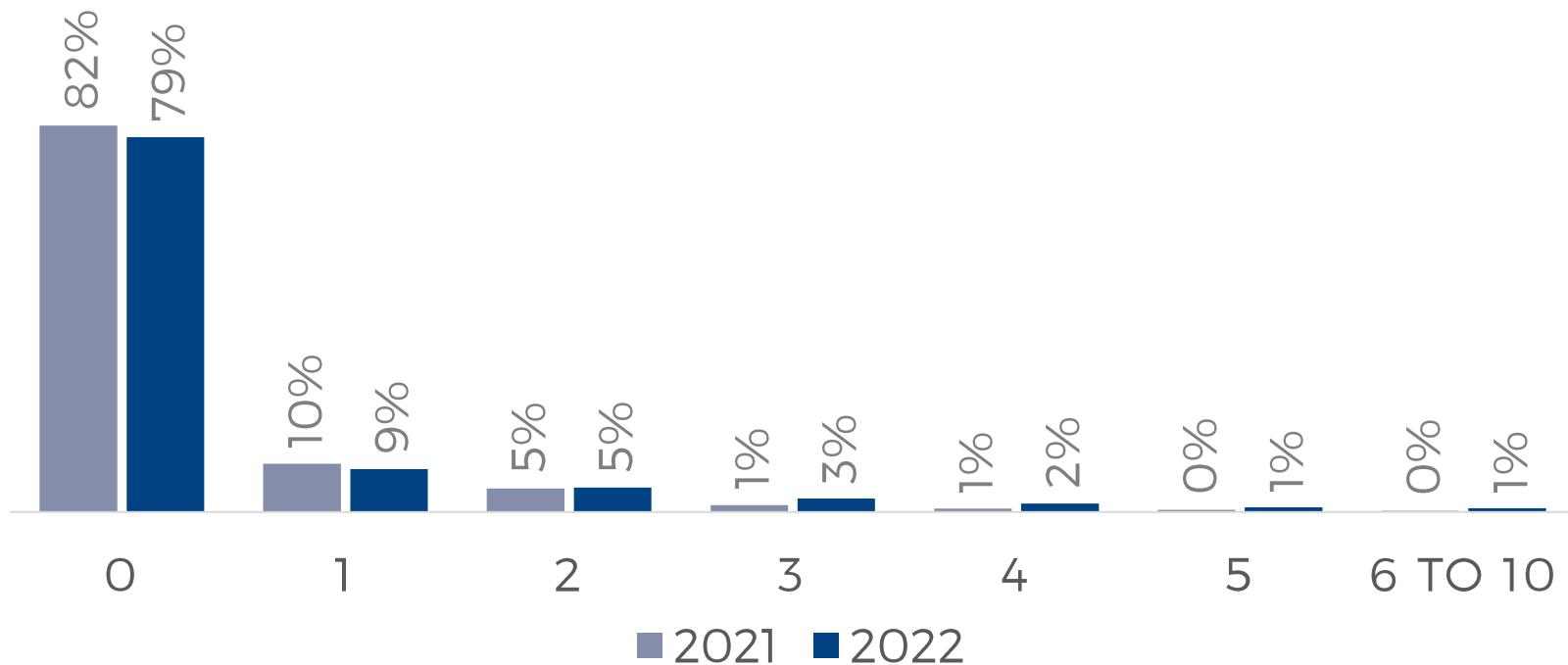


INTERNATIONAL BUSINESS TRENDS

21% of Respondents Had an International Client Whether The Client Purchased Property or Not

