



TEXAS
INTERNATIONAL
HOMEBUYERS
REPORT 2017 Edition

TEXAS INTERNATIONAL HOMEBUYERS REPORT | 2017 EDITION

ABOUT THE TEXAS INTERNATIONAL HOMEBUYERS REPORT

The 2017 edition of the **Texas International Homebuyers Report** is based on survey data from the 2017 Profile of International Home Buying Activity by the National Association of REALTORS®, the 2011 – 2015 American Community Survey by the U.S. Census Bureau and the 2015 Yearbook of Immigration Statistics by the U.S. Office of Immigration Statistics. The Texas Association of 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 THE TEXAS ASSOCIATION OF REALTORS®

With more than 110,000 members, the Texas Association of REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We advocate on behalf of Texas REALTORS® and private-property owners to keep homeownership affordable, protect private-property rights, and promote public policies that benefit homeowners. Visit texasrealestate.com to learn more.

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EXECUTIVE SUMMARY

Texas home sales activity from international buyers surged from April 2016 to May 2017, with home sales volume jumping nearly 60 percent and sales dollar volume nearly doubling from the same time period the previous year.

There were 34,135 international home sales in Texas between April 2016 and March 2017, a 59 percent increase from the same time frame last year and 12 percent of the 284,455 international home sales nationwide. Second only to Florida, Texas joined California, New Jersey, and Arizona as the most popular states for international homebuyers. The sales dollar volume from foreign home sales in Texas during this time frame was \$18.66 billion, which is almost double from last year's report.

Texas continues to be a primary destination for international homebuyers from various countries of origin. In recent years, the ratio of homebuyers from Latin America (including Mexico) compared to the rest of the world has narrowed. From April 2016 and March 2017, homebuyers from Latin America and Asia/Oceania (including China and India) each constituted approximately 40 percent of international homebuying activity Texas.

Texas had the highest volume of homebuyers from Mexico of any state from April 2016 to March 2017, with nearly half (43 percent) of Mexican homebuyers who purchased a home in the U.S. choosing Texas. The Lone Star State also experienced a significant share of Chinese buyers, with more than one in 10 (11 percent) of international homebuyers from China purchasing a home in Texas.

Texas continues to be a global destination for international homebuyers due to its low unemployment, diverse industry base, world class universities and more. This growing demand among international buyers makes it increasingly important for Texas's real estate industry to be knowledgeable in the unique needs of international buyers. Texas REALTORS® with the Certified International Property Specialist (CIPS) designation are equipped with the expert knowledge, network and tools needed for a successful transaction.

INTERNATIONAL HOME SALES: TEXAS VS. NATIONALLY

International homebuying activity in Texas increased significantly from April 2016 to March 2017 as the U.S. dollar strengthened, job creation in the U.S. grew and the overall global economy increased as well.

There were 34,135 international home sales in Texas from April 2016 to March 2017. This is a 59 percent increase from the previous reporting period of 21,488 home sales.

Texas accounted for 12 percent, or \$18.66 billion, of all international home sales in the U.S.

Nationally, 284,455 home sales from April 2016 – March 2017 were purchased by international homebuyers, a 32 percent increase from the previous time frame. Total home sales dollar volume from international homebuyers experienced a 49 percent increase from the year prior or an increase from \$103 billion to \$153 billion.

Texas



\$18.66 billion

Texas accounted for 12 percent of all international home sales dollar volume in the U.S. from April 2016 – March 2017



34,135 sales

Texas accounted for 12 percent of all international home sales in the U.S. from April 2016 – March 2017

U.S.



\$153 billion

International home sales volume increased 49 percent in the U.S. compared to the previous time frame.



