

JADE GARDEN

I AM AN AMERICAN

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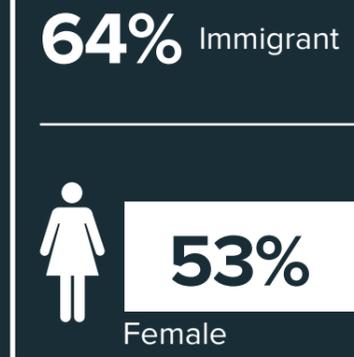
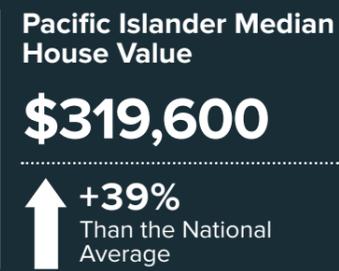
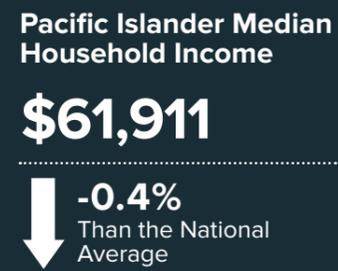
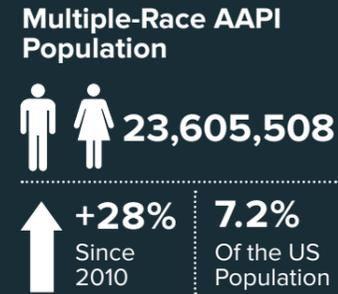
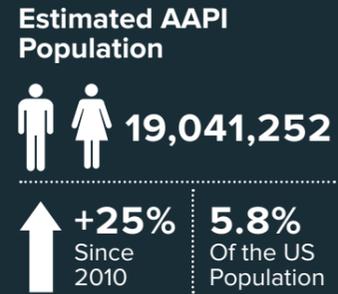
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**STATE OF ASIA
AMERICA**

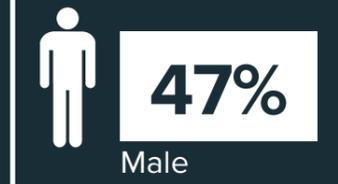
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ASIAN | REAL | ESTATE

2019-2020

AAPI QUICKFACTS



Pacific Islander Demographics



Source: 2018 American Community Survey, Selected Population Profiles



STATE OF ASIA AMERICA 2019 - 2020

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presented by



FOREWORD



Mike Reagan
Senior Vice President,
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As a global network of more than 130,000 associates, our goal at RE/MAX is to help fulfill the dream of homeownership for as many people as possible.

In doing this, we believe things are better when everybody wins. This means being fair, doing the right thing and providing value to buyers and sellers throughout the process.

One of the most important parts of this is understanding and respecting diverse populations and cultures. To that end, we heartily support the Asian Real Estate Association of America and are pleased to present its 2020 State of Asia America Report, far and away the most comprehensive compilation of Asian American and Pacific Islander (AAPI) real estate and economic data available today.

The data is invaluable in highlighting the growing power and influence of the fastest growing population in the United States.

I encourage all real estate professionals to dive into this report to better position themselves to provide unmatched service and value to the AAPI Community. This report raises the standard for all of us regardless of brand. So read it, share it and most importantly use it.



Danny Gardner
Senior Vice President, Client
and Community Engagement,
Freddie Mac

For nearly 50 years, Freddie Mac has been making home possible for millions of families, strengthening communities and promoting business growth across the housing industry. In order to overcome some of the nation's greatest affordability and accessibility challenges, we rely on strong partnerships and collaborative efforts throughout the housing ecosystem. We call this approach **All For Home**SM, and it is reflected through collaboration and initiatives with organizations such as the Asian Real Estate Association of America (AREAA) that build the communities that they serve.

Freddie Mac provides thought leadership, educational resources and innovative business solutions to enable our partners and clients to reach more Americans who want to own homes. We know that this approach is vital in serving the Asian American and Pacific Islander (AAPI) community. AAPI communities are the fastest growing demographic of Americans, representing a growing purchasing power force in the housing market. We're proud to do our part in helping the industry understand their unique trends and opportunities for success.

We value our partnership with AREAA and are proud to be a part of their annual State of Asia America Report. The data in this report provides detailed insights that will advance industry perspectives on the future of AAPI homeownership, homebuyer education and solutions that will continue to make a positive community impact.

FROM THE PRESIDENT

The goal of the Asian Real Estate Association of America's (AREAA's) annual State of Asia America report is to provide a snapshot of what homeownership looks like for Asian and Pacific Islanders (AAPIs) and to serve as a resource for industry professionals, leaders, and key decisionmakers in better serving this community. However, in light of the COVID-19 pandemic, much of this data—mostly sourced from 2018—has undoubtedly changed. What we hope this report can provide you is a snapshot of what homeownership, potential, and opportunity looked like pre-crisis, as a way to benchmark where we were, what we may have lost, and chart out a way to move forward, together.

AAPIs are the fastest-growing segment of the U.S. population, but their homeownership rate continues to lag behind the national average. While it has remained steady, the key to moving the needle is to look more closely at what stands in the way.

In aggregate, AAPI borrowers tend to be younger, have income, and higher credit scores (when they have it) than overall population. Despite this, limited credit history is one of the top reasons for AAPI application denial, despite having the lowest delinquency rate of any group. Almost a million AAPIs are considered "mortgage weak" due to their "thin, clean credit files," meaning they do not have bad credit, but rather, insufficient credit histories to generate a credit score. This presents a huge opportunity, not only in financial education, but also in reaching a market of potential homebuyers who are otherwise well-positioned to buy a home.

This is only half the story. In 2018, millions of AAPIs were potentially ready to buy homes, which would've resulted in an unprecedented upsurge in real estate transactions and tens of millions of dollars in potential loans. However, the continued housing shortages in the high cost areas they wish to buy in and the length of time it takes to save enough for a down payment continues to make the goal of homeownership that much more elusive for these buyers.

There is no simple solution to this problem. Even when AAPIs have some of the highest median incomes of any group or apply with multiple borrowers—often 3 or more—it is simply not enough. Until AAPIs look at less expensive areas or more affordable housing is built, the housing shortage and the burden of large down payments will continue to be one of the largest hurdles for our community.

The unique barriers to homeownership for our community loom large—language barriers, antiquated credit scoring models and underwriting standards that do not account for the self-employed, entrepreneurial AAPI buyer, as well as housing shortages in major markets—as we try to move the needle on the AAPI homeownership rate. The 2019-2020 State of Asia America Report, presented by RE/MAX and Freddie Mac will provide AAPI housing information, historical context, and disaggregated demographic, economic, and housing data for our community, pre-COVID-19. We hope this year's report will serve as a resource and educational tool in helping find solutions to open up access to housing for the next generation of homebuyers.



James Huang
2020 AREAA President

THE STORY OF ASIA AMERICA

A STORY LIKE NO OTHER

The story of Asia America is one of forgotten, unseen, and unspoken struggle. We have fought for the right to own land and property, to hold onto the lives and prosperity we've built, and to belong and be recognized, as both a diverse community of color and as Americans, a struggle that continues to this day.

▶ 1763

The Pioneers
The first permanent Filipino settlement is established in Bartataria Bay, Louisiana.

▶ 1848

Sutters's Mill, CA
The gold rush draws Chinese immigrants to California.

The Great Māhele
Redistributes land and introduces private land ownership in Hawaii.

▶ 1865

Chinese Railroad Workers
Chinese laborers are hired to build the Transcontinental Railroad.

▶ 1868

Japanese Contract Laborers
Japanese immigrants are recruited to work in Hawaii.

The Fourteenth Amendment
Declares all persons born in the U.S. are citizens and are guaranteed equal protection of the law.



▶ 1790

Nationality Act
Restricts citizenship to "any alien, being a free white person."

▶ 1850

The Kuleana Act
Allows farming tenants to apply for land. Too expensive for Native Hawaiians, it results in more foreign ownership of Hawaiian land.

▶ 1866

The Civil Rights Act
Declares all citizens shall have the same rights to own, occupy and transfer real estate.



Source: Hawaii State Archives/Wikimedia Commons

▶ **THE GREAT MĀHELE**

A land redistribution scheme intended to protect land ownership for Hawaiians, the Great Māhele resulted in the benefit of foreign businessmen and interests. Only 8% of Hawaiians received the 30% of land they were owed, and many Hawaiians found themselves without land or homes. This set the foundation for the Bayonet Constitution, which opened voting to thousands of non-citizens and disenfranchised thousands of Asian and Native Hawaiian voters, who could not meet the literacy, financial and land-ownership requirements needed to vote.

▶ **1870**

Naturalization Act

Explicitly extends naturalization to African Americans but not any other other non-white group.

▶ **1882**

Chinese Exclusion Act

Bans Chinese immigration and naturalization.

▶ **1898**

Spanish-American War

The Philippines and Guam are ceded to the U.S.

Annexation of Hawaii

Hawaii is annexed by the U.S.

▶ **1903**

Korean Migrant Workers

Korean immigrants are hired to work on plantations in Hawaii.

Pensionado Act

Establishes a scholarship program for Filipinos to attend school in the U.S.

▶ **1907**

Gentleman's Agreement

Japan stops issuing passports for migrant laborers.