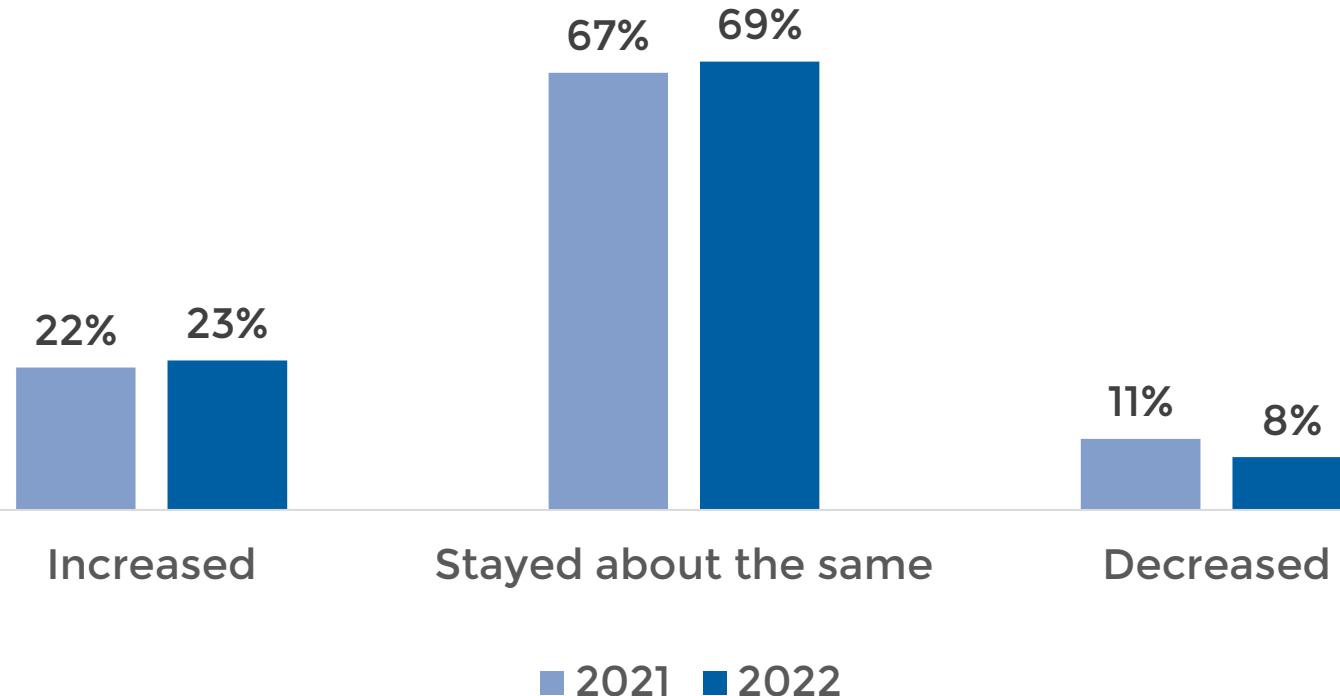
18% in 2021

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



