



**TEXAS**  
**HOMEBUYERS AND SELLERS**  
**REPORT**

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**2019 Edition**

## ABOUT THE TEXAS HOMEBUYERS AND SELLERS REPORT

Data from the 2019 edition of the *Texas Homebuyers and Sellers Report* is derived from the *2018 Texas Profile of Homebuyers and Sellers* by the National Association of REALTORS®, which analyzes survey data among Texans who bought or sold a home between July 2017 and June 2018. 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. To view the *Texas Homebuyers and Sellers Report* in its entirety, visit [texasrealestate.com](http://texasrealestate.com).

## ABOUT TEXAS REALTORS®

With more than 125,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We are the advocate for REALTORS® and private property rights in Texas. Visit [texasrealestate.com](http://texasrealestate.com) to learn more.

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## EXECUTIVE SUMMARY

A report released today by Texas REALTORS® provides insights into the demographics, motivations, and opinions of Texas homebuyers and sellers. The 2019 edition of the *Texas Homebuyers and Sellers Report* offers details about real estate consumers' income, ethnicity, age, and perceptions of the homebuying and selling processes.

Just over half of Texas homebuyers surveyed said that finding the right property to purchase was one of the most difficult parts of the process.

Among those who bought newly built homes, the top reason for doing so was to avoid renovations or plumbing and electrical problems. Buyers who purchased previously owned homes mentioned value and price as their primary motivating factors.

The median age of Texas homebuyers was 47, unchanged from the previous year. The median age of first-time buyers was 32. Nearly one-third of all buyers were first-timers. The majority of Texas homebuyers (68%) were married couples, followed by single females at 15%, single males at 9%, and unmarried couples at 5%.

Thirteen percent of homebuyers identified as Hispanic, with 7% black/African-American, and 4% Asian. Approximately three-quarters identified as white/Caucasian.

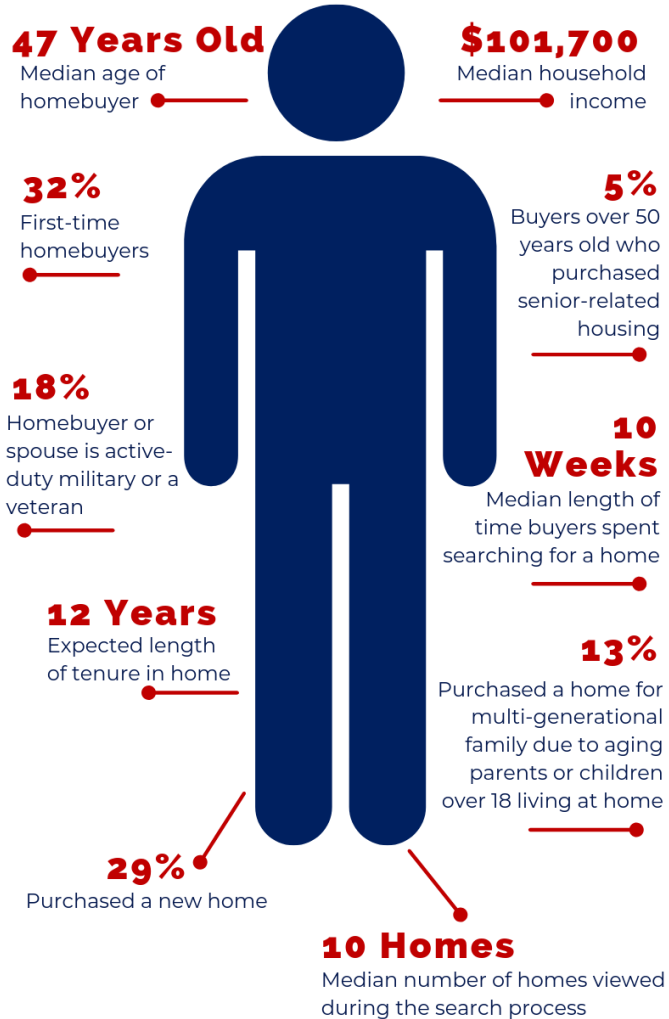
On the selling side of the transaction, the most popular reason for putting a home on the market was to move closer to friends or family, cited by 22% of respondents. Job relocations came in at 17%, while another 8% of sellers wanted to move closer to a current job.