Asian Indian Workers

Punjabi immigrants arrive in the US to work for the railroads.

▶ **1917**

Asiatic Barred Zone Act

Bans immigration from Asia, except the Philippines and Japan.

Buchanan v. Warley

Outlaws zoning based on race. Racial covenants emerge.

1870

1882

1906

1920

▶ **1875**

Asian Exclusion Act

Outlaws bringing in or contracting forced Asian laborers.

▶ **1897**

U.S. v. Wong Kim Ark

Affirms all persons born in the U.S., regardless of race, are native-born citizens and entitled to all the rights of citizenship.

▶ **1900**

American Samoa

American Samoa becomes a territory. Manu'a follows in 1904 and Swain Island in 1925.

▶ **1906**

Filipino Migrant Workers

Hawaii hires Filipinos to work in the sugar fields. Many Filipinos later leave to work in California.

▶ **1913**

Alien Land Law

California prohibits land ownership by "aliens ineligible for citizenship."

▶ **1920**

Alien Land Law

Restricts the rights of *nisei* (first-generation Japanese Americans) to hold land in a trust for their *issei* (Japanese immigrant) parents.

▶ **DALIP SINGH SAUND**

Emigrating to the U.S. in the 1920s to study farming and agriculture at the University of California, Berkeley, Dalip Singh Saund was a trailblazer for Asian American representation in politics. Starting out as a successful lettuce farmer and chemical fertilizer distributor, he later moved into grassroots organizing, campaigning to allow people of South Asian descent to become naturalized citizens. He became an American citizen in 1949, and went on to become the first Asian American, Sikh American, and Indian American to be elected to Congress.



Source: Heritage Series: Inspirational Documentaries About U.S. Ethnic & Minority Cultures/ Dalip Singh Saund: His Life, His Legacy



Source: Racial Covenants/Tom Hom

▶ **RACIAL COVENANTS**

In 1947, the Homs, a Chinese American family wanted to buy a house in North Park, California, but were barred by racial covenants. Winning over neighbors by going door-to-door to introduce themselves, they faced no opposition when they moved in. Tom Hom would later get his real estate license and develop San Diego's downtown and Gaslamp Quarter. He would make history as well, going on to become the first minority to ever be elected to San Diego City Council and the second Asian American to be elected to the state legislature.

▶ **1922**

Ozawa v. U.S.
Denies Japanese immigrants, some of whom had been living in the U.S. for decades, eligibility for citizenship.

▶ **1924**

National Origins Act
Ends all Asian immigration except from the Philippines.

▶ **1941**

The Philippine Draft
140,000 Filipino soldiers are drafted to serve in the U.S. military forces.

▶ **1943**

Chinese Exclusion Repeal Act
Repeals the Chinese Exclusion Act. Chinese residents are able to naturalize.

▶ **1946**

Luce-Celler Act
Filipinos and Asian Indians may immigrate, naturalize, and own property.

War Brides Act
Spouses and children of U.S. Military may immigrate.

Recession Act
Annuls benefits promised to Filipino WWII veterans.

▶ **1950**

The Korean War
Introduces the largest wave of Korean immigration, mostly orphans and wives covered by the War Brides Act.

1922

1942

1946

1952

▶ **1923**

U.S. v. Bhagat Singh Thind
Rules Asian Indians are ineligible to naturalize, prevents them from gaining citizenship and retroactively revokes citizenship.

▶ **1934**

The Philippine Independence Act
The Philippines becomes a U.S. commonwealth. Shuts down all immigration from Asia until World War II.

▶ **1942**

Filipino WWII Veterans
Filipino Veterans of the United States Army Forces in the Far East (USAFFE) are promised citizenship and full military benefits.

Executive Order 9066
Places ethnic Japanese (2/3 of whom are U.S. citizens) into camps, forcing the forfeiture of homes and belongings.

Executive Order 9095
Seizes \$27.5 million of Japanese businesses and real estate (\$455 million in 2020, adjusted).

▶ **1944**

GI Bill of Rights
The VA loan program is created as a part of the Servicemen's Readjustment Act.

▶ **1948**

Shelly v. Kraemer
Supreme Court ends enforcement of racially-restrictive covenants.

▶ **1952**

McCarran-Walter Act
Formally ends Asian exclusionary immigration policies. Allows Asian immigrants to naturalize for the first time.



Source: Museum of History and Industry, Seattle Post-Intelligencer Collection

▶ **POST-INCARCERATION**

Japanese American farmers suffered from terrorist incidents, wiped out capital reserves, and alien land laws as they returned home. Only a quarter of Japanese American farmers had property to return home to, while others found the land they had leased had been repossessed, given away or had become too expensive to lease. Those returning to urban areas faced a lack of housing, jobs, and capital. The Little Tokyos and Japantowns that had sustained the community had disappeared, their homes pilfered and vandalized. Housing in other parts of town was scarce, with racial covenants and discrimination making it difficult to find new places to live.

▶ **1954**

The Housing Act of 1954

Incentivizes developer to clear slums and create public housing. Results in the removal of ethnic and minority residents from their homes and the destruction of communities of color across the U.S.

▶ **1968**

Fair Housing Act

Expands the Civil Rights Act of 1964 to prohibit housing discrimination based on race, religion, national origin, or sex.

▶ **1975**

Indochina Migration and Refugee Assistance Act

Refugees are evacuated following the fall of Saigon.

Home Mortgage Disclosure Act

Requires financial institutions to provide mortgage data to the public to help better identify housing discrimination.

▶ **1980**

The Refugee Act of 1980

Helps more than one million Southeast Asians gain permanent resident status within the first decade of its passage.

Asian American Suburbanization

Skilled workers from the China, India, and the Philippines move to suburbs with safer neighborhoods and better schools.

▶ **1989**

Tiananmen Square

Chinese immigration increases dramatically from Hong Kong and Taiwan following the massacre in Beijing at Tiananmen Square.

1954

1977

1980

1989

▶ **1965**

Immigration and Nationality Act

Prioritizes family reunification and skilled workers. Opens up immigration, from the Philippines, South Korea, and South Asia.

▶ **1974**

Equal Credit Opportunity Act

Outlaws discrimination on the basis of race, color, religion, national origin, sex, marital status, or age.

▶ **1977**

Community Reinvestment Act

Encourages banks to meet the needs of low- and moderate-income neighborhoods.

▶ **1986**

Immigration Reform Control Act

Discourages illegal immigration, but provides a pathway to legalization for those living in the U.S. since 1982.

▶ **SOUTHEAST ASIAN REFUGEE RESETTLEMENT**

Many Southeast Asian refugees ended up in San Francisco's Tenderloin district, due to the large supply of cheap rental housing. While the area lacked playgrounds, greenery, parks, and fresh foods, the community pooled together funds that allowed some families to open small markets that sold fresh vegetables, meat, fruit and specialty ingredients.



Source: Berta Romero-Fonte



Source: <http://www.ihotel-sf.org/history>

▶ **URBAN RENEWAL**

The I-Hotel, the last vestige of San Francisco's Manilatown, was a symbol of the fight for the self-determination of minority communities facing urban renewal and the need to preserve low-income housing for elderly Asian Americans. Japanese, Chinese and Filipino locals and Native Hawaiians faced the same fate in their attempt to preserve Kalama Valley, Hawaii.

▶ **1990**

Immigration Act of 1990
Adopts a broader refugee definition. Increases the ceiling on new immigrant visas. Recognizes the veteran status of Filipino USAFFE soldiers, granting citizenship and limited benefits.

▶ **1995**

CRA 1995 Regulatory Reform
Reforms CRA to provide more standardized and objective assessments, emphasizing form over substance compliance. Established the four examination models used today.

▶ **2009**

American Recovery and Investment Act
Recognizes the military service of USAFFE Filipino soldiers as U.S. veterans, making them eligible for all benefits.

▶ **2012**

Curse of the H-4 Visa
Highly educated Indian women sponsored by their husbands working in IT with H1B visas, find themselves unable to work upon relocation.

Small Enough to Jail
Abacus Federal Savings Bank is the only U.S. bank prosecuted following the 2008 financial crisis.

▶ **2016**

No Other
AREAA successfully disaggregates Asian housing data from the “Other” section of the Census Bureau’s quarterly homeownership report. The Asian homeownership rate is much lower than previously estimated.

1990

2003

2012

2020

▶ **1992**

Chinese Adoptees
United States becomes a major recipient of large-scale international adoption from China.

▶ **2003**

Asian Real Estate Association of America
AREAA Founders John Wong, Allen Okamoto, and Jim Park start a national real estate association for Asian Americans.

▶ **2010**

The New National Heroes
Over 15% of employed Filipino-born men work in health support occupations and 23% of Filipino-born women work as registered nurses in the U.S.

▶ **2015**

The Fastest Growing Group
Asian Americans overtake Hispanic/Latinos as the fastest-growing foreign-born population

▶ **2020**

COVID-19 Pandemic
Hate crimes against AAPIs rise to an unprecedented level of almost 100 reported acts per day during the COVID-19 pandemic.

▶ **1992 LA UPRISING**

In pursuit of the American dream, many Korean Americans opened and operated small businesses in lower income areas of southern Los Angeles. However, widespread riots sparked by the Rodney King trial verdict and racial tensions in the community quickly spread through Koreatown. The week-long riots caused approximately \$400 million dollars in damage and the destruction of 2,300 Korean-owned stores and businesses the community had worked so hard to build.