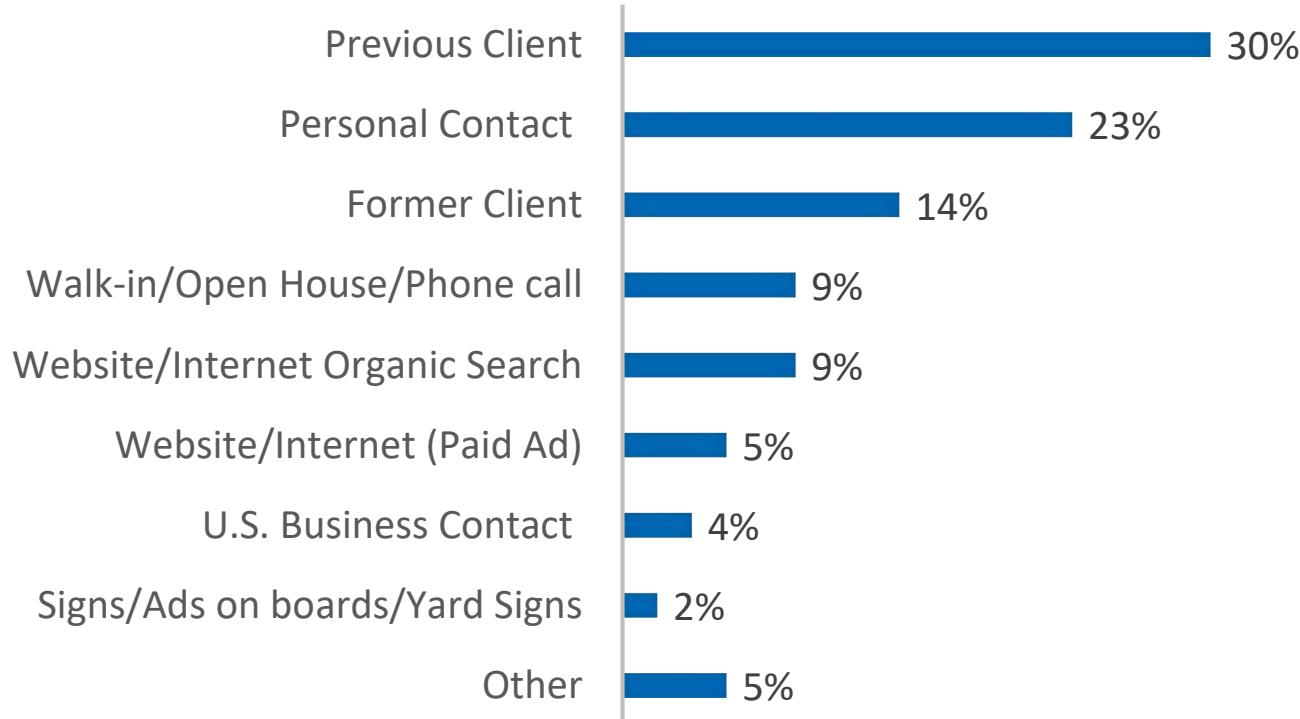
92% of Respondents Reported International Business Increased or Remained the Same in 2022