Sellers spent a median of 10 years in their homes. The median sales price was \$70,000 higher than what sellers paid for their homes. The median length of time a seller's home spent on the market was four weeks.

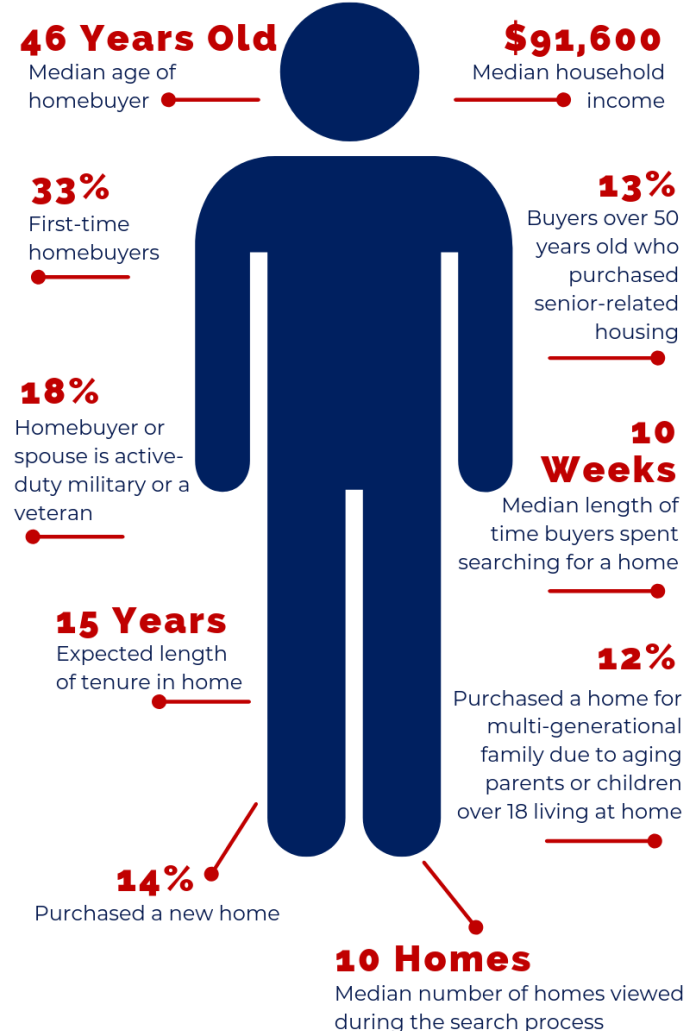
Consumer satisfaction with REALTORS® was high, with 89% of buyers and 85% of sellers saying they would definitely or probably recommend their agent to others or use their agent again.