Source: Joseph Sohm / Shutterstock.com



Source: Sean Lyness/Abacus: Small Enough to Jail

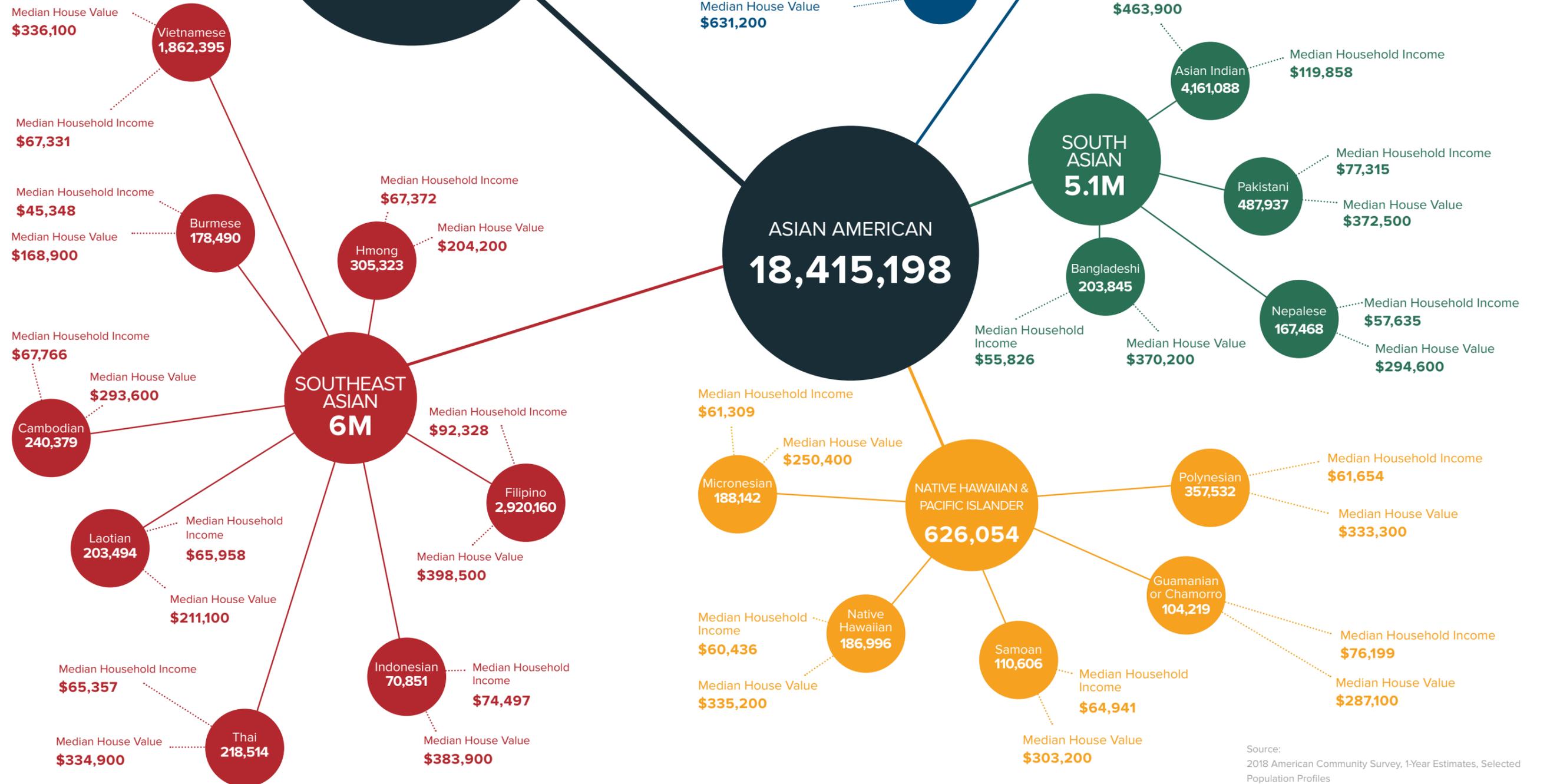
▶ **SMALL ENOUGH TO JAIL**

Abacus Federal Savings Bank was founded in 1984 by Chinese American business leaders who wished to provide banking services for local immigrants and residents who they believed were “ill served” by the other banks in the city. In 2012, the bank was the only financial institution accused of the fraudulent packaging of subprime mortgages, despite having a mortgage default rate of 0.5, a tenth of the national average.

ABOUT ASIAN AMERICANS & PACIFIC ISLANDERS

Aggregated AAPI data often does not reflect the various socioeconomic situations of every AAPI community. In order to help provide better resources for AAPIs, we have disaggregated AAPI population, housing, and income data to provide a more complete picture of this diverse community. We have also included homeownership rates aggregated and disaggregated and benchmarked for comparison.

| Ethnicity/Race | Homeownership Rate |
|-----------------------|--------------------|
| White | 69.6% |
| Taiwanese | 68.1% |
| Vietnamese | 65.9% |
| Japanese | 65.6% |
| National | 63.9% |
| Chinese | 63.5% |
| Laotian | 63.1% |
| Filipino | 62.1% |
| Asian | 59.5% |
| Thai | 58.7% |
| Asian Indian | 56% |
| Cambodian | 54.5% |
| Pakistani | 53.9% |
| Native Hawaiian | 53.2% |
| Korean | 51.6% |
| Indonesian | 50.1% |
| Hmong | 48.8% |
| Polynesian | 46.6% |
| Burmese | 45.6% |
| NHPI | 42.3% |
| Guamanian or Chamorro | 41.6% |
| Bangladeshi | 40.5% |
| Samoan | 36.5% |
| Nepalese | 35.7% |
| Micronesian | 29.4% |



Source: 2018 American Community Survey, 1-Year Estimates, Selected Population Profiles

AAPI "MORTGAGE READY" POTENTIAL



SAN FRANCISCO-OAKLAND-BERKELEY, CA

Median House Value
\$910,300

Median Household Income
\$122,250 (Asian) | **\$93,689** (Pacific Islander)

SAN DIEGO-CHULA VISTA-CARLSBAD, CA

Median House Value
\$606,200

Median Household Income
\$94,688 (Asian) | **\$75,734** (Pacific Islander)



URBAN HONOLULU, HI

Median House Value
\$701,200

Median Household Income
\$88,782 (Asian) | **\$63,210** (Pacific Islander)

DENVER-AURORA-LAKEWOOD, CO

Median House Value
\$420,600

Median Household Income
\$85,863 (Asian) | **\$71,047** (Pacific Islander)

LAS VEGAS-HENDERSON-PARADISE, NV

Median House Value
\$286,600

Median Household Income
\$67,491 (Asian) | **\$54,571** (Pacific Islander)

AUSTIN-ROUND ROCK-GEORGETOWN, TX

Median House Value
\$304,500

Median Household Income
\$109,500 (Asian) | **\$95,960** (Pacific Islander)

COLUMBUS, OH

Median House Value
\$196,700

Median Household Income
\$80,916 (Asian) | **unavailable** (Pacific Islander)

CHARLOTTE-CONCORD-GASTONIA, NC-SC

Median House Value
\$215,500

Median Household Income
\$93,265 (Asian) | **\$43,394** (Pacific Islander)

Freddie Mac defines "Mortgage Ready" as non-mortgage owners of ages 45 and younger in 2018, who have credit characteristics to qualify for a mortgage. Mortgage ready: FICO ≥ 620, DTI ≤ 25, No foreclosures in 84 months, No bankruptcies in 84 months, No severe delinquencies in 12 months.

Sources: Freddie Mac calculations at the CBSA-level using anonymized credit bureau data with individuals aged 45 and younger and Freddie Mac Home Value Explorer data for Sep 2018. Mortgage readiness is determined based on research criteria not actual underwriting.
2018 American Community Survey, 1-Year Estimates

THE ASIAN AMERICAN WEST

The West is home to the majority of AAPIs in the United States with the highest numbers of Filipino, Chinese, Vietnamese, Korean, Japanese, Cambodian, Laotian, Taiwanese, and Thai subgroups. South and Southeast Asians have experienced the fastest population growth between 2010 and 2018, particularly among: Nepalese (147%), Asian Indian (45%), Bangladeshi (36%), Pakistani (34%), Malaysian (33%) and Burmese (26%) subgroups. Fijian and Marshallese populations also grew by 42% and 41%, respectively. The Chinese population grew by 28% between 2010 and 2018.

AAPI communities are spread throughout the region, with Indian Americans and Chinese Americans more concentrated in the Bay Area, Korean and Cambodian Americans in Los Angeles County, Vietnamese Americans in Orange County and the San Jose area, and Filipinos in San Diego, the Bay Area, Los Angeles County, and Hawaii. The second highest population of Hmong reside in central California and Japanese Americans have the largest populations in Hawaii, Los Angeles, and

Central California, and Pacific Islanders tend to be spread out between Hawaii, San Diego County, Nevada, and Washington.

Out of the top 20 metropolitan statistical areas (MSAs) by AAPI population, half of them are located in the West with six of them in California. Three of them — Urban Honolulu (50.7% AAPI), San Jose-Sunnyvale-Santa Clara (37.3% AAPI), San Francisco-Oakland-Hayward (27% AAPI) have the largest AAPI populations.