HOW PERCENTAGE OF CLIENTS HAS CHANGED IN THE PAST YEAR

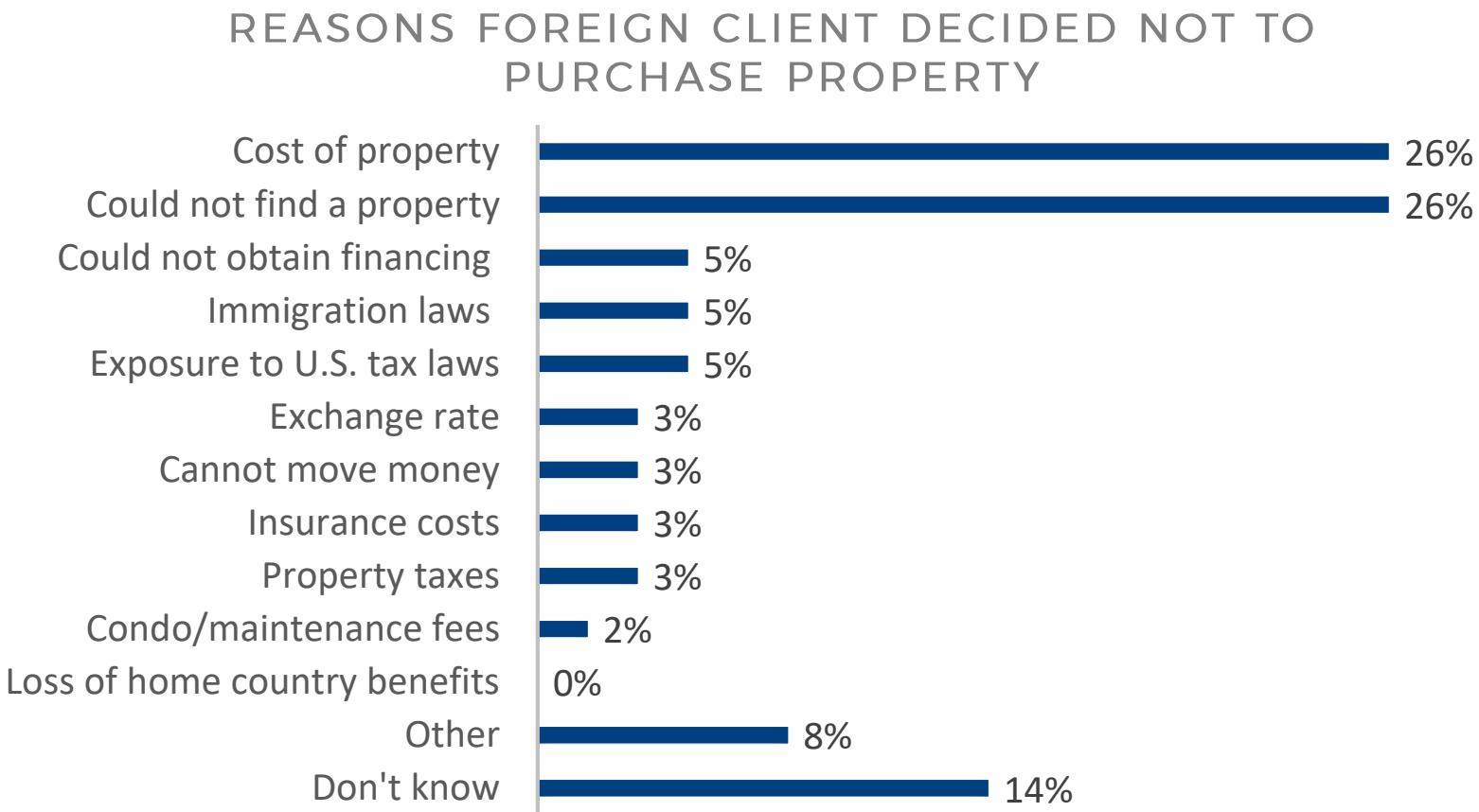


70% of Referrals or Leads Came from Personal/Business Contacts or Were Past Clients