## HOMEBUYERS IN TEXAS VS. HOMEBUYERS IN U.S.

### TEXAS

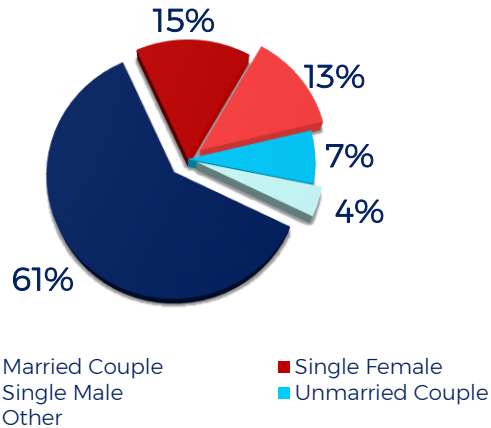


### U.S.

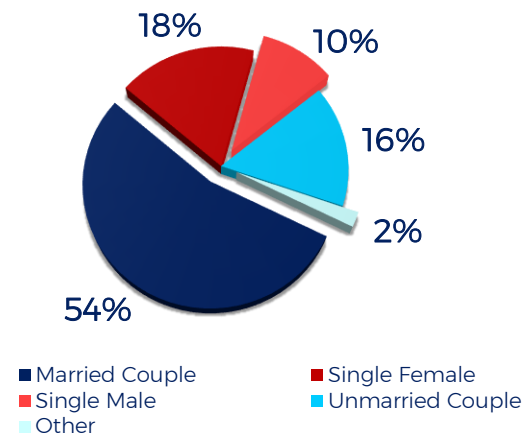


## FIRST TIME VS REPEAT HOMEBUYERS

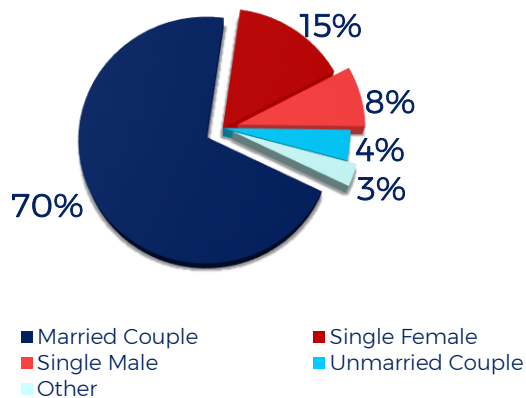
### First-Time Homebuyers in Texas



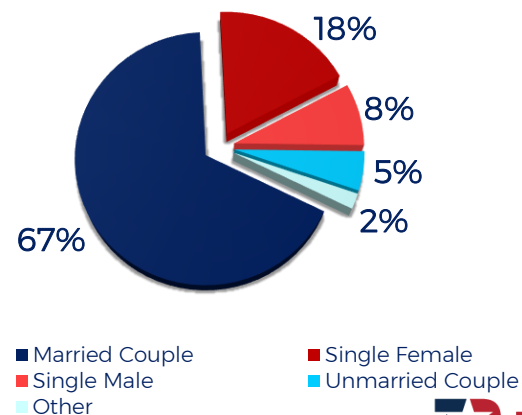
### First-Time Homebuyers Nationally



### Repeat Homebuyers in Texas

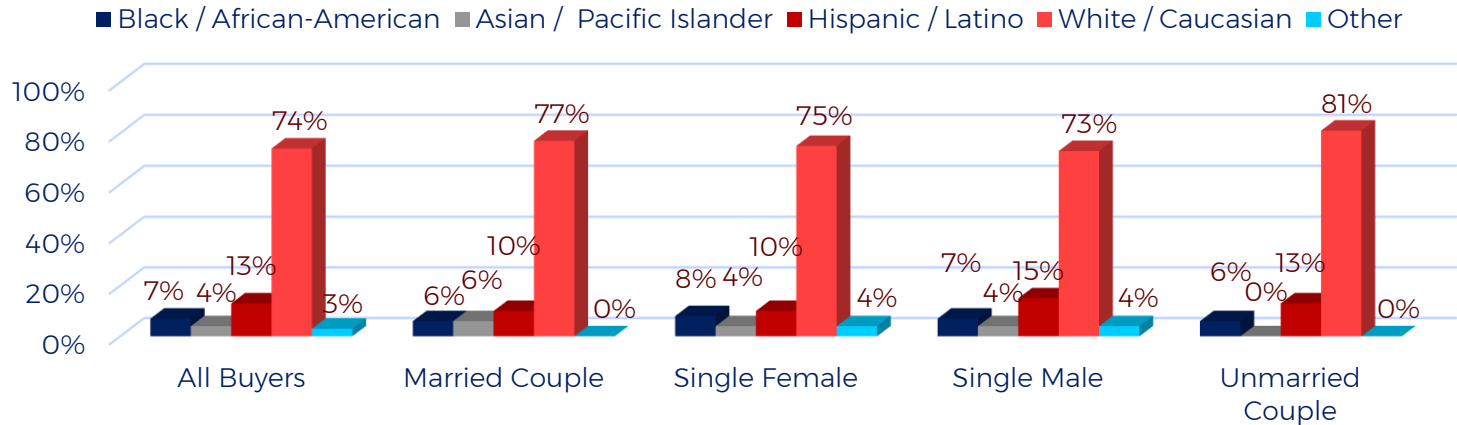


### Repeat Homebuyers Nationally

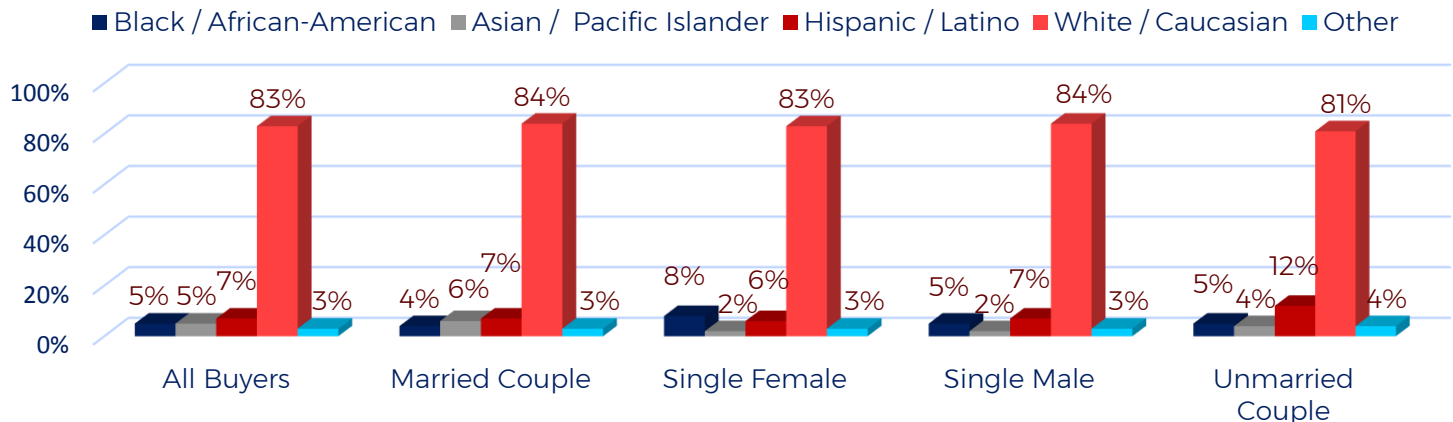


