

TEXAS HOMEBUYERS AND SELLERS REPORT

2022 Edition

ABOUT THE TEXAS HOMEBUYERS AND SELLERS REPORT

Data from the 2022 edition of the *Texas Homebuyers and Sellers Report* is derived from the *2021 Profile of Homebuyers and Sellers Texas Report* by the National Association of REALTORS®, which analyzes survey data among Texans who bought or sold a home between July 2020 and June 2021. Texas REALTORS® distributes insights about the Texas housing market throughout the year, including quarterly market statistics, trends among homebuyers and sellers, luxury home sales, international trends and more.

ABOUT TEXAS REALTORS®

With more than 150,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We are the advocates for REALTORS® and private property rights in Texas. Visit texas real estate.com to learn more.

MEDIA CONTACT

Hunter Dodson
Pierpont Communications
hdodson@piercom.com
512.448.4950



EXECUTIVE SUMMARY

The 2022 Texas Homebuyers and Sellers Report provides in-depth insights into the demographics, motivations and opinions of Texas homebuyers and sellers who had a real estate transaction between July 2020 and June 2021.

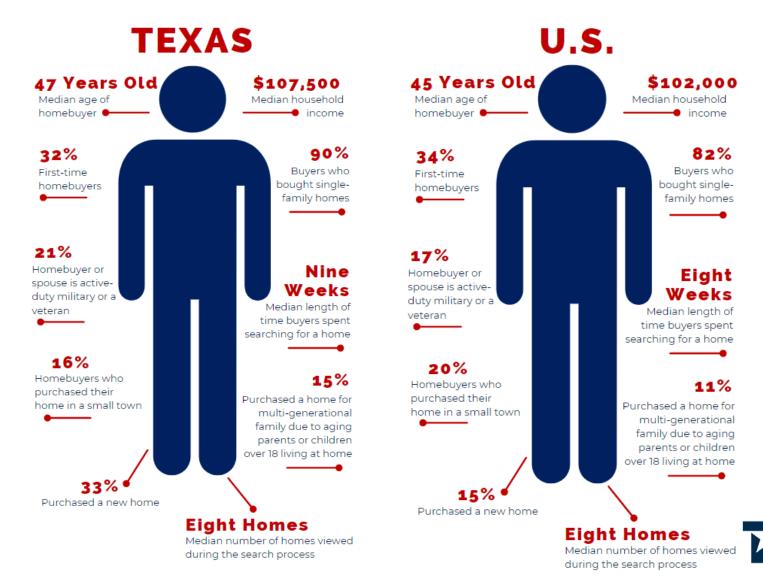
The median household income for Texas homebuyers was \$107,500, \$5,500 more than the national median. Thirty-three percent of homes purchased during the reporting period in Texas were new homes, compared to 15% nationwide. 16% percent of homebuyers purchased homes in small towns, up from 10% a decade ago.

The majority of homebuyers in Texas (61%) were married couples, followed by single females (20%), single males (10%) and unmarried couples (7%). The median age of Texas homebuyers was 47, one year less than the previous year. Of all Texas homebuyers, 32%, were first-time homebuyers, one percentage point more than last year.

For Texans who sold their homes, the most popular reason for putting a home on the market was to move closer to friends or family, followed by the desire for a larger home. Ninety-four percent of sellers used a real estate agent to help sell their home, and, of those, 92% would definitely or probably use that same agent again. Sellers spent a median of seven years in their homes, down two years from the previous report. The median sales price was \$80,000 more than what sellers paid for their homes. The median length the home spent on the market was two weeks, which was half as long as the prior year.



HOMEBUYERS IN TEXAS VS. HOMEBUYERS IN U.S.



HOMEBUYING PROCESS

TEXAS



52% of Texas homebuyers said finding the right property was the most difficult part of the homebuying process. **19%** said paperwork and **14%** understanding the process.



\$30,000 Median amount of student loan debt among Texas homebuyers.



91% of Texas homebuyers would definitely or probably recommend working with their real estate agent again.



28% of Texas homebuyers stated their primary reason for purchasing a home was the desire to own a home of their own.

U.S.



56% of national homebuyers said finding the right property was the most difficult part of the homebuying process. 18% said paperwork and 15% understanding the process.



\$30,000 Median amount of student loan debt among homebuyers in the U.S.



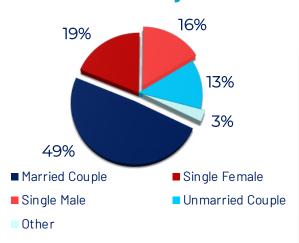
90% of national homebuyers would definitely or probably recommend working with their real estate agent again.