Japanese homeownership rates are the highest, at 92.1% in Sacramento-Roseville-Arden-Arcade; 79.3% in Las Vegas-Henderson-Paradise; 76.8% in Seattle-Tacoma, Bellevue; 76.5% in Urban Honolulu; and 70.6% in Riverside-San Bernardino-Ontario. Vietnamese rates are second highest at 80.1% in Phoenix-Mesa-Scottsdale followed by 74.7% in Las Vegas-Henderson-Paradise. Chinese homeownership is the third highest at 77.8% in Riverside-San Bernardino-Ontario, 76.4% in Las Vegas-Henderson-Paradise, NV; and 74.8% in Phoenix-Mesa-Scottsdale.

SUBGROUPS POPULATIONS

| | | | |
|------------------|---------------------|----------------|------------------------|
| 1,848,929 | Filipino | 143,689 | Native Hawaiian |
| 1,827,893 | Chinese | 126,403 | Cambodian |
| 1,005,842 | Asian Indian | 110,445 | Hmong |
| 845,788 | Vietnamese | 96,339 | Laotian |
| 636,702 | Korean | 94,533 | Samoan |
| 541,997 | Japanese | 87,254 | Taiwanese |

77,993,663
Total Regional Population

8,535,495
Total AAPI Population

10.94%
AAPI Percentage of Total Regional Population

21%
Estimated AAPI Population Growth 2010-2018

27%
AAPI Population that is LEP

\$69,605
Median Household Income

\$407,800
Median House Price

\$92,051
Median Asian American Household Income

\$635,200
Median Asian American House Price

60%
AAPI Homeownership Rate

TOP MSAs FOR AAPIs

SAN JOSE SUNNYVALE SANTA CLARA, CA

37.3%
AAPI Percentage of Total Population

28%
"Mortgage Ready" AAPIs in 2018

70% Chinese
60% Japanese
59% Vietnamese
55% Korean

Top AAPI Subgroup Homeownership Rates

LOS ANGELES LONG BEACH ANAHEIM, CA

16.5%
AAPI Percentage of Total Population

24%
"Mortgage Ready" AAPIs in 2018

65% Japanese
64% Chinese
59% Thai
57% Vietnamese

Top AAPI Subgroup Homeownership Rates

SEATTLE TACOMA BELLEVUE, WA

14.9%
AAPI Percentage of Total Population

24%
"Mortgage Ready" AAPIs in 2018

77% Japanese
68% Chinese
69% Vietnamese
61% Filipino

Top AAPI Subgroup Homeownership Rates

PHOENIX MESA SCOTTSDALE, CA

4.2%
AAPI Percentage of Total Population

20%
"Mortgage Ready" AAPIs in 2018

80% Vietnamese
75% Filipino
75% Chinese
66% Korean

Top AAPI Subgroup Homeownership Rates

PACIFIC

Total AAPI Population
7,636,256

Top AAPI Subpopulations
Chinese
Filipino
Asian Indian

Top AAPI Industries
24% Education, Health, Care and Social Assistance

16% Professional, Scientific, and Technical Services

11% Manufacturing

Median Asian American Household Income
\$95,687

Median Pacific Islander Household Income
\$70,558

MOUNTAIN

Total AAPI Population
899,239

Top AAPI Subpopulations
Filipino
Chinese
Asian Indian

Top AAPI Industries
25% Education, Health, Care and Social Assistance

19% Accommodation and Food Services

13% Professional, Scientific, and Technical Services

Median Asian American Household Income
\$71,662

Median Pacific Islander Household Income
\$62,854

THE ASIAN AMERICAN MIDWEST

Southeast Asian refugee resettlement policies have created small and large pockets of Southeast Asians in the Midwest—which is home to the highest populations of Southeast Asians subgroups such as Hmong (147,060), Burmese (61,088), and Bhutanese (9,432).

In the Midwest, South and Southeast Asians are estimated to have experienced the fastest population growth between 2010 and 2018, particularly among: Nepalese (300%), Bhutanese (263%), Burmese (157%), Malaysian (42%), Thai (40%), and Bangladeshi (38%) subgroups. Native Hawaiian and Marshallese populations also grew by 52% and 39%, respectively. Chinese, Asian Indian, Sri Lankan, Indonesian, Hmong, and Pakistani populations also experienced 20% or more growth between 2010 and 2018.

Out of the top 20 MSAs by AAPI population, the Detroit-Warren-Dearborn and Minneapolis-St. Paul-Bloomington MSAs have some of the highest AAPI homeownership rates, with and 83.7% Filipino homeownership rate for the former and 78.1% Vietnamese homeownership rate for latter. The region also has the highest pay disparity between Asian males and females where full-time, year-round female workers earns \$0.70 for every dollar a male worker earns, adding up to a difference in annual pay of \$20,373.

TOP 15 SUBGROUP POPULATIONS

| | | | |
|----------------|---------------------|---------------|--------------------|
| 625,024 | Asian Indian | 61,088 | Burmese |
| 390,065 | Chinese | 38,810 | Laotian |
| 232,028 | Filipino | 29,575 | Thai |
| 161,986 | Korean | 29,495 | Nepalese |
| 157,295 | Vietnamese | 23,834 | Cambodian |
| 147,060 | Hmong | 18,637 | Bangladeshi |
| 70,315 | Pakistani | 14,495 | Taiwanese |
| 61,819 | Japanese | | |

68,308,749
Total Regional Population

2,303,372
Total AAPI Population

3.37%
AAPI Percentage of Total Regional Population

31%
Estimated AAPI Population Growth 2010-2018

23%
AAPI Population that is LEP

\$59,149
Median Household Income

\$170,900
Median House Value

\$77,073
Median Asian American Household Income

\$271,100
Median Asian American House Value

56%
AAPI Homeownership Rate

TOP MSAs FOR AAPIs

**CHICAGO
NAPERVILLE
ELGIN,
IL-IN-WI**

6.9%
AAPI Percentage of Total Population

24%
"Mortgage Ready" AAPIs in 2018

69% Filipino
65% Asian Indian
64% Pakistani
60% Chinese
Top AAPI Subgroup Homeownership Rates

**MINNEAPOLIS
ST. PAUL
BLOOMINGTON,
MN-WI**

6.6%
AAPI Percentage of Total Population

24%
"Mortgage Ready" AAPIs in 2018

78% Vietnamese
71% Chinese
56% Hmong
48% Asian Indian
Top AAPI Subgroup Homeownership Rates

**DETROIT
WARREN
DEARBORN,
MI**

4.7%
AAPI Percentage of Total Population

32%
"Mortgage Ready" AAPIs in 2018

84% Filipino
77% Chinese
62% Asian Indian
Top AAPI Subgroup Homeownership Rates

WEST NORTH CENTRAL

Total AAPI Population
649,361

Top AAPI Subpopulations
Asian Indian
Chinese
Vietnamese

Top AAPI Industries
28% Education, Health, Care and Social Assistance

19% Manufacturing

13% Professional, Scientific, and Technical Services

Median Asian American Household Income
\$71,962

Median Pacific Islander Household Income
\$70,110

EAST NORTH CENTRAL

Total AAPI Population
1,654,011

Top AAPI Subpopulations
Asian Indian
Chinese
Filipino

Top AAPI Industries
28% Education, Health, Care and Social Assistance

16% Manufacturing

14% Professional, Scientific, and Technical Services

Median Asian American Household Income
\$79,865

Median Pacific Islander Household Income
\$46,334

THE ASIAN AMERICAN NORTHEAST

The New York-Newark-Jersey City MSA is estimated to have the nation's largest AAPI population (2,231,352), making up 11.2% of the total population. Boston-Cambridge-Newton (403,782) and Philadelphia-Camden-Wilmington (374,589) also have large AAPI populations.

South Asians were the fastest-growing population between 2010 and 2018, particularly among: Nepalese (187%), Bhutanese (65%), Bangladeshi (32%), Asian Indian (25%), Sri Lankan (21%), and Pakistani (20%) subgroups.

The Chinese population also experienced the fourth-highest amount of growth between 2010-2018 at 24%. Hmong and Pacific Islanders experienced significant decreases in population size except for Guamanian or Chamorro and Marshallese subpopulations, which increased at 47% and 21%, respectively.

TOP 15 SUBGROUP POPULATIONS

| | | | |
|------------------|---------------------|---------------|-------------------|
| 1,155,994 | Chinese | 60,362 | Cambodian |
| 1,058,116 | Asian Indian | 38,090 | Nepalese |
| 302,317 | Korean | 30,884 | Taiwanese |
| 287,532 | Filipino | 24,290 | Thai |
| 159,693 | Vietnamese | 19,128 | Burmese |
| 135,427 | Pakistani | 17,345 | Laotian |
| 96,922 | Bangladeshi | 12,450 | Sri Lankan |
| 73,319 | Japanese | | |

Asian homeownership is lowest in the Northeast region at just 54.5%, however when looking at disaggregated homeownership data by MSA, certain groups have particularly rates. In the Philadelphia-Camden-Wilmington area, homeownership for Vietnamese, Chinese, and Filipinos are 70% or higher.