# HOMEBUYER CHARACTERISTICS

## Ethnicity & Household Composition of Texas Homebuyers

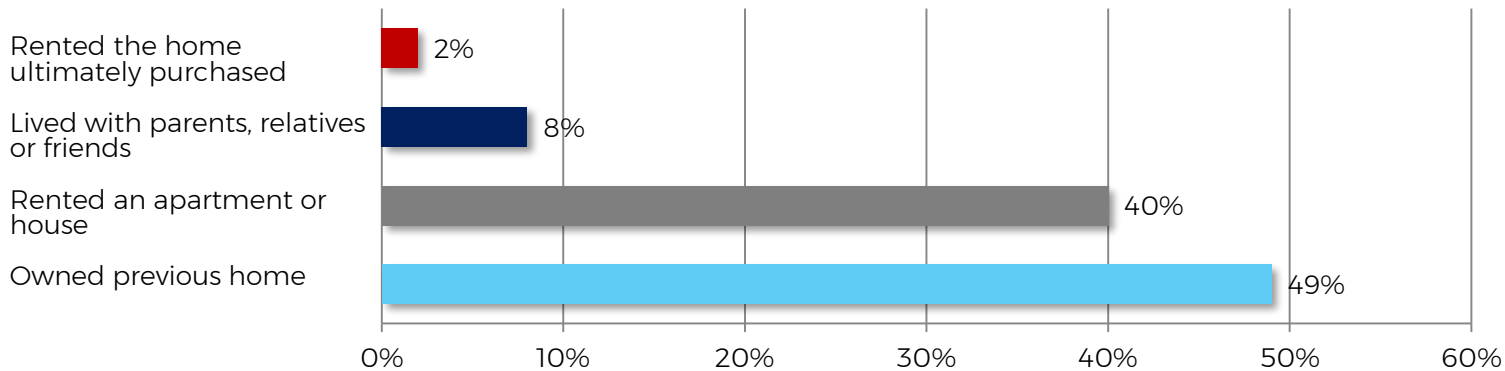


## Ethnicity & Household Composition of Homebuyers Nationally

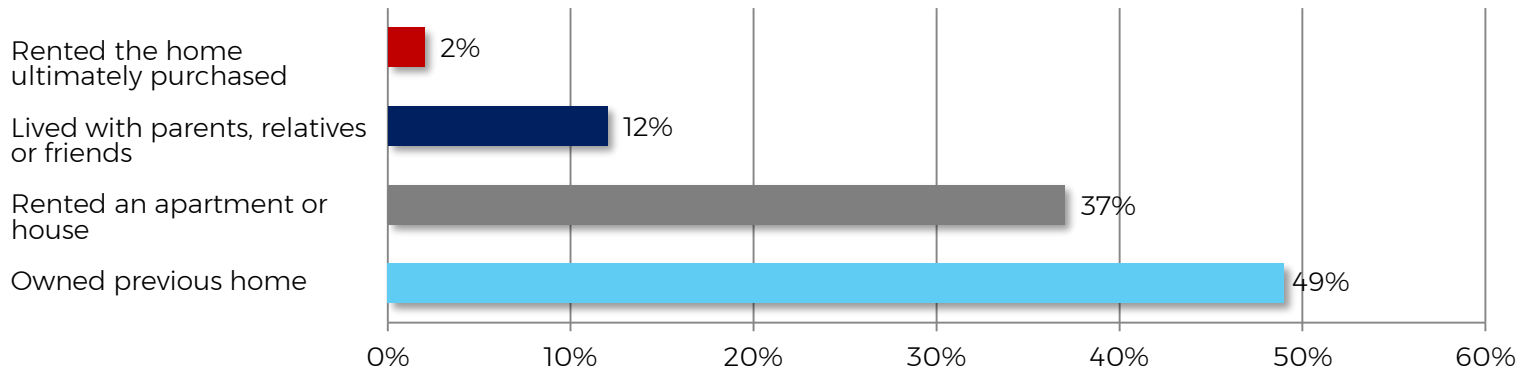


## HOMEBUYER CHARACTERISTICS

### Prior Living Arrangement for Texas Homebuyers

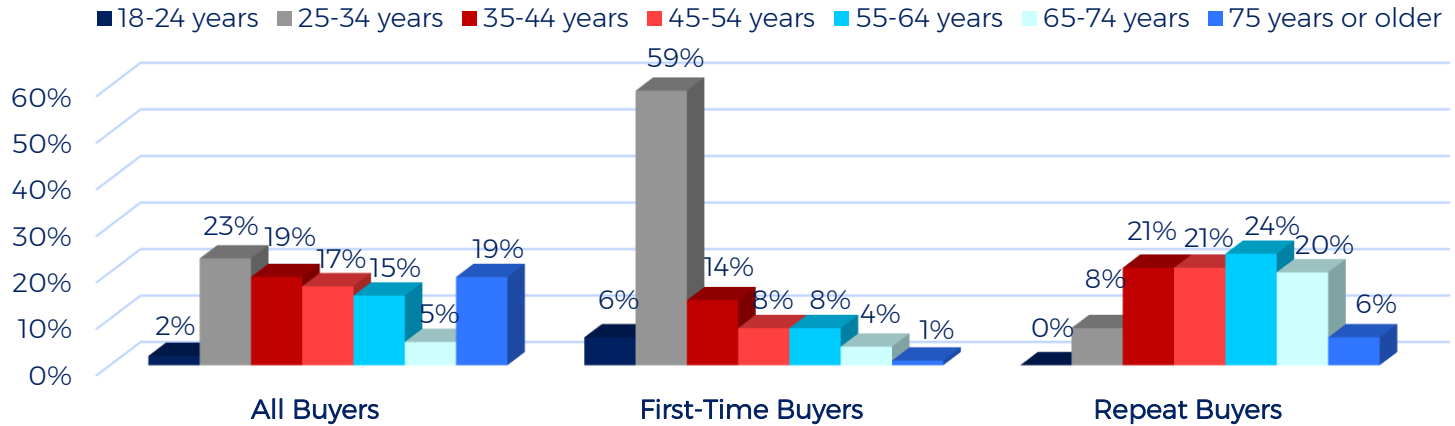


### Prior Living Arrangement for Homebuyers Nationally

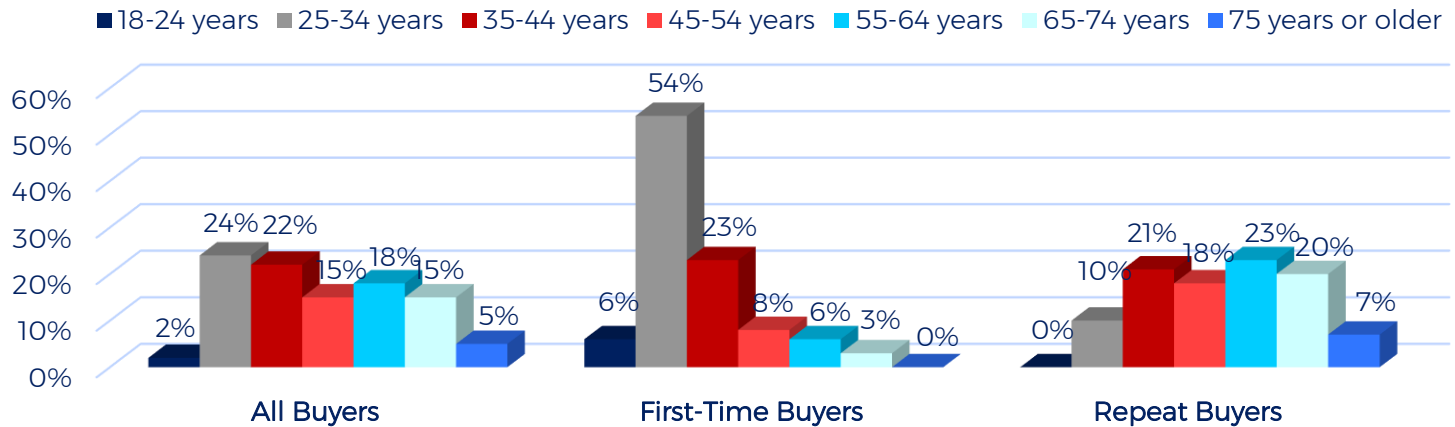


