



- MARRIED COUPLES 68%
- SINGLE FEMALES 15%
- SINGLE MALES 9%
- UNMARRIED COUPLES 5%
- OTHER 3%

**10** Median number of homes a buyer visited

**\$263,500** Median purchase price

**11%** paid above asking price

**29%** paid full asking price

- What buyers want most from you*
- 49%** Find the right home
  - 24%** Negotiate price or terms
  - 8%** Determine what comps are selling for
  - 6%** Help with paperwork

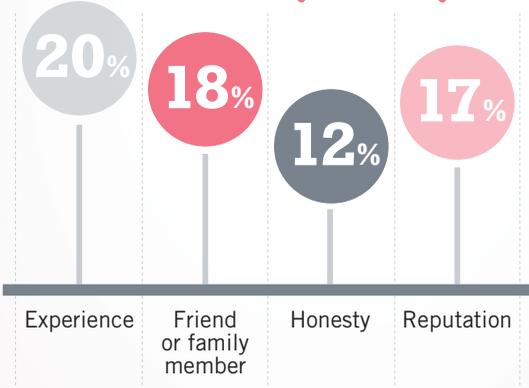
**56%** were referred to agent by friend or relative, or used agent previously

**89%** would use their agent again or recommend to others

**13%** purchased homes for a multi-generational household

**42%** first step was looking online at properties

*Most important factor when choosing an agent*



**67%** consider commuting costs very or somewhat important

**12 years** Buyers expect to live in their homes a median of 12 years

**29%** purchased new homes

	2018	2008
Median age of buyers	46	41
Buyers under 35 years old	25%	36%
First-time buyers	33%	44%
Median home search	10 weeks	8 weeks

*Most difficult steps in buying a home*

FINDING THE RIGHT PROPERTY: **51%**

PAPERWORK: **22%**

UNDERSTANDING THE PROCESS: **18%**

Download the *2018 Profile of Texas Homebuyers and Sellers* to see more results about buyer and seller demographics, preferences, and behaviors. Visit [texasrealestate.com/market-research/texas-homebuyers-and-sellers-report](http://texasrealestate.com/market-research/texas-homebuyers-and-sellers-report).

Results excerpted from the *2018 Profile of Texas Homebuyers and Sellers*, a Texas oversample of NAR's nationwide homebuyer and seller survey. Responses are buyers who purchased a primary residence in the 12-month period between July 2017 and June 2018. Respondents had the option to fill out the survey via hard copy or online. The online survey was available in English and Spanish.