The region also has the lowest pay disparity between Asian males and females where full-time, year-round female workers earns \$0.85 for every dollar a male worker earns, adding up to a difference in annual pay of \$10,219.

56,111,079
Total Regional Population

3,750,400
Total AAPI Population

6.68%
AAPI Percentage of Total Regional Population

22%
Estimated AAPI Population Growth 2010-2018

26%
AAPI Population that is LEP

\$69,517
Median Household Income

\$279,700
Median House Value

\$90,262
Median Asian American Household Income

\$483,600
Median Asian American House Value

54.5%
AAPI Homeownership Rate

TOP MSAs FOR AAPIs

**NEW YORK
NEWARK
JERSEY CITY,
NY-NJ-PA**

11.2%
AAPI Percentage of Total Population

30%
"Mortgage Ready" AAPIs in 2018

**61% Filipino
58% Chinese
57% Vietnamese
56% Asian Indian**

Top AAPI Subgroup Homeownership Rates

**BOSTON
CAMBRIDGE
NEWTON,
MA-NH**

8.2%
AAPI Percentage of Total Population

32%
"Mortgage Ready" AAPIs in 2018

**60% Chinese
58% Vietnamese
54% Filipino
53% Asian Indian**

Top AAPI Subgroup Homeownership Rates

**PHILADELPHIA
CAMDEN
WILMINGTON,
NJ-DE-MD**

6.1%
AAPI Percentage of Total Population

26%
"Mortgage Ready" AAPIs in 2018

**74% Filipino
73% Vietnamese
70% Chinese
57% Asian Indian**

Top AAPI Subgroup Homeownership Rates

MIDDLE ATLANTIC

Total AAPI Population
3,006,694

Top AAPI Subpopulations
**Chinese
Asian Indian
Korean**

Top AAPI Industries
25% Education, Health, Care and Social Assistance

16% Professional, Scientific, and Technical Services

11% Finance, Real Estate, Rental and Leasing

Median Asian American Household Income
\$89,074

Median Pacific Islander Household Income
\$55,018

NEW ENGLAND

Total AAPI Population
743,706

Top AAPI Subpopulations
**Chinese
Asian Indian
Vietnamese**

Top AAPI Industries
26% Education, Health, Care and Social Assistance

18% Professional, Scientific, and Technical Services

14% Manufacturing

Median Asian American Household Income
\$93,417

Median Pacific Islander Household Income
\$78,262

THE ASIAN AMERICAN SOUTH

The American South has been home to Asian Americans since long before the United States was formed. Some of the earliest communities in the south were established by Chinese immigrants in the Mississippi Delta and Filipino immigrants in Louisiana. When Southeast Asians migrated to the United States in the 1979, many of them settled in Louisiana and became fishers.

A third of all fisherman in the Gulf of Mexico are of Vietnamese descent, with Louisiana, Alabama and other gulf states as the some of the states with the largest Vietnamese populations. The growth of the Asian Indian population in Virginia can be traced back to robust numbers of highly skilled software and engineering labor moving to northern Virginia, from when AOL set up its headquarters in northern Virginia in the 1990s.

Almost a quarter of the total U.S. AAPI population lives in the American South, where they are the fastest-growing ethnic group.

SUBGROUP POPULATIONS

| | | | |
|------------------|---------------------|---------------|------------------|
| 1,163,311 | Asian Indian | 96,579 | Japanese |
| 660,388 | Chinese | 60,350 | Thai |
| 618,671 | Vietnamese | 54,435 | Nepalese |
| 474,582 | Filipino | 54,393 | Laotian |
| 354,829 | Korean | 50,351 | Cambodian |
| 182,064 | Pakistani | 50,085 | Burmese |

The AAPI population has exploded in the South with South Asians growing the fastest between 2010 and 2018, particularly among: Nepalese (178%), Burmese (82%), Bhutanese (58%), Sri Lankan (52%), Asian Indian (40%), and Pakistani (36%) subgroups.

Chinese, Hmong, Bangladeshi, Thai, Cambodian, Indonesian, and Vietnamese populations also experienced 20% or more growth between 2010 and 2018.

On the other hand, aside from Samoan, Marshallese, and Native Hawaiians, Pacific Islanders subgroup populations decreased in size.

124,753,948

Total Regional Population

4,451,985

Total AAPI Population

3.57%

AAPI Percentage of Total Regional Population

35%

Estimated AAPI Population Growth 2010-2018

24%

AAPI Population that is LEP

\$56,882

Median Household Income

\$283,500

Median House Price

\$83,213

Median Asian American Household Income

\$312,400

Median Asian American House Price

64%

AAPI Homeownership Rate

TOP MSAs FOR AAPIS

**WASHINGTON
ARLINGTON
ALEXANDRIA,
DC-VA-MD-WV**

10.3%

AAPI Percentage of Total Population

25%

"Mortgage Ready" AAPIs in 2018

**78% Vietnamese
75% Filipino
72% Chinese
71% Pakistani**

Top AAPI Subgroup Homeownership Rates

**HOUSTON
THE WOODLANDS
SUGAR LAND,
TX**

8%

AAPI Percentage of Total Population

22%

"Mortgage Ready" AAPIs in 2018

**78% Chinese
78% Vietnamese
72% Filipino
56% Pakistani**

Top AAPI Subgroup Homeownership Rates

**DALLAS
FORT WORTH
ARLINGTON,
TX**

7.3%

AAPI Percentage of Total Population

25%

"Mortgage Ready" AAPIs in 2018

**77% Vietnamese
67% Chinese
65% Laotian
59% Pakistani**

Top AAPI Subgroup Homeownership Rates

**ATLANTA
SANDY SPRINGS
ROSWELL,
GA**

6.3%

AAPI Percentage of Total Population

34%

"Mortgage Ready" AAPIs in 2018

**83% Vietnamese
79% Chinese
74% Pakistani
65% Filipino**

Top AAPI Subgroup Homeownership Rates

WEST SOUTH CENTRAL

Total AAPI Population

1,675,207

Top AAPI Subpopulations

**Asian Indian
Vietnamese
Chinese**

Top AAPI Industries

22% Education, Health, Care and Social Assistance

19% Professional, Scientific, and Technical Services

11% Accommodation and Food Services

Median Asian American Household Income

\$82,094

Median Pacific Islander Household Income

\$54,097

EAST SOUTH CENTRAL

Total AAPI Population

289,189

Top AAPI Subpopulations

**Asian Indian
Chinese
Vietnamese**

Top AAPI Industries

24% Education, Health, Care and Social Assistance

17% Manufacturing

13% Professional, Scientific, and Technical Services

Median Asian American Household Income

\$66,458

Median Pacific Islander Household Income

\$28,352

SOUTH ATLANTIC

Total AAPI Population

2,487,589

Top AAPI Subpopulations

**Asian Indian
Chinese
Filipino**

Top AAPI Industries

24% Education, Health, Care and Social Assistance

16% Professional, Scientific, and Technical Services

12% Manufacturing

Median Asian American Household Income

\$86,103

Median Pacific Islander Household Income

\$48,390

NATIVE HAWAIIANS & PACIFIC ISLANDERS

Native Hawaiian and other Pacific Islanders (NHOPI) are younger and more male than Asian Americans or the general U.S. population. Almost one in five NHOPI are immigrants and 8.8% are civilian veterans—the highest of any race or ethnicity by percentage of population. Veteran status is even higher when disaggregated by subgroup with Guamanians or Chamorros at 13.7%, Native Hawaiians at 11.8%, Micronesians and Polynesians both at 9.6%, and Samoans at 9.3%.

When disaggregated from Asian Americans, the median household income of Pacific Islanders is roughly \$25,000 lower than that of Asian Americans and \$26 lower than the national average. However, NHOPI median house value is \$89,900 higher than the national median, likely due to the higher priced areas they live in.

The largest group is Native Hawaiians, who make up 30% of the NHOPI population in the U.S. The next largest group, Samoans, make up 18%, followed by Guamanians or Chamorro at 17%.

SUBGROUP POPULATIONS

| | |
|---------------------------------------|---|
| Polynesian | Micronesian |
| 186,996 <u>Native Hawaiian</u> | 104,219 <u>Guamanian or Chamorro</u> |
| 110,606 <u>Samoan</u> | 28,712 <u>Marshallese</u> |
| 40,538 <u>Tongan</u> | 53,075 <u>Other Micronesian</u> |
| 6,135 <u>Other Polynesian</u> | |
| Melanesian | |
| 39,103 <u>Fijian</u> | |
| 1,089 <u>Other Melanesian</u> | |

TOP 5 STATES

| | | | | | |
|------------------------|------------|------------|------------|---------|------------|
| Fijian | California | Washington | Utah | Oregon | Florida |
| Guamanian | California | Washington | Texas | Florida | Hawaii |
| Chamorro | California | Washington | Texas | Florida | Hawaii |
| Marshallese | Hawaii | Washington | Oregon | Utah | Florida |
| Native Hawaiian | Hawaii | California | Washington | Oregon | Texas |
| Samoan | California | Washington | Hawaii | Utah | Texas |
| Tongan | California | Utah | Hawaii | Oregon | Washington |

626,054

Estimated Pacific Islander Population Alone

1,468,239

Estimated Pacific Islander Population Alone or In Combination With Other Races

32.5

Median Age

5.7 Years

Younger Than The National Median

49.4%

Female

50.6%

Male

24%

Foreign-Born

8.8%

Civilian Veteran (Highest of Any Race Or Ethnicity)

\$61,911

Pacific Islander Median Household Income

\$319,600

Pacific Islander Median House Value

42.3%

Pacific Islander Housing Rate

ASIAN CANADIANS

South Asians (aggregated) are the largest minority group in Canada, making up 5.6% of the total Canadian population and 32% of Canada's Asian population. One of the most rapidly-growing groups is Filipino Canadians, which doubled in number and was one of the fastest-growing minority groups from 2006 to 2016.