## AGE OF HOMEBUYERS TEXAS vs. NATIONALLY

### Age of Homebuyers in Texas



### Age of Homebuyers Nationally





## HOMEBUYING PROCESS

### TEXAS



**51%** of Texas homebuyers said finding the right property was the most difficult part of the homebuying process.



**\$39,500** Median amount of student loan debt among Texas homebuyers.



**89%** of Texas homebuyers would recommend or work with their REALTOR® again.



**26%** 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 homebuyers in the U.S. said finding the right property was the most difficult part of the homebuying process.



**\$28,000** Median amount of student loan debt among homebuyers in the U.S.



**90%** of national homebuyers would recommend or work with their REALTOR® again.

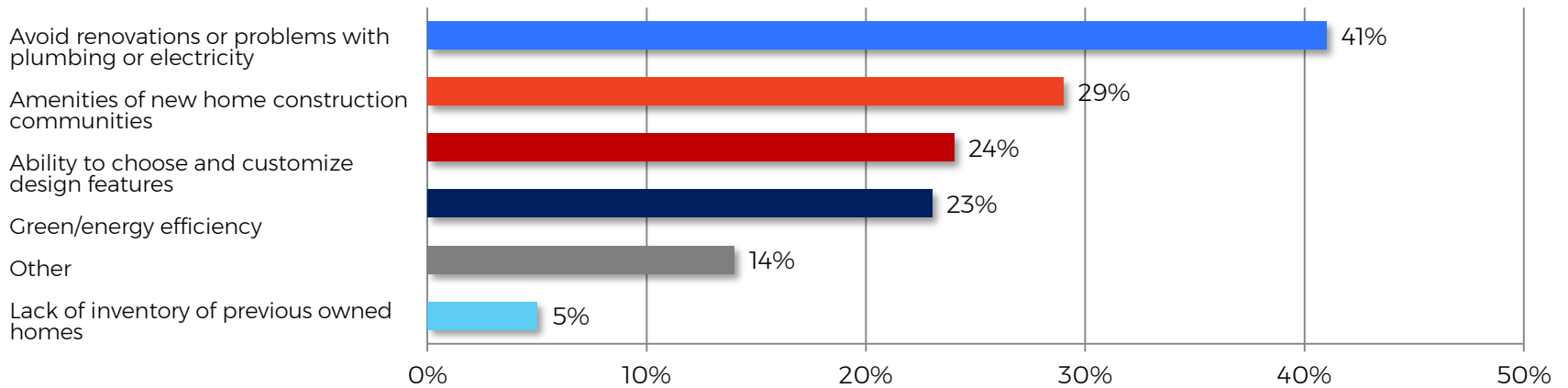


**29%** of homebuyers nationally stated their primary reason for purchasing a home was the desire to own a home of their own.