SOURCE OF LEADS/REFERRALS



Reasons Client Did Not Purchase Property

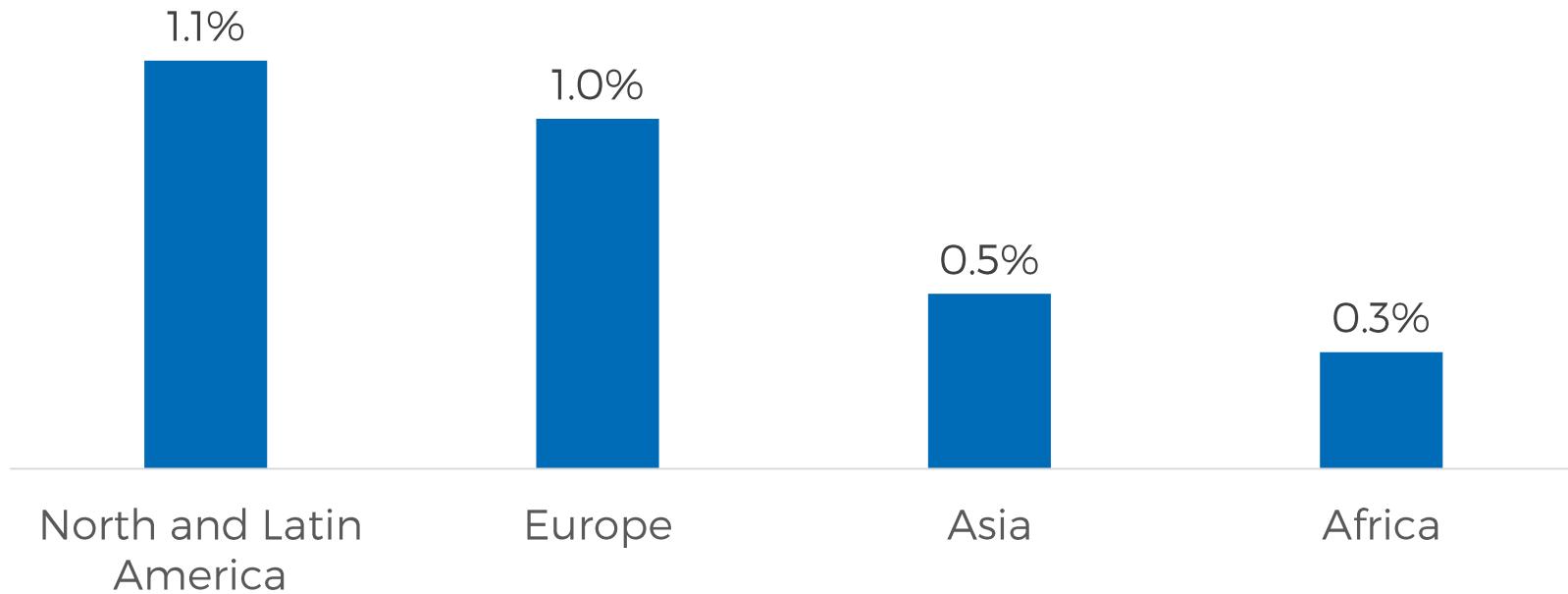


1% of Respondents Reported a Foreign Client Sold U.S. Property



About 1% of Respondents Reported an International Client Leasing U.S. Property

PERCENT OF RESPONDENTS WHO REPORTED
LEASE TRANSACTIONS WITH CLIENTS FROM THESE
REGIONS

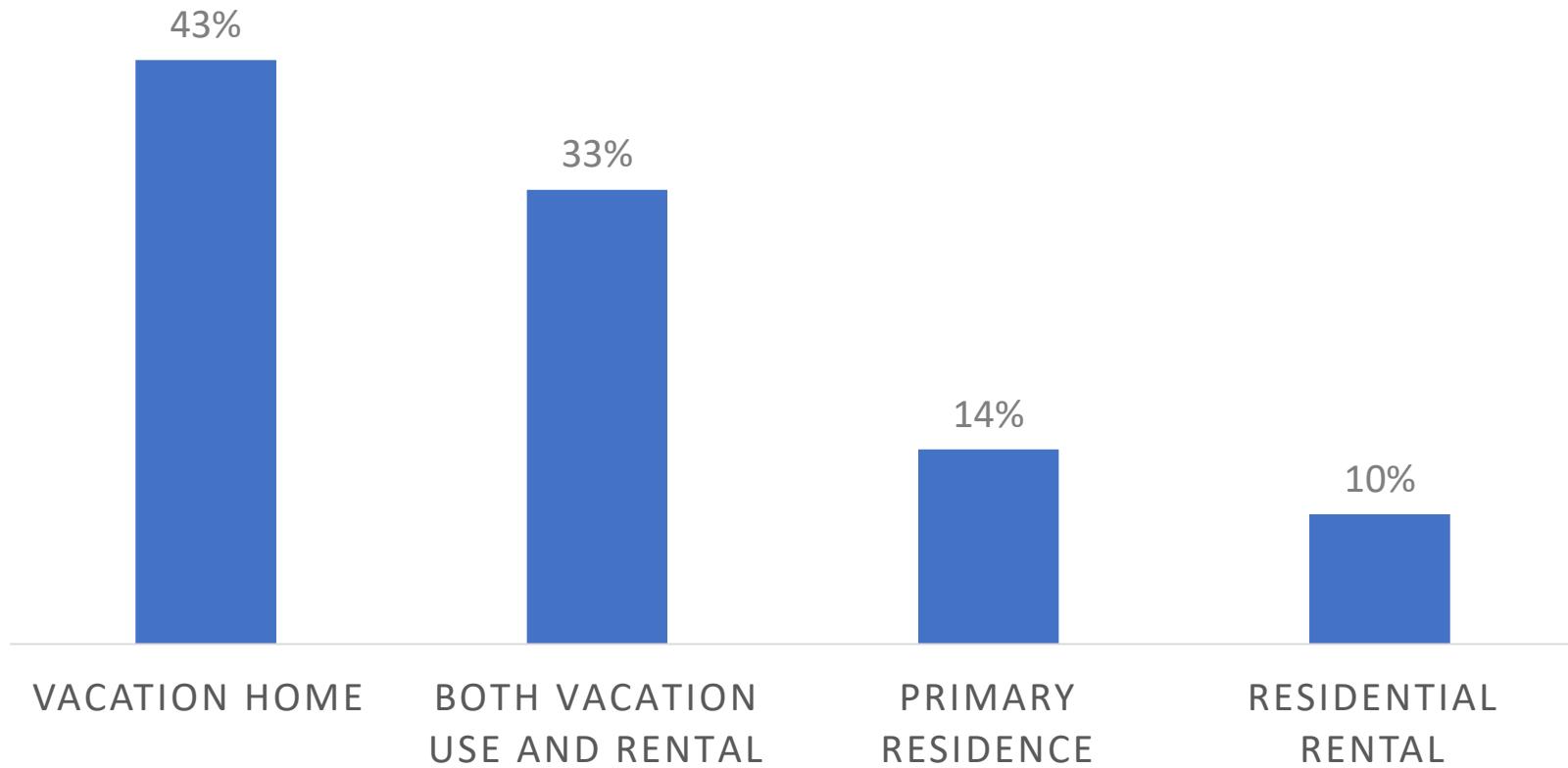


6% of Respondents Reported U.S. Clients Who Were Searching for Property Abroad



84% of U.S. Clients Seeking Property Abroad Intended to Use Property for Vacation or Rental

HOW CLIENTS INTEND TO USE PROPERTY



Appendix: Estimation of Foreign Buyer Purchases

Estimation of Foreign Buyer Purchases in the state of South Caroline During April 2021-March 2022		
Line 1/	Total foreign buyers who purchased property in the US	98,600
Line 2/	Percent share of South Carolina to total foreign buyers purchasing US property	2.47%
Line 3	Foreign buyers who purchased property in the state of South Carolina	2,430
Line 4	Non-resident foreign buyer (Type A) share	40%
Line 5	Resident foreign buyer (Type B) share	60%
Line 6	Non-resident foreign buyer (Type A) homes purchased	970
Line 7	Resident foreign buyer (Type B) homes purchased	1,460
Line 8	Non-resident foreign buyer (Type A) average price	\$314,000
Line 9	Resident foreign buyer (Type B) average price	\$291,700
Line 10	Non-resident foreign buyer (Type A) dollar volume In million dollars	\$304.6
Line 11	Resident foreign buyer (Type B) dollar volume in million dollars	\$425.9
Line 12	Dollar volume of foreign buyer purchases in million dollars	\$730.5
Line 13	Dollar volume of foreign buyer purchases as a percent of South Carolina market	2.2%
Line 14	Number of foreign buyer purchases as a percent of South Carolina home sales	2.1%
Memo items		
	South Carolina residential homes, condos, and villas sold	116,620
	Median sales price/2	\$285,600
	South Carolina market in dollar volume in million dollars	\$33,309

/1 Source: National Association of REALTORS® 2022 International Transactions in US Residential Real Estate

/2 Dollar sales volume are estimated using median sales prices instead of average price because only median sales price is estimated by the MLSs.

This study was conducted by the National Association of REALTORS® for the South Carolina 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



South Carolina REALTORS® (SCR), the largest professional trade association in the state, serves as the voice of real estate for more than 26,000 members involved in all aspects of the residential and commercial real estate industries.

SCR's mission is to promote and protect private-property ownership rights, advocate for South Carolina Realtors® and property owners, keep homeownership attainable and support and equip Realtors® to succeed.

REALTOR® is a registered trademark that identifies a professional in real estate who subscribes to a strict code of ethics as a member of SCR and the National Association of REALTORS®.

To find out more about SCR, please visit screaltors.org.