A majority of Japanese Canadians (63.1%) are Canadian-born, almost one-third of which are third-generation or more, whereas only 30.7% of South Asians and 26.7% of Chinese are Canadian-born. Although both groups have a long history in Canada, immigrating in similar patterns and timing to Asian Americans, immigration in recent decades has kept Canada's foreign-born population relatively high.

Half of all South Asians live in Toronto and 16.1% live in Vancouver. Toronto is home to 40.1% of Chinese Canadians, and Vancouver to 31.1%.

The average house price of single-detached houses owned by recent investor immigrants from China is either CAD\$3.27 million or CAD\$3.34 million (depending on the investor program) while that of single-detached houses owned by recent Chinese immigrants who came to Canada under other immigration (non-investor) programs is between CAD\$1.83 million to CAD\$2.84 million. Average property values are higher among Chinese-born investor immigrants as compared to those from other countries.

SUBGROUP POPULATIONS

| | |
|------------------|---------------------------------|
| 1,963,330 | South Asian (aggregated) |
| 1,769,195 | Chinese |
| 1,374,710 | East Indian |
| 837,130 | Filipino |
| 240,615 | Vietnamese |
| 215,555 | Pakistani |
| 198,210 | Korean |
| 152,595 | Sri Lankan |
| 121,485 | Japanese |
| 118,400 | Punjabi |

34,460,065

Total Population

5,113,575

Total Asian and Pacific Islander (API) Population*

14.8%

API Percentage of Total Population

Mandarin, Cantonese, Punjabi, Tagalog

Top Asian Languages Spoken After English and French

41.2 years

Median Age

32.8 years

South Asian Canadian Median Age

38.6 years

Chinese Canadian Median Age

CAD\$61,348

Median Canadian Household Income

CAD\$341,556

Median Canadian House Price

67.8%

Canadian Homeownership Rate

*excluding Canadians of West Asian/Middle Eastern descent for parity with U.S. statistics.

THE AAPI HOMEBUYER PROFILE

MULTIGENERATIONAL BORROWING

Among certain AAPI subgroups, multigenerational loans are more prevalent. AAPIs are more likely to have 3+ co-borrowers than any other race/ethnicity.

29% Live in multigenerational households

16% Purchased a multigenerational home in 2019

AVERAGE LOAN SIZE

\$406,000 highest of any homebuyer group

LOAN PURPOSE

76% of loans are for a home purchase

MEDIAN INTEREST RATE

Among all enhanced loan types, Asian borrowers have the lowest median interest rates.

MEDIAN AGE

43 Second youngest borrower group after Hispanics

LOAN TYPE

AAPIs have the highest loan type preference for conventional loans. 92% of AAPI applications are for conventional loans; just 6% and 2% are for FHA loans and VA loans, respectively.

Among all minority groups, AAPIs continue to be the highest users of the conventional loan, in both loans originated and in dollar value.

223,906 Conventional conforming loans originated in 2018 (number)

\$86.4B Conventional conforming loans originated in 2018 (dollars)

FINANCES

\$70,000 Median Income

39% Median DTI for conforming loans

\$2,583 Median Debt

755 Median FICO Score (highest across all races/ethnicities and loan types)

LOAN COSTS

Median total loan costs are highest for Asian borrowers among conventional conforming, VA and FHA loans.

\$1,290 Median Origination Charges Conventional Conforming Loan

\$3,965 Median Total Loan Costs, Conventional Conforming Loan

MEDIAN HOUSE PRICE

\$444,307 Highest of any other homebuyer group

SURNAMES & DEMOGRAPHICS

1,118,200 Applicants and Co-Applicants whose race was collected on the basis of visual observation of surname

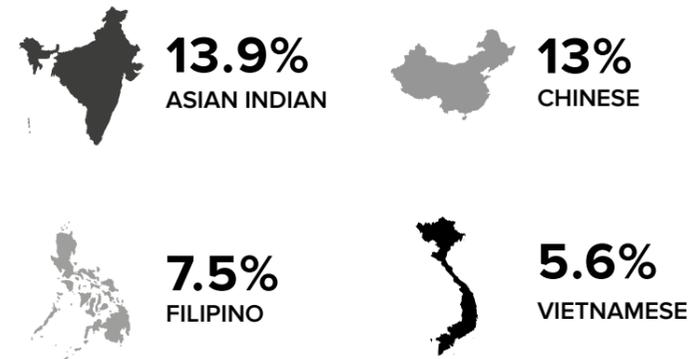
The Home Mortgage Disclosure Act (HMDA) requires the collection of sex, race, and ethnicity data. When not provided by the applicant, the lender is required to note this information on the form based on visual observation or the applicant's surname. However, this can lead to incorrect assumptions of race and ethnicity, and thus, incorrect HMDA demographic housing data, as 20 of the top Filipino surnames are all of Spanish origin and 2 out of 3 of the top Korean surnames are common non-Hispanic white surnames as well.

Sources:
CFPB, Data Point: 2018 Mortgage Market Activity and Trends, Introducing New and Revised Data Points in HMDA 2018 American Community Survey
Freddie Mac Calculations Using Anonymized Credit Bureau Data in September 2018
Freddie Mac Home Value Explorer data for September 2018
National Mortgage Database from 2006-2017

AAPI HOMEOWNERSHIP & BARRIERS

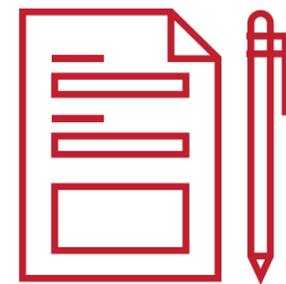
NEW AAPI HMDA DATA

2018 HMDA data found that for those who checked Asian in the first field and provided detailed Asian category in the second field, applicants were:



A new feature of the HMDA also allows applicants and co-applicants to fill in race and ethnicity information in free-form text, however only about 1% of applicants fill in these fields.

THE TOP FIVE FREE-FORM ENTRIES FOR RACE WERE:

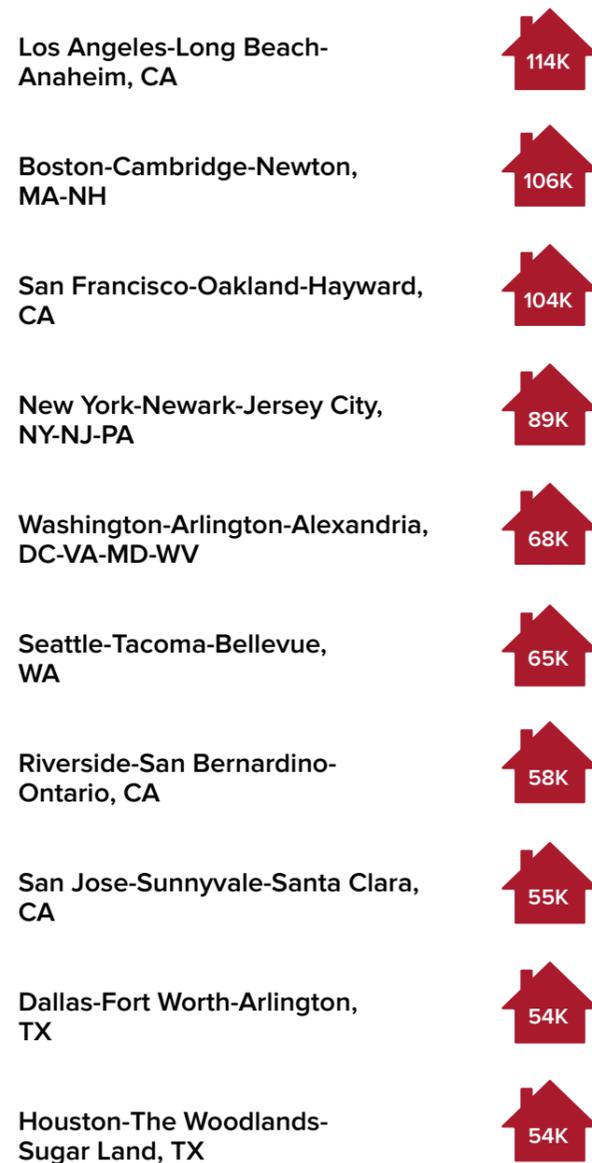


- Cherokee
- Indian
- Pakistani
- Cambodian
- Hmong

AAPI HOME PURCHASE MIGRATION

AAPIs tend to purchase in the largest MSAs, however more AAPIs are buying houses and moving to large MSAs in California, Texas and the Northeast.

BETWEEN 2015-2018, AAPI TOTAL HOME PURCHASE MIGRATION BY MSA:



Source: Freddie Mac calculations using IPUMS USA, University of Minnesota, www.ipums.org.