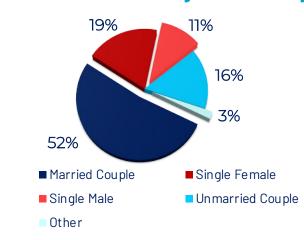
28% of national homebuyers stated their primary reason for purchasing a home was the desire to own a home of their own.

FIRST TIME VS REPEAT HOMEBUYERS

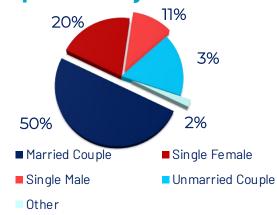
First-Time Homebuyers in Texas



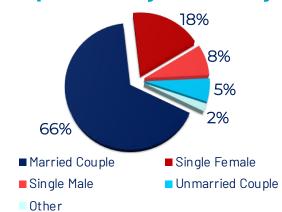
First-Time Homebuyers Nationally







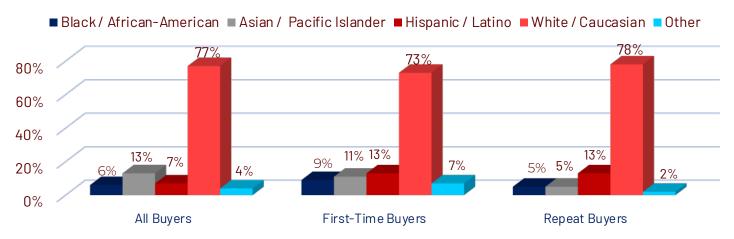
Repeat Homebuyers Nationally



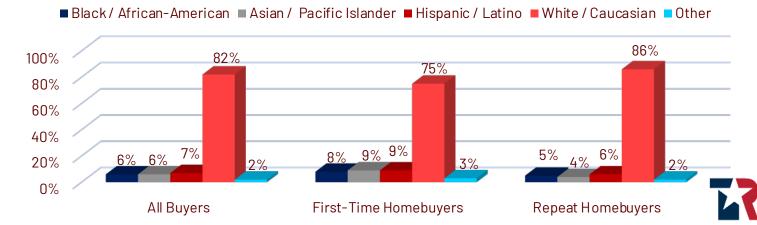


HOMEBUYER CHARACTERISTICS

Ethnicity & Household Composition of Texas Homebuyers

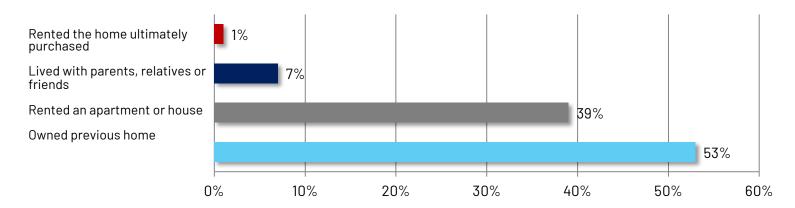


Ethnicity & Household Composition of Homebuyers Nationally



HOMEBUYER CHARACTERISTICS

Prior Living Arrangement for Texas Homebuyers



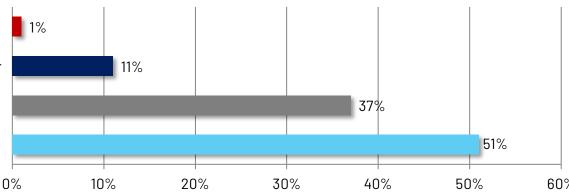
Prior Living Arrangement for Homebuyers Nationally

Rented the home ultimately purchased

Lived with parents, relatives or friends

Rented an apartment or house

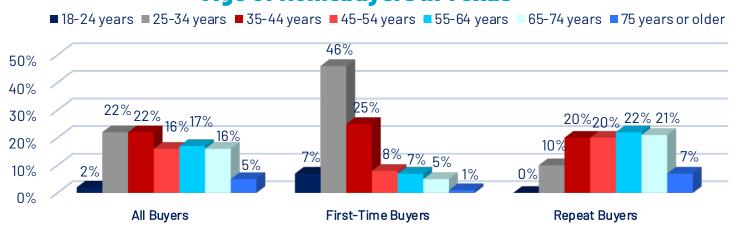
Owned previous home



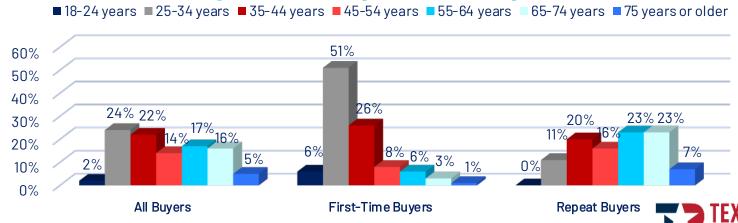


AGE OF HOMEBUYERS TEXAS vs. NATIONALLY

Age of Homebuyers in Texas



Age of Homebuyers Nationally



MOTIVATIONS FOR BUYING A HOME

Motivations for Buying a New Home in Texas

(Percent of Respondents)

