2019 Worldwide **Foreign Buyer Insights**



Top 3 Countries Searching for Properties in the U.S.



Canada China 11.2%

6.8%

Mexico 4.3%

Top 3 Countries Searching for Properties in Canada



China 13.4%

United **States** 10.6%

United

Kingdom 8.9%

Top 3 Countries Searching for Properties in **Europe & South America**



France 14.4%

United

States

12.1%

6.3%

Italy

7.4%

France

Austria 2.3%

Switzerland

5.4%

Top 10 Property Features Foreign Buyers Search for in a European Property

- 1. Proximity to shopping
- 2. View
- 3. Acreage
- 4. Access to amenities
- 5. Modernization
- 6. Parking

- 7. High ceilings
- 8. Access to public transportation
- 9. Distance to beach or local parks
- 10. Proximity to local



U.S. Property Leads by Type

55.7%

For Sale

44.2% Rental



Top 4 Languages **Used to Search for Foreign Property**



Mandarin Chinese



French

Top 5 Currencies











Pound





Used to Purchase Foreign Property













Properties Over \$1M USD

3.3%

of property searches worldwide were for properties priced over \$1M USD



of properties outside North America were bought by foreign buyers for over \$1M USD

2.4%

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Portugal

12.3% France



3 Primary Purchase Motivations of Foreign Buyers

Top 5 Searched Countries

Support a Child's Education Overseas

Investment

Vacation



23.1%

Spain

Country with the Greatest Increase in Foreign Interest YoY





More Interest in 2019 vs. 2018

Top 5 Countries **Searched by Other** Countries (Outside North America)

Portugal

searched by

France

9.9%

Italy

searched by

searched by **Switzerland** 2.6%

Portugal

2.5%

Spain

Germany

searched by

Bosnia & Herzegovina Slovenia 2.2%

Austria

searched by

3.5%

Provided by





Data provided by ListGlobally and PropTech Solutions is based on over 82.5M consumer property searches and inquiries, 251K buyer profiles, and 70K transactions from over 100 global franchise customer regions between January 1 - December 31, 2019, unless otherwise indicated

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Average For Sale property price in New York, USA that is inquired about by a foreign buyer is \$2.041.163 USD