BARRIERS TO HOMEOWNERSHIP

| | Debt-to-income ratio | Employment history | Credit history | Collateral | Insufficient cash | Unverifiable information | Credit application incomplete | Mortgage insurance denied | Other |
|---|----------------------|--------------------|----------------|------------|-------------------|--------------------------|-------------------------------|---------------------------|-------|
| A. Home Purchase <i>Conventional & Nonconventional</i> | | | | | | | | | |
| All Applicants | 32.6 | 5.1 | 23.1 | 16.9 | 9.9 | 8.4 | 13.0 | 0.4 | 12.4 |
| Asian | 39.8 | 6.1 | 12.6 | 13.6 | 11.5 | 13.0 | 15.6 | 0.3 | 12.7 |
| Black or African American | 35.6 | 4.7 | 30.4 | 13.8 | 10.5 | 7.5 | 10.1 | 0.5 | 12.6 |
| Hispanic White | 35.9 | 5.7 | 21.5 | 17.0 | 10.5 | 10.6 | 10.4 | 0.5 | 14.0 |
| Non-Hispanic White | 30.4 | 5.1 | 23.0 | 18.3 | 9.5 | 7.5 | 13.1 | 0.5 | 12.2 |
| Other Minority | 34.5 | 5.3 | 28.9 | 14.6 | 10.8 | 8.0 | 11.0 | 0.5 | 13.4 |

Source: Data Point: 2018 Mortgage Market Activity and Trends, A First Look at the 2018 HMDA Data, Consumer Financial Protection Bureau, August 2018

THIN, CLEAN CREDIT FILES INCOMPLETE CREDIT APPLICATIONS

When they do have credit scores, Asian borrowers have the highest median credit scores overall and across most enhanced loan types. However, because AAPI families prefer to make their purchases in cash at the time of purchase and avoid debt, only making large purchases when cash is available, AAPIs have historically struggled with credit qualification as a result of limited credit history.

SOLUTION

- Alternative Credit Scoring Models: Require lending institutions to consider other forms of credit in their credit scoring models, thus opening up greater access to housing finance for well-qualified but "credit thin" AAPI homebuyers.

LANGUAGE ACCESS

A survey found LEP speakers favor in-language documents, with Chinese, Korean, and Vietnamese speakers more likely to want both in-language and English resources. A major challenge however is the translation of certain terms, especially financial terms, that do not directly translate. Another is that many LEPs do not trust the quality of the translation of the documents unless they are done by a government agency, a large bank with name recognition, or a smaller bank with someone who speaks the same language.

SOLUTION

- Add the Preferred Language Question Back to the URLA: Have the FHFA properly assess the language needs of AAPI borrowers by adding this question back to the revised URLA.
- Language Translation Clearinghouse: Expand the FHFA's clearinghouse to serve more AAPI LEP languages.
- Language Access Line: Implement a language access line that enables borrowers to obtain assistance in their preferred language.

DOWN PAYMENT

AAPIs need more time to save for a traditional 20% down payment, mainly because they live in high-cost areas.

For "Mortgage Ready" AAPIs:

| Race/Ethnicity | 20% down | 5% down | 3% down | Monthly net income | Median House Price (SFH) |
|---------------------|----------|---------|---------|--------------------|--------------------------|
| Non-Hispanic Whites | 14.4 | 3.6 | 2.2 | \$4,326 | \$243,076 |
| African Americans | 15.4 | 3.8 | 2.3 | \$3,679 | \$215,774 |
| Hispanic | 24.5 | 6.1 | 3.7 | \$3,588 | \$349,351 |
| AAPI | 24.6 | 6.2 | 3.7 | \$4,306 | \$444,307 |

SOLUTION

- Downpayment Assistance Programs: These programs could make AAPI homeownership more feasible in the high cost areas they choose to live in.

SFH: single-family homes

Sources: Freddie Mac Home Value Explorer data for Sep 2018

Freddie Mac calculations using anonymized credit bureau data for Sep 2018. Time to Save is calculated by dividing down payment requirements by monthly savings. According to Bureau of Economic Analysis, average personal savings rate is 6.7% of net income in 2018. We estimate net income by subtracting both federal and state taxes from gross income at the individual-level.

EDITOR'S NOTE

By Sabrina Baranda Ruiz

As we created State of Asia America report in the midst of a global pandemic, the exciting data and insights we found and wanted to share began to pale in comparison to what was going on. The new homeownership data and insights on the strength and potential of the community suddenly seemed bittersweet. How could we talk about the strength of an AAPI borrower and mortgage-readiness when our own community is out of work, or struggling to make a rent or mortgage payment? How can we talk about the potential and achievements of our community, when they are in danger of being wiped out?

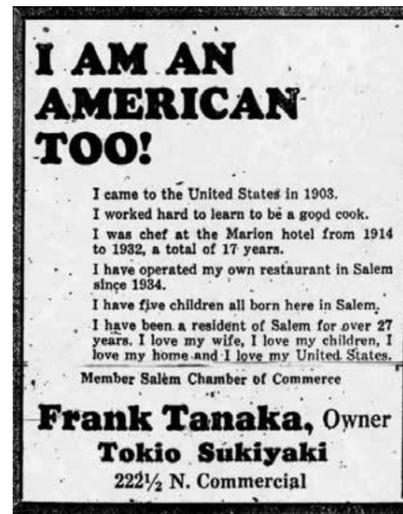
However, the 200 years of AAPI history and experiences chronicled in the report's timeline were now more relevant and timelier than ever. The media coverage, rhetoric, the reported hate crimes seemed to echo that of generations past.

We have been told that harmful, incorrect rhetoric about the virus is accurate. We read that Asian Americans

New York, N.Y., October 9, 2016. Former New York Times editor and reporter (now newyorker.com editor) Michael Luo chronicled his recent encounter with a woman who yelled at him and his family to "go back to China...go back to your f---ing country." His 7-year-old son, distressed by what happened asks, "Why did she say, 'Go back to China?' We're not from China." He runs after the woman and confronts her saying he was born in this country, but muses later in his article, "I felt silly. How to prove this country is mine too?"

are the problem. We hear of more than 100 hate crimes a day against AAPIs who are targeted because they cannot be told apart. The media shows footage solely of mask-wearing Asians when referring to COVID-19, without any idea as to who these people are nor where they are from; indiscriminately making them, and all of us, the distinctly, yet paradoxically, indistinguishable Asian face of this virus.

As Sikh Americans felt during 9/11, as Japanese Americans felt during WWII, as Filipino Americans felt during the Watsonville Riots, the list goes on, we now feel pressure, whether from others or from ourselves, to make it clear that we are not the problem; that this is not our fault. We feel the need to prove that we are "safe" and that we belong. So, we send messages to customers that even though we are a Chinese restaurant, you cannot get COVID-19 by eating our food, we write op-eds calling for us to be even more "American," we fundraise and donate our money, time, and resources, we show ourselves as



Salem, Ore., 1941. Frank Tanaka placed this sign on the window of his restaurant in Salem, Oregon after the Japanese attack on Pearl Harbor on December 7, 1941. Not long after this sign went up, Mr. Tanaka and his family were forcibly relocated to the Tule Lake, only allowed to take only what they could carry. After the war, he, like many other Japanese Americans, had no legal recourse for reclaiming his property. His restaurant did not reopen.



Denver, Colo., April, 19, 2020. Denver-based photographer Alyson McClaran captures a nation-defining moment, as healthcare workers counter-protest the hundreds of people gathered at the Denver State Capitol to demand the stay-at-home order be lifted. The photographer recalls the woman (pictured) yelling at the health care worker in the photo, "Go to China if you want communism. Go to China!" She does not direct these same comments at anyone else as she yells at other counterprotesters in a video captured by the photographer's boyfriend, Marc Zenn. Photo by Alyson McClaran/Reuters

front-line workers and responders to the pandemic, all to prove that we do not deserve the racism we've been shown. That we are trying to help. That we are not the virus.

But why does the burden continues to fall upon us, generation after generation, to prove ourselves? Why is it that no matter how much we struggle or achieve together, no matter how much of a "model minority" we are, no matter how many of Pacific Islanders serve in the armed forces despite not being able to enjoy all the benefits of citizenship or Chinese and Filipino American healthcare workers risk their lives to save ours, or Japanese Americans speak out in solidarity with Muslim and Latinx communities to never let us forget our history, we must continue to prove that we belong? It seems that even if we remove hyphen from our identity, we

can perform our most "patriotic" duties to our fellow citizens and country and still never be fully American; we will never be American enough.

My heart breaks for the (or our) community—for the storeowners who've been suffering since the beginning of this year, long before SIP orders went into effect; for those who are experiencing yet another vicious cycle of scapegoating, racism, and xenophobia; and all of our friends, children, loved ones, and the younger AAPIs in this community that may be experiencing all of this for the first time. We are living through history—that is abundantly clear—but we must never forget that this is a shared cycle of history that is repeating itself—an inheritance of trauma and fear for simply looking, for speaking a certain way, or for having been born somewhere else.

But until we can stop history from repeating, we must first know, teach, and share our history so that we never let ourselves nor anyone else forget what this community has endured, collectively and individually. We must stand up for ourselves by standing up for each other. We have and always will be American enough. It is time for us to prove what it means to be AAPI, standing in solidarity with one another in the face of the true virus: hate.