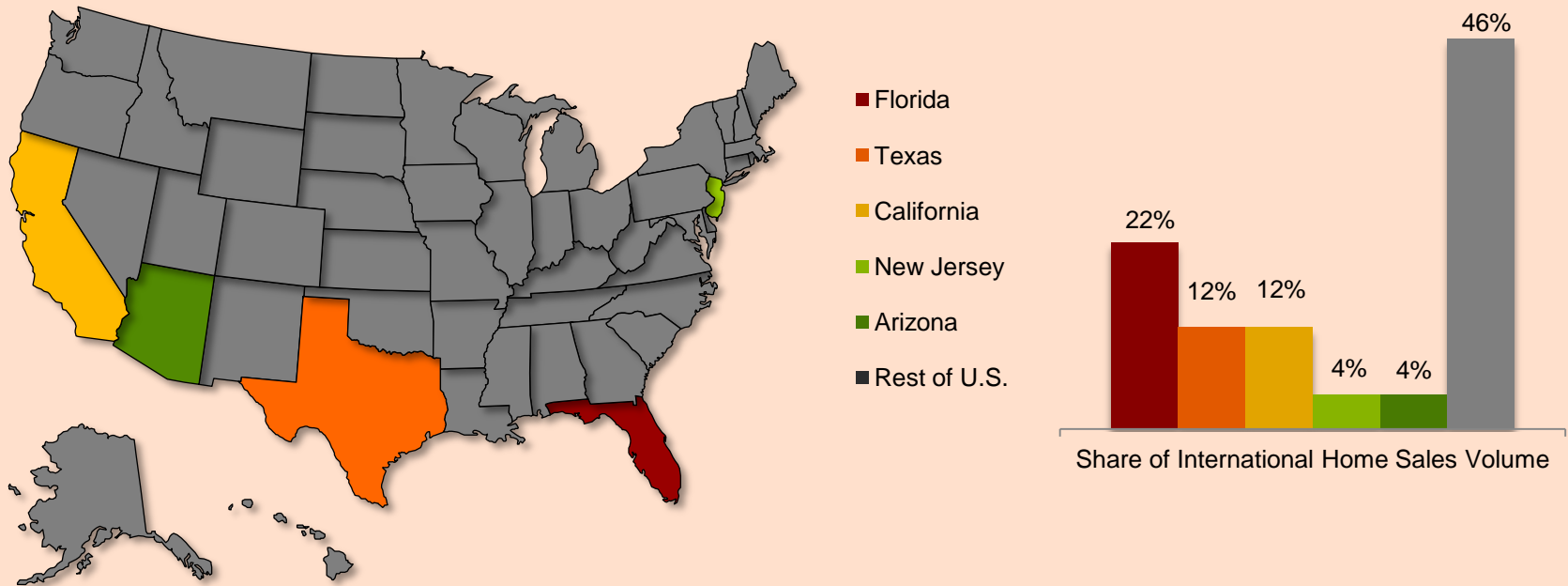
284,455 sales

International home sales increased 32 percent in the U.S. compared to the previous time frame.

TOP U.S. STATES FOR INTERNATIONAL HOMEBUYERS

Texas ranked second in the nation for international home sales volume by state, preceded only by Florida and tying with California.

