



SHAPING TEXAS  1920-2020

TEXAS INTERNATIONAL HOMEBUYERS REPORT

2020 Edition

ABOUT THE *TEXAS INTERNATIONAL HOMEBUYERS REPORT*

The *Texas International Homebuyers Report* is based on survey data from the 2020 International Transactions in U.S. Residential Real Estate by the National Association of REALTORS®, the 2014-2018 American Community Survey by the U.S. Census Bureau, the 2018 Yearbook of Immigration Statistics by the Department of Homeland Security and the 2020 edition of the Commercial Real Estate International Business Trends. Texas REALTORS® distributes insights about the Texas housing market each month, including quarterly market statistics, trends among homebuyers and sellers, luxury home sales, condominium sales and more.

ABOUT TEXAS REALTORS®

With more than 135,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. In 2020, Texas REALTORS® is celebrating a century of shaping Texas by being the advocate for private property rights, maintaining the highest standards of professionalism, and providing its members with the tools to achieve success. Visit [texasrealestate.com](https://www.texasrealestate.com) to learn more.

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EXECUTIVE SUMMARY

International home sales added \$6.6 billion to the Texas economy from April 2019 to March 2020, according to the *Texas International Homebuyers Report*.

Texas was third in the nation for homes sold to international buyers, behind Florida and California. Texas accounted for 9% of all homes purchased by international homebuyers in the United States, with 13,860 home sales out of 154,000 nationwide. The U.S. saw a 16% decline in the number of foreign buyer purchases compared to the last reporting period.

Despite the slight drop in foreign buyers compared to the previous reporting period, Texas remained a top state for international buyers, particularly those coming from Latin America.

Forty-two percent of Texas buyers came from Latin America/Caribbean. Texas was also a top destination for international homebuyers from Mexico and Brazil. Of all homebuyers from Mexico, 28% purchased a home in Texas. The next closest state, California, had 14% of the total homebuyers from Mexico. Among buyers from Brazil, 12% chose Texas, tying with Minnesota at second place and behind first-place Florida, with 49%. Texas accounted for 9.5% of new immigration in the United States in 2018.

Six Texas metropolitan statistical areas (MSA) were among the top destinations for immigration in the country. Two Texas MSAs were among with top 10, with Houston-The Woodlands-Sugar Land as the fifth-most popular U.S. market, followed by Dallas-Fort Worth-Arlington at number nine.

Texas also ranked third in the nation for home sales from international homeowners, behind Florida and California. Eight percent of homes sales in Texas were from international homeowners.

On the commercial side of international real estate transactions, Texas was the third-most popular destination for buyers who work with Realtors, according to the 2020 *Commercial Real Estate International Business Trends* report from the National Association of Realtors.

INTERNATIONAL HOMEBUYERS VOLUME: TEXAS VS. OTHER STATES From April 2019 to March 2020

Texas



\$6.6 billion

Texas accounted for 9% of all dollar volume in homes purchased by international buyers



13,860 sales

Texas accounted for 9% of all international home purchases in the U.S.

U.S.