## MOTIVATIONS FOR BUYING A HOME

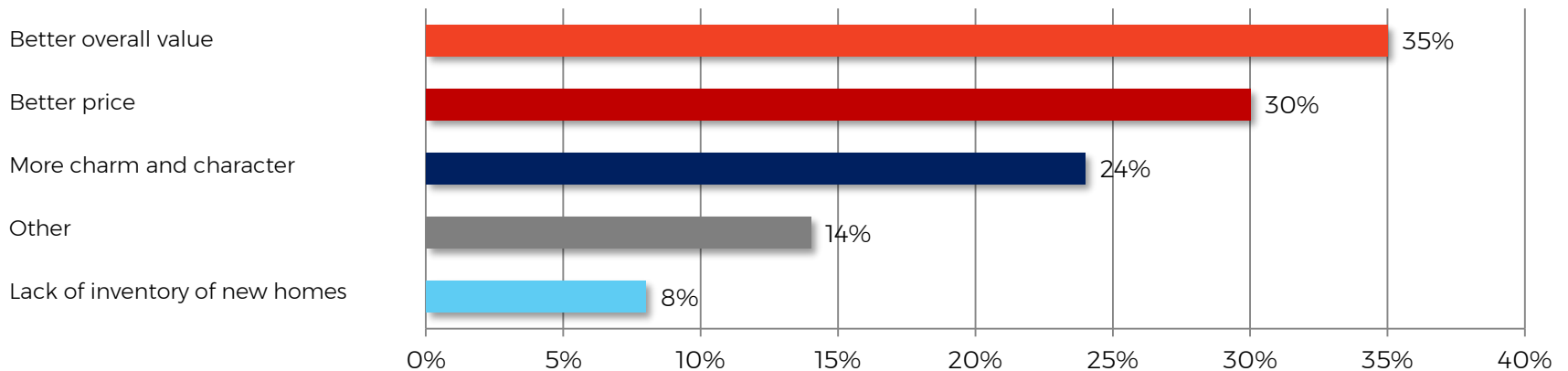
### Motivations for Buying a New Home in Texas

(Percent of Respondents)



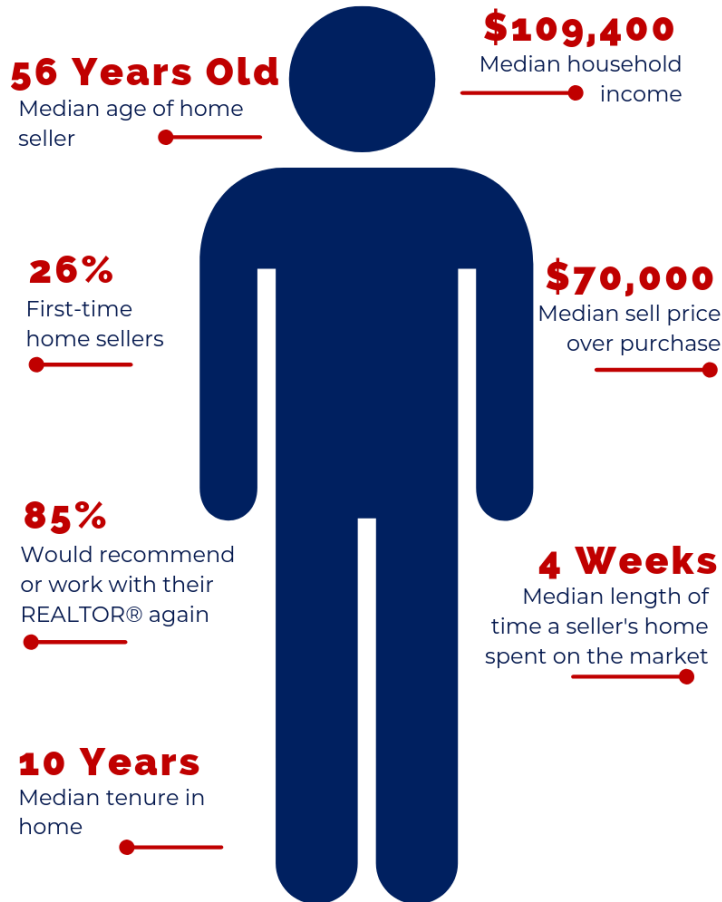
### Motivations for Buying a Previously Owned Home in Texas

(Percent of Respondents)