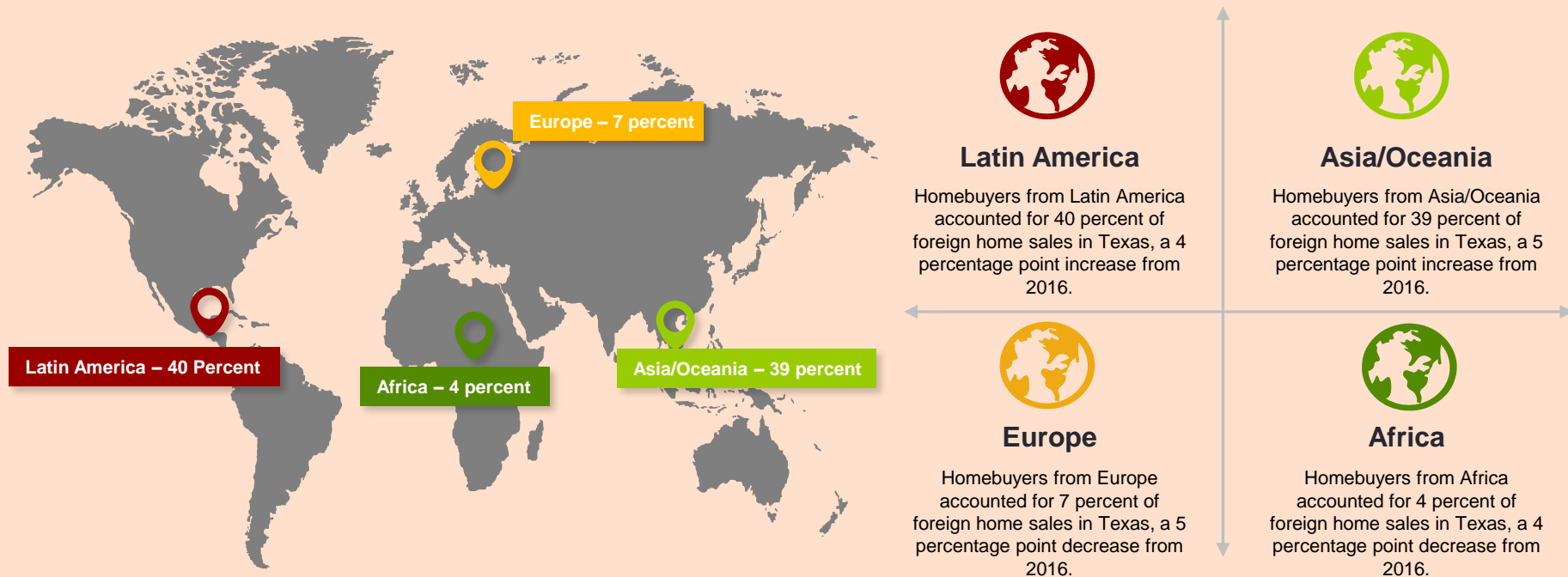
Five states accounted for 54 percent of international homebuyers from April 2016 – March 2017. The real estate markets of Florida (22%), Texas (12%), California (12%), New Jersey (4%), and Arizona (4%) were the most popular destinations for international homebuyers.



INTERNATIONAL HOMEBUYERS IN TEXAS

The ratio of international homebuyers by country of origin continued to narrow in Texas. **Asia/Oceania (including China) and Latin America (including Mexico) were almost equivalent.**

From April 2016 to March 2017, 40 percent of Texas homes purchased by international buyers were purchased by buyers in Latin America, while 39 percent were purchased by buyers in Asia/Oceania. European homebuyers accounted for 7 percent of international home sales in Texas during the same time frame, while Canada and Africa each constituted 4 percent of international homebuyers.