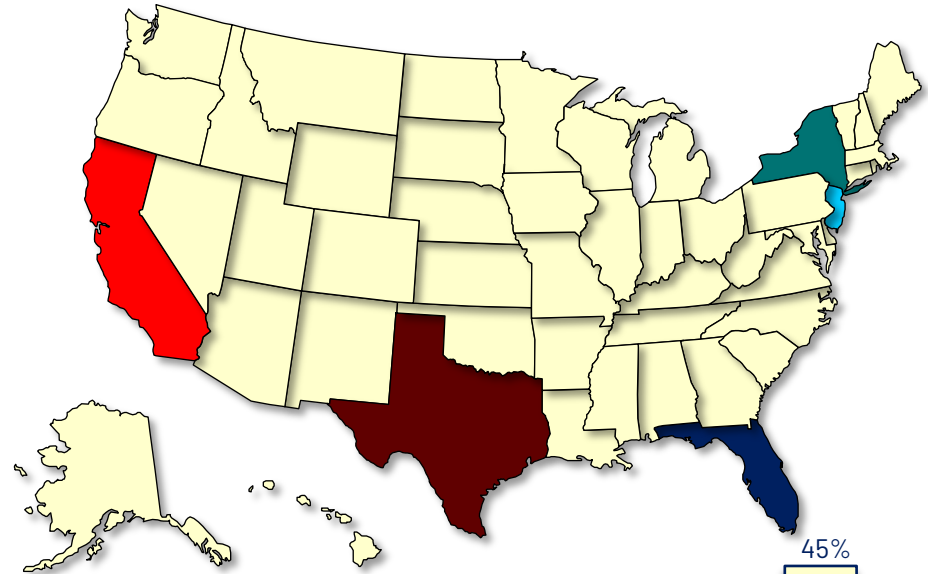
\$78 billion

International homebuyers total dollar volume decreased 5% in the U.S.

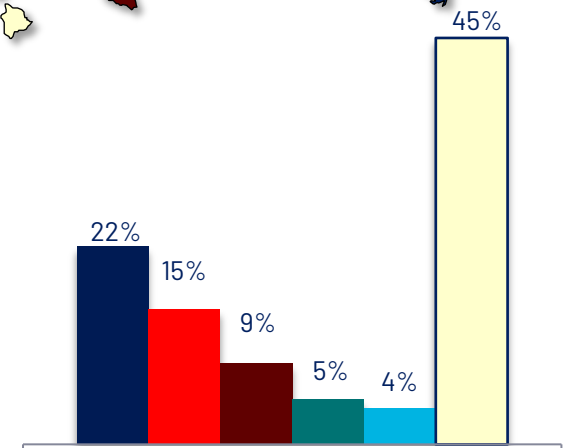


154,000 sales

International home purchases decreased 16% in the U.S.



- Florida
- California
- Texas
- New York
- New Jersey
- Rest of U.S.