Avoid renovations or problems with plumbing or electricity

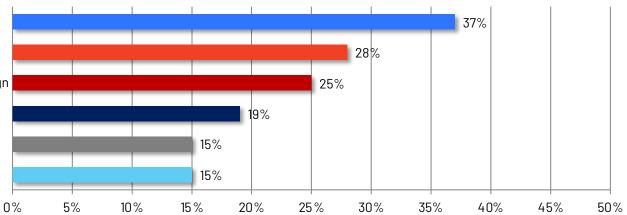
Amenities of new home construction communities

Ability to choose and customize design features

Green/energy efficiency

Other

Lack of inventory of previous owned homes



Motivations for Buying a Previously Owned Home in Texas

(Percent of Respondents)

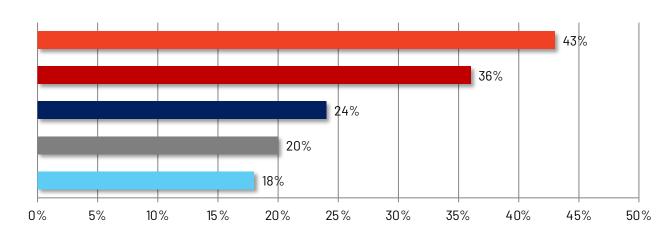
Better overall value

Better price

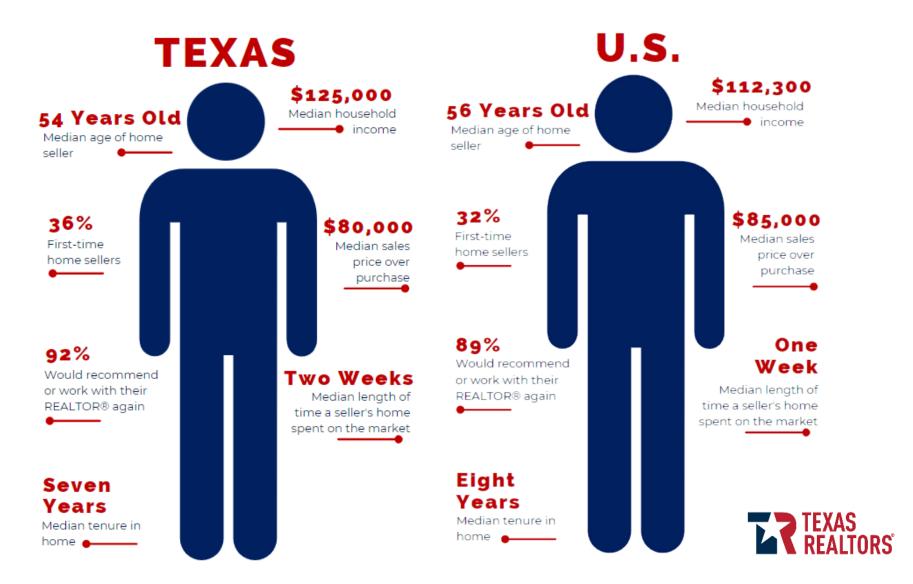
Other

More charm and character

Lack of inventory of new homes

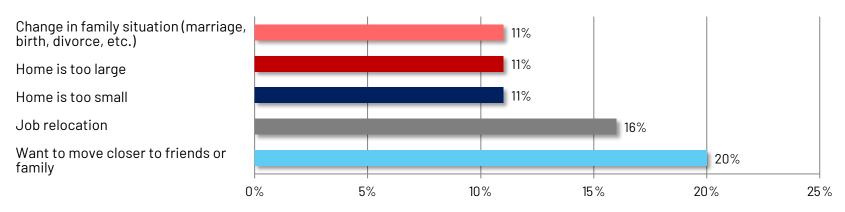


HOME SELLERS IN TEXAS VS. HOME SELLERS IN U.S.



MOTIVATIONS FOR SELLING A HOME

Top 5 Reasons for Selling Previous Home in Texas



Top 5 Reasons for Selling Previous Home Nationally