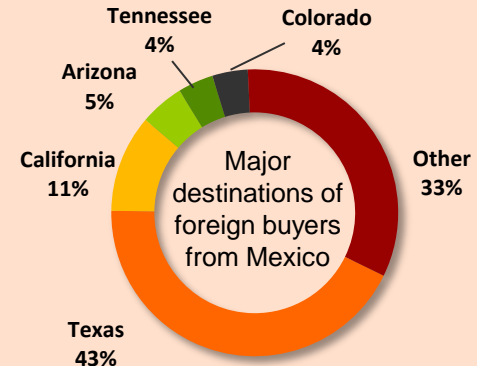
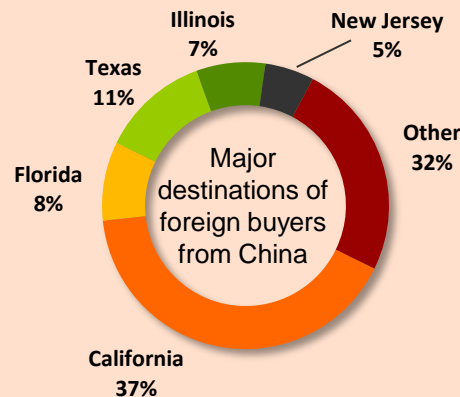
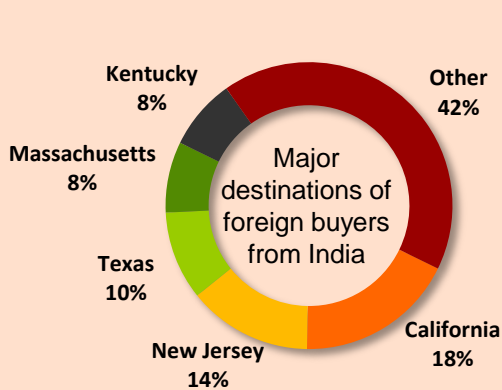
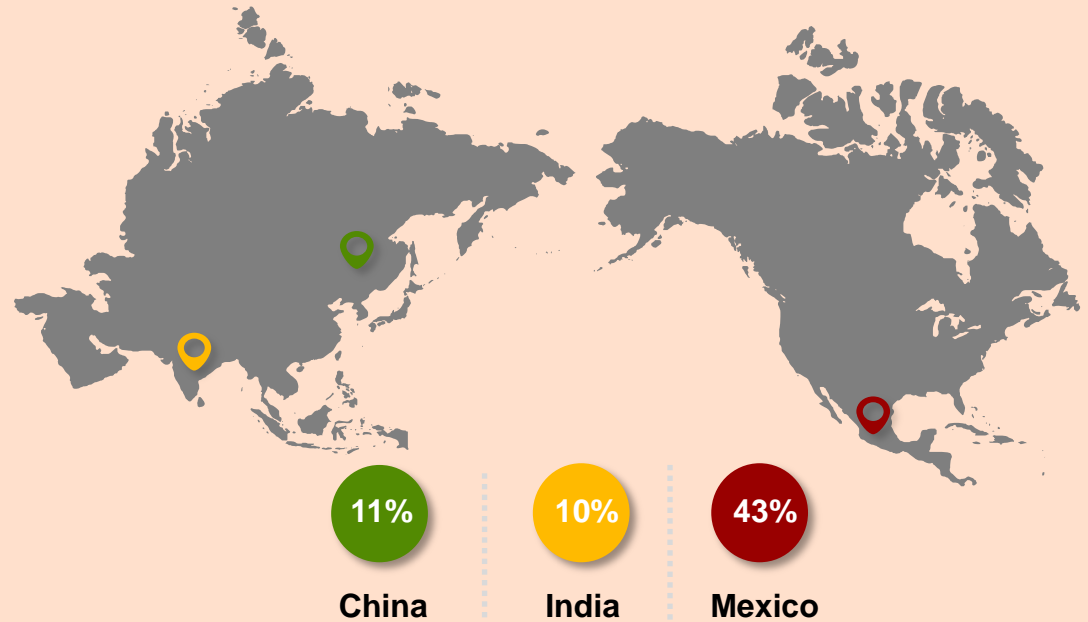
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TOP COUNTRIES FOR INTERNATIONAL HOMEBUYERS

In particular, Texas is a destination for Chinese, Indian and Mexican homebuyers.

Of the international homebuyers who purchased a home in the U.S. from April 2016 to March 2017, one in 10 Indian buyers and nearly half of Mexican buyers (43 percent) purchased in Texas.

During the same time frame, 11 percent of Chinese buyers who purchased a home in the U.S. purchased in Texas.



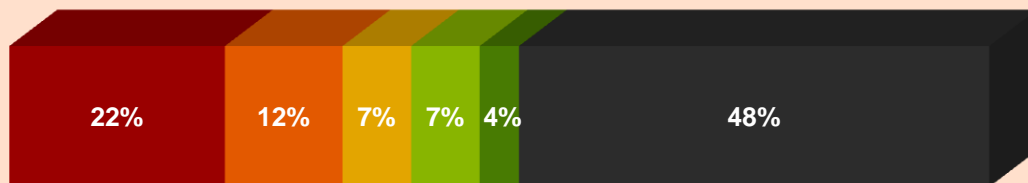
INTERNATIONAL HOME SELLERS: TEXAS VS. U.S.

A strong U.S. dollar coupled with a steady but slowing increase in home prices during the reporting period led to an increase in home sales by international clients from April 2016 – March 2017. Of the U.S. properties sold by international homeowners during this time period, 10 percent (up from 8 percent) were sold in Texas.

Texas ranked second (up from fourth) in the U.S. for highest number of international home sellers, behind Florida (26 percent) and ahead of California (9 percent), Arizona (8 percent), and Nevada (4 percent).

Of the international owners who sold their homes in the U.S. during this time period, Canadian sellers accounted for the most homes sold at 22 percent, followed by Mexican home sellers at 12 percent and sellers from the United Kingdom and China at 7 percent.

Origin of international home sellers in the U.S.



■ Canada ■ Mexico ■ United Kingdom ■ China ■ India ■ Other Countries



10% of homes sold by international home sellers in the U.S. were sold in Texas