Share of Home Purchases by International Homebuyers

TOP MSAs FOR IMMIGRATION IN TEXAS



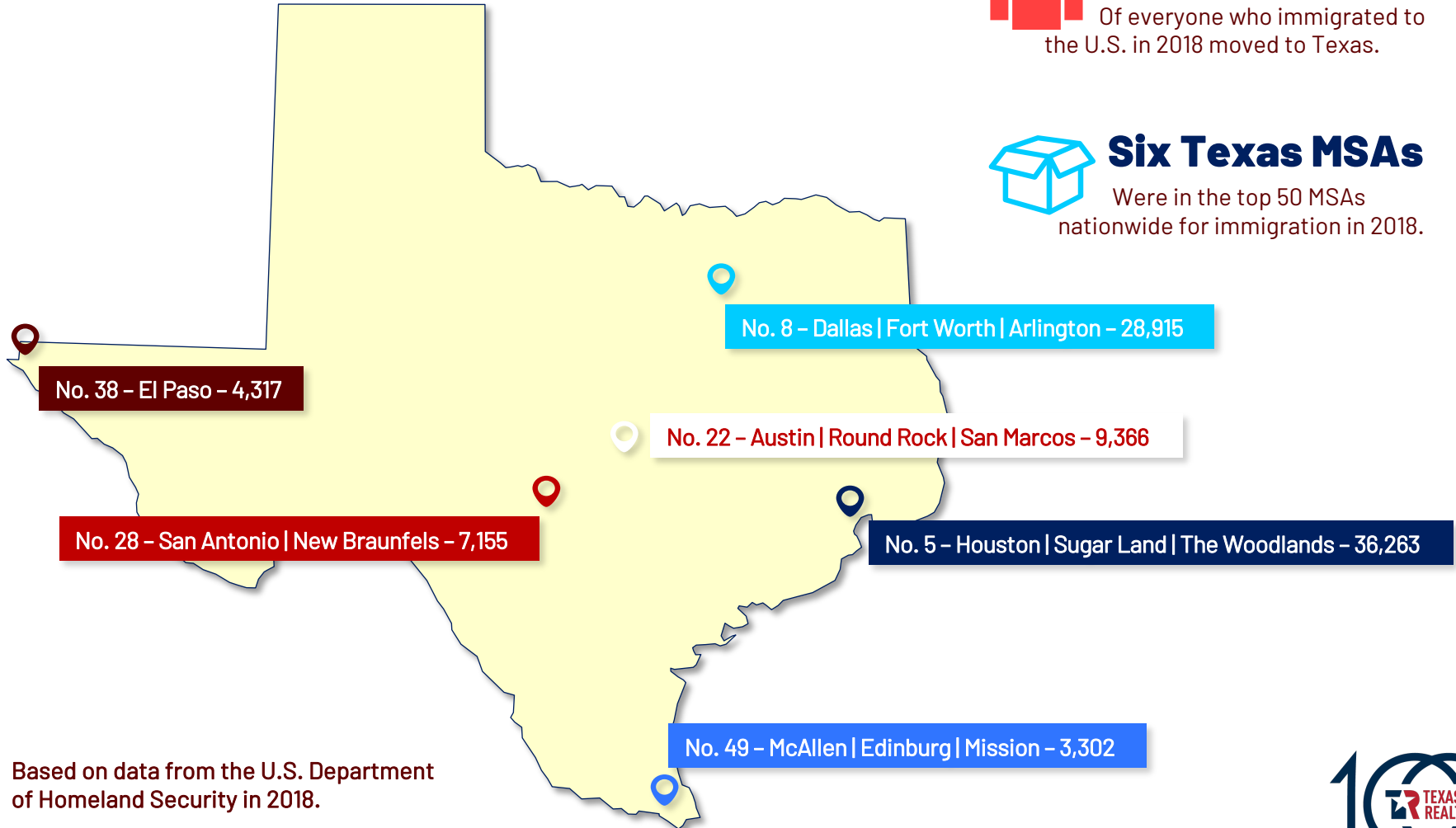
9.5%

Of everyone who immigrated to the U.S. in 2018 moved to Texas.



Six Texas MSAs

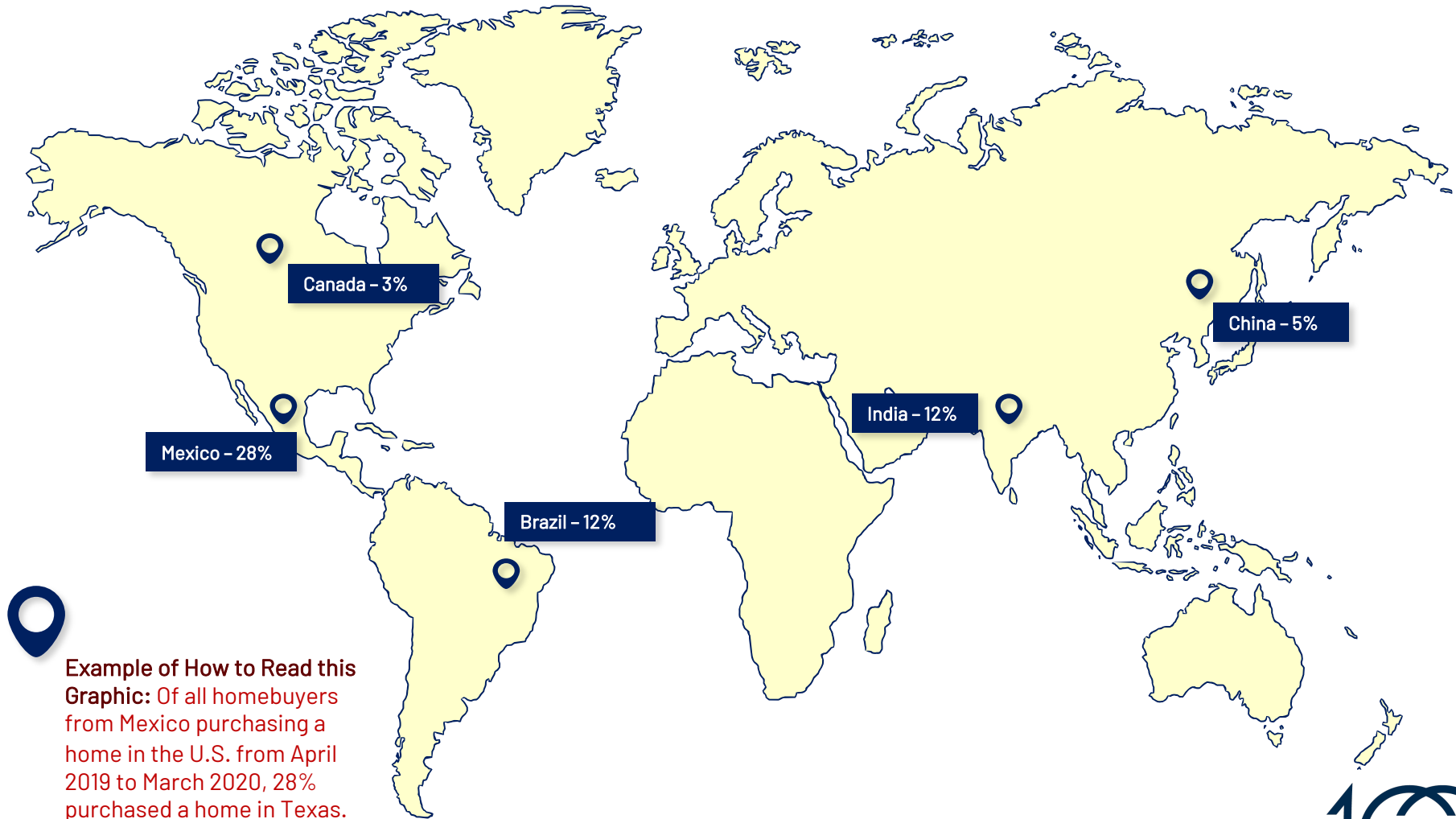
Were in the top 50 MSAs nationwide for immigration in 2018.