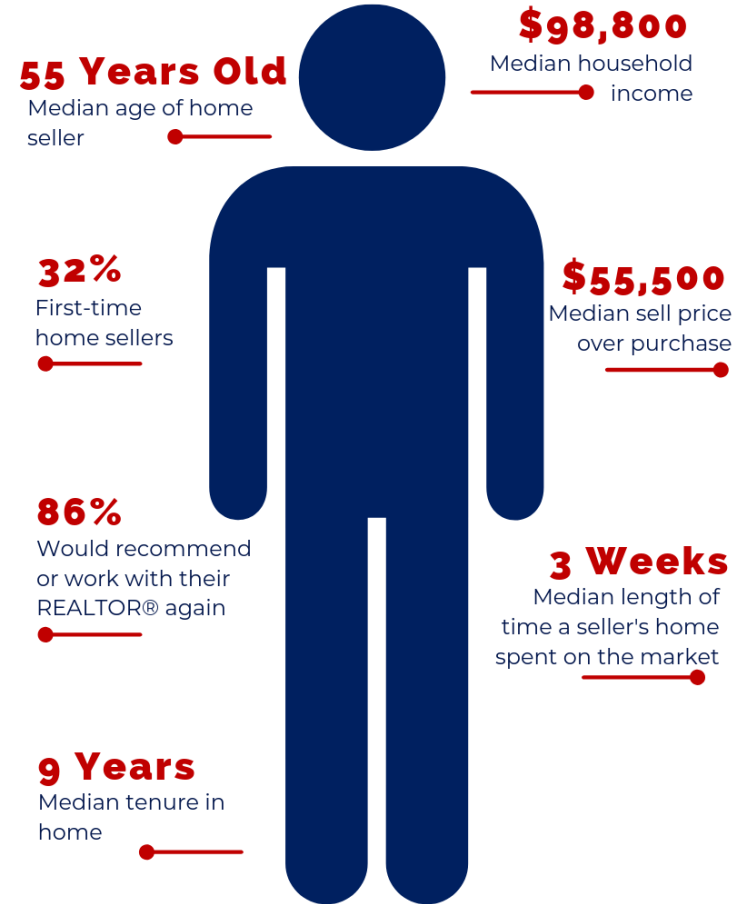


## HOME SELLERS IN TEXAS VS. HOME SELLERS IN U.S.

### TEXAS

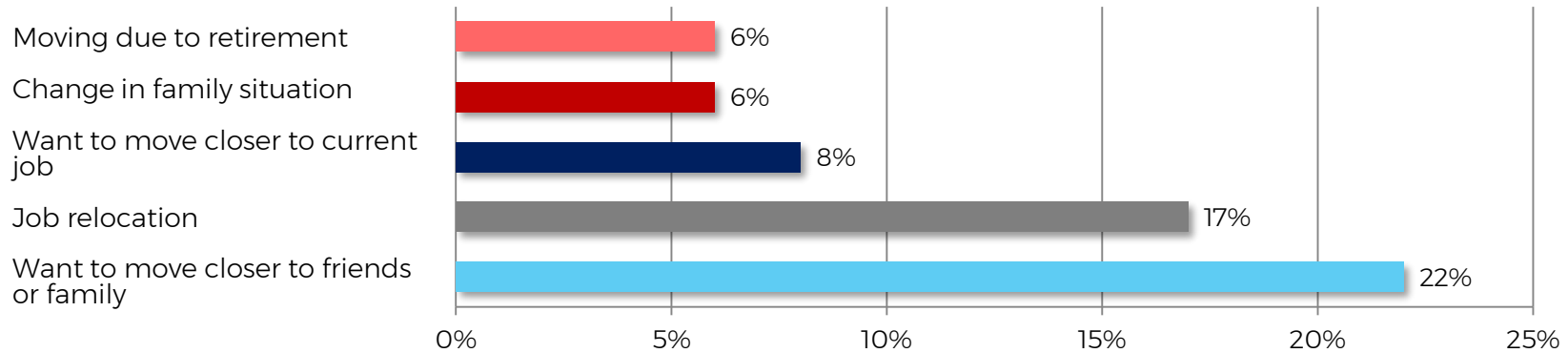


### U.S.



## MOTIVATIONS FOR SELLING A HOME

### Top 5 Reasons for Selling Previous Home in Texas



### Top 5 Reasons for Selling Previous Home Nationally