"Why did she say, 'Go back to China?' We're not from China."

MICHAEL LUO'S 7-YEAR-OLD

ABOUT AREAA

The Asian American Real Estate Association of America (AREAA) is a national nonprofit trade organization dedicated to improving the lives of the Asian American and Pacific Islander (AAPI) community through homeownership. AREAA is a powerful national voice not only for its members—housing and real estate professionals—but the communities they serve.

ABOUT OUR MEMBERS

AREAA is represented by 51 different ethnicities. Our membership is both multilingual and multicultural. 74% of our members hold a minimum of a four-year degree and earn an average income of \$160,000—60% higher than the average income of a National Association of REALTOR® member. The average AREAA member is a seasoned industry veteran with 14 years of experience.

WHY WE NEED YOU

Our members and our partners enable us to carry out our vision and mission to represent the AAPI community in our advocacy for greater homeownership access for all.

Through your support, we are able to provide national events where we are able to educate and develop our membership and the larger real estate industry at large. We believe that events such as ours are vital to developing successful AAPI leaders in the brokerage, lending, banking, and real estate industries. With greater leadership and success in these industries, AAPI representation grows.

With your partnership, we have the resources to advocate on behalf of AAPIs to key decisionmakers in the U.S. Senate, House of Representatives, Government-Sponsored Enterprises as well as important policymakers in the Federal Housing Finance Agency (FHFA), Consumer Financial Protection Bureau (CFPB), the U.S. Department of Housing and Urban Development (HUD) and other relevant governmental departments and agencies.

AREAA'S ACHIEVEMENTS

#NoOther Campaign

AREAA successfully persuaded the US Census Bureau to track and include Asian housing data as a standalone category in its quarterly reports on homeownership by race and ethnicity.

Translations Clearinghouse

AREAA collaborated with the GSEs to create translated resources in Chinese for LEP borrowers. Korean, Vietnamese, and Tagalog are set to launch this year.

Preferred Language Field

AREAA worked with FHFA to include a Preferred Language Field on the 2020 redesigned URLA in order to better capture the needs of LEP borrowers. In 2019, the FHFA removed the question. AREAA continues to advocate for the reversal of its decision.

Eliminating the 1% Rule

AREAA helped change underwriting standards to more fairly account for student loans that were in deferment when calculating a borrower's debt-to-income ratio.

GET TO KNOW AREAA

17,000

Members and Growing

41

Chapters across the US and Canada

51

Ethnicities Represented

26

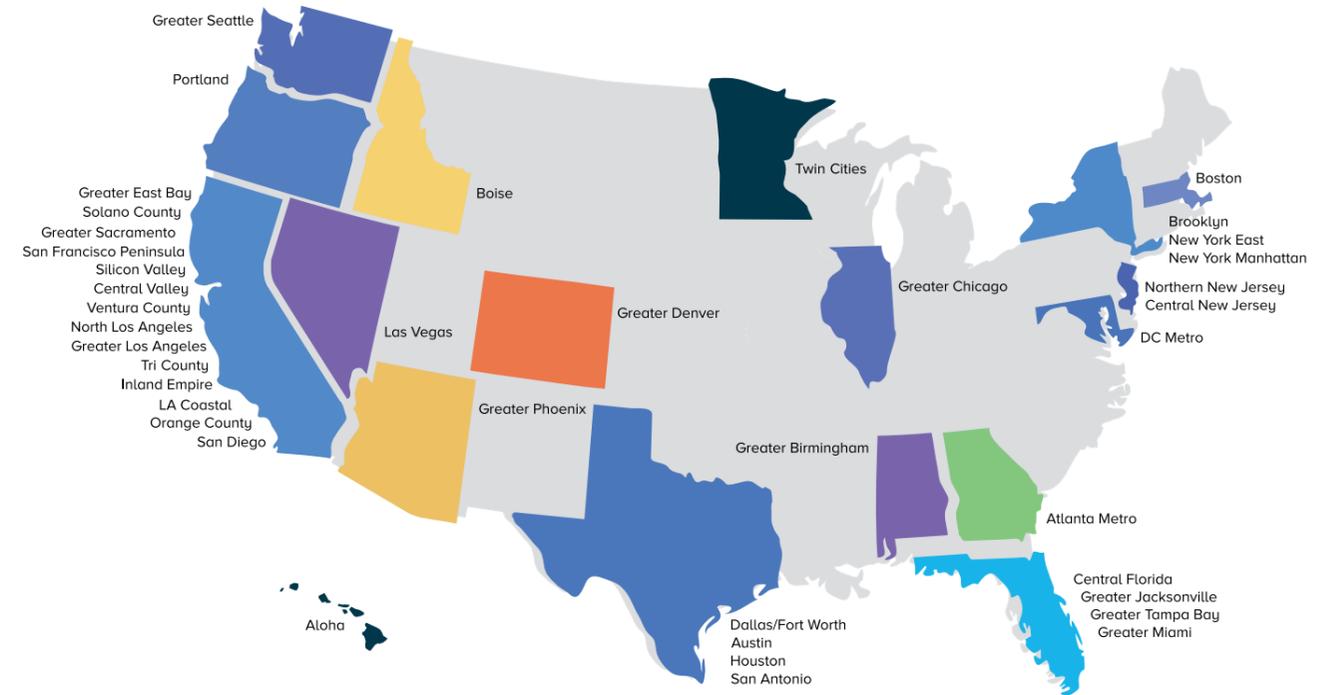
Languages Spoken

2

National Conferences Per Year

1

National Policy Summit Each May



FIND OUT WHAT WE'RE DOING NEXT:

areaa.org



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US Census Bureau, Census Regions and Divisions of the United States

US Census Bureau, Metropolitan and Micropolitan Statistical Areas Map, September 2018

PHOTOS

Cover Photo:
Oakland, Calif., Mar. 1942. A large sign reading "I am an American" placed in the window of a store, at [401 - 403 Eighth] and Franklin streets, on December 8, the day after Pearl Harbor. The store was closed following orders to persons of Japanese descent to evacuate from certain West Coast areas. The owner, a University of California (now known as the University of California, Berkeley) graduate, will be housed with hundreds of evacuees in War Relocation Authority centers for the duration of the war, photograph by Dorothea Lange, courtesy of the Library of Congress, the sign, originally "Grocery Wanto Co." was changed to "Jade Garden," to memorialize the vandalism experienced by a Seattle Chinese restaurant, as well as by other Asian American and Pacific Islander-owned businesses across the country during the COVID-19 pandemic, colorized and edited by Jazz Miranda

TIMELINE:

Laupāhoehoe, Hawaii, 1885. Laupāhoehoe village, Hawaii, courtesy of Hawaii State Archives/Wikimedia Commons

A photograph of Dalip Singh Saund from DALIP SINGH SAUND: HIS LIFE, HIS LEGACY, courtesy of Heritage Series: Inspirational Documentaries About U.S. Ethnic & Minority Cultures

San Diego, Calif., 1963. Tom Hom is sworn in with other newly-elected San Diego City Council members in 1963, photo courtesy of Tom Hom

Seattle, Wash., May 10, 1945. A Japanese family returning home from a relocation center camp in Hunt, Idaho, found their home and garage vandalized with anti-Japanese graffiti and broken windows, photo courtesy of Museum of History and Industry, Seattle Post-Intelligencer Collection

Thailand, Cambodian border, 1979. Cambodian refugees in one of the border encampments established in 1979 on the Thai-Cambodian border, photograph by Berta Romero-Fonte

San Francisco, Calif., November 27, 1968. 150 elderly Filipino and Chinese tenants from the Manilatown district of San Francisco begin a nine-year-long, anti-eviction campaign against Financial District encroachment, photo source: <http://www.ihotel-sf.org/history>

Los Angeles, Calif., 1992. Family rummaging through home burned during riots, South Central Los Angeles, California, photograph by Joseph Sohm

New York, N.Y., 2016. Vera Sung, Jill Sung, Thomas Sung from ABACUS: SMALL ENOUGH TO JAIL, a PBS Distribution release, photo courtesy of Sean Lyness

LETTER FROM THE EDITOR:

Salem, Ore., 1941. Frank Tanaka placed this sign on the window of his restaurant in Salem, Oregon after the Japanese attack on Pearl Harbor on December 7, 1941. Not long after this sign went up, Mr. Tanaka and his family were forcibly relocated to the Tule Lake, only allowed to take only what they could carry. After the war, he, like many other Japanese Americans, had no legal recourse for reclaiming his property. His restaurant did not reopen.

New York, N.Y., October 9, 2016. Former New York Times editor and reporter (now newyorker.com editor) Michael Luo chronicled his recent encounter with a woman who yelled at him and his family to "go back to China...go back to your f---ing country." Photo from www.nytimes.com

Denver, Colo., April, 19, 2020. Denver-based photographer Alyson McClaran captures a nation-defining moment, as healthcare workers counter-protest the hundreds of people gathered at the Denver State Capitol to demand the stay-at-home order be lifted. The photographer recalls the woman (pictured) yelling at the health care worker in the photo, "Go to China if you want communism. Go to China!" She does not direct these same comments at anyone else as she yells at other counterprotesters in a video captured by the photographer's boyfriend, Marc Zenn. Photo by Alyson McClaran/Reuters



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