Based on data from the U.S. Department of Homeland Security in 2018.

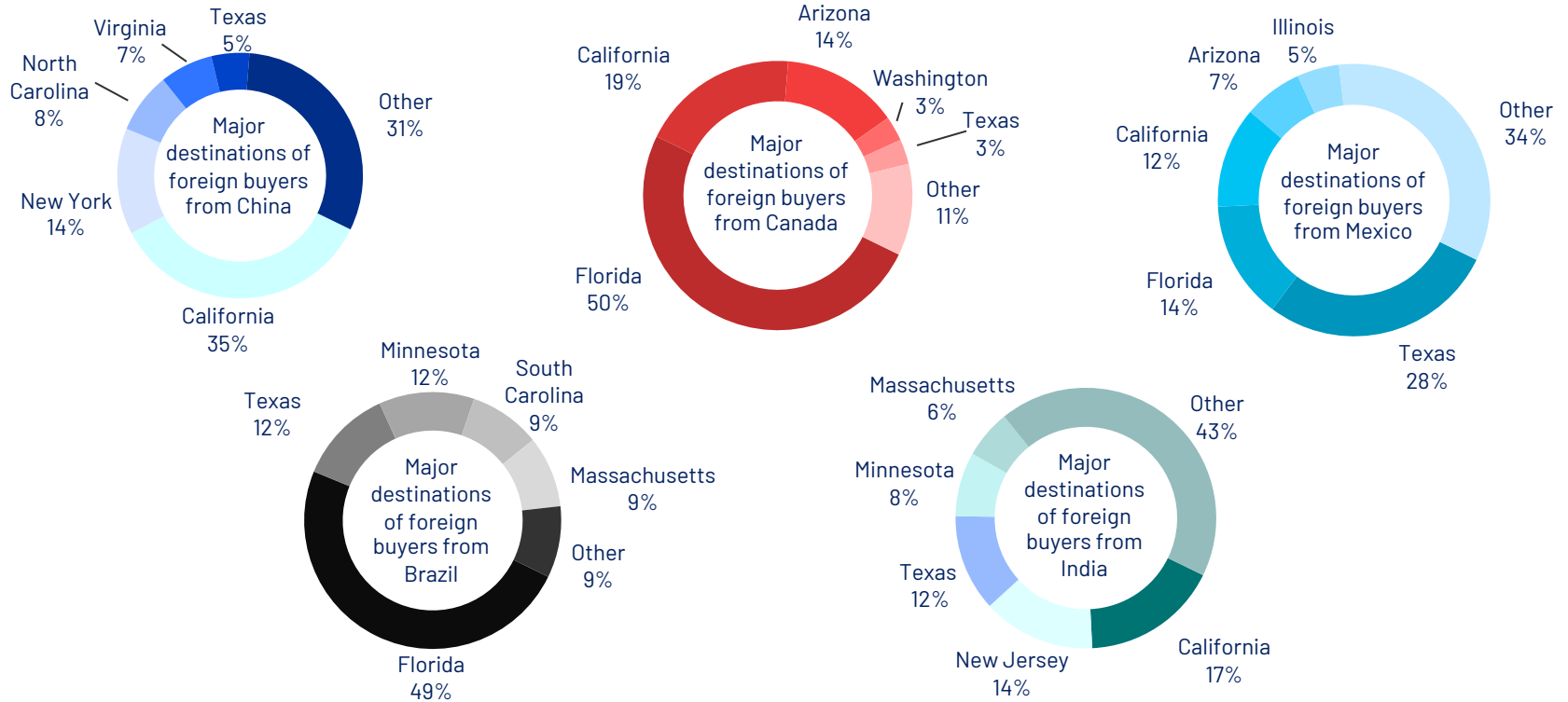
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WHERE INTERNATIONAL HOMEBUYERS IN TEXAS ARE COMING FROM



