



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

**\$250,500**  
Median purchase price

*What buyers want most from you*

- 53%** Find the right home
- 18%** Negotiate price or terms
- 8%** Determine what comps are selling for
- 7%** Help with paperwork

- MARRIED COUPLES **67%**
- SINGLE FEMALES **17%**
- SINGLE MALES **10%**
- UNMARRIED COUPLES **5%**
- OTHER **2%**

**9%** paid above asking price

**28%** paid full asking price

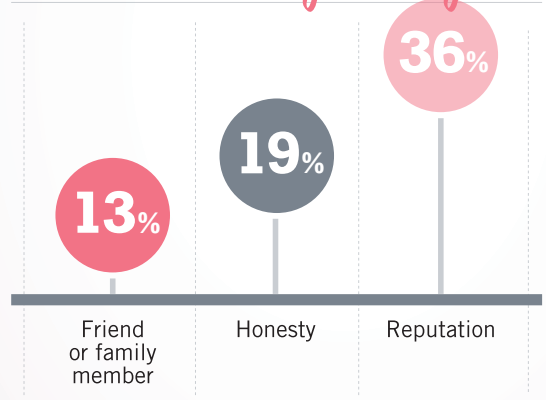
**65%** consider commuting costs very or somewhat important

**15 years** Buyers expect to live in their homes a median of 15 years

**51%**

were referred to agent by friend or relative, or used agent previously

*Most important factor when choosing an agent*



**24%** purchased new homes

**91%**

would use their agent again or recommend to others

**16%**

purchased homes for a multi-generational household

**41%**

first step was looking online at properties

	2019	2009
Median age of buyers	52	40
Buyers under 35 years old	20%	35%
First-time buyers	31%	47%
Median home search	10 weeks	10 weeks

*Most difficult steps in buying a home*

FINDING THE RIGHT PROPERTY: **54%**  
 PAPERWORK: **17%**  
 UNDERSTANDING THE PROCESS: **16%**

Download the *2019 Profile of Texas Homebuyers and Sellers* to see more results about buyer and seller demographics, preferences, and behaviors. Visit [texasrealestate.com/members/research/profiles/buyers-and-sellers/](http://texasrealestate.com/members/research/profiles/buyers-and-sellers/).

Results excerpted from the *2019 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 2018 and June 2019. Respondents had the option to fill out the survey via hard copy or online. The online survey was available in English and Spanish.