Example of How to Read this Graphic: Of all homebuyers from Mexico purchasing a home in the U.S. from April 2019 to March 2020, 28% purchased a home in Texas.

TOP COUNTRIES FOR INTERNATIONAL HOMEBUYERS VOLUME From April 2019 to March 2020



Origin of International Homebuyers in the U.S.



INTERNATIONAL TRENDS IN COMMERCIAL REAL ESTATE: TEXAS VS. OTHER STATES

Texas



\$600 million

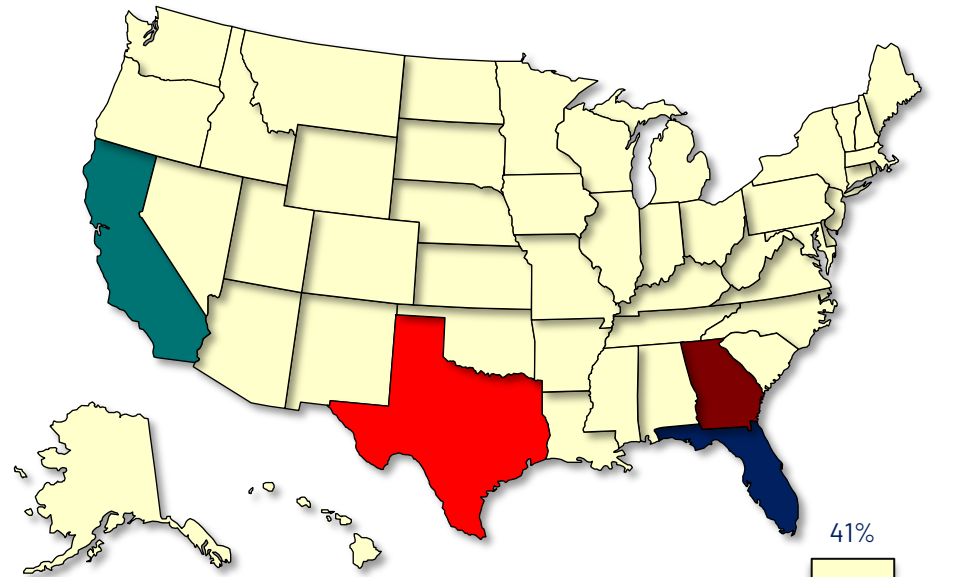
Texas accounted for 14% of all dollar volume of NAR commercial members' commercial real estate purchases by international buyers from April 2019 to March 2020.

U.S.



\$4.3 billion

Total dollar volume of NAR commercial members' commercial real estate purchases by international buyers from April 2019 to March 2020.



- Florida
- Texas
- Georgia
- California
- Rest of U.S.

