

2025 TEXAS HOMEBUYERS AND SELLERS REPORT

ABOUT THE TEXAS HOMEBUYERS AND SELLERS REPORT

Data in the 2025 edition of the *Texas Homebuyers and Sellers Report* is derived from the Texas responses to NAR's *Profile of Homebuyers and Sellers* survey. 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.

ABOUT TEXAS REALTORS®

With more than 140,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We are the advocates for REALTORS® and private property rights in Texas. Visit texasrealestate.com to learn more.

MEDIA CONTACT

David Gibbs
Hahn Agency
david.gibbs@hahn.agency

EXECUTIVE SUMMARY

The 2025 *Texas Homebuyers and Sellers Report* provides insights into the behaviors, motivations, and opinions of Texas homebuyers and sellers who had a real estate transaction during the 12-month period between July 2023 and June 2024.

In this time period, the median age of all Texas buyers was 58, continuing a general upward trajectory that had dipped to 49 in the previous year. Median home price and home size both increased slightly from the same time last year, while median household income decreased from \$121,400 to \$112,500.

First-time purchases were down, accounting for 20% of sales in this period, compared to 31% last year. Texas homebuyers were twice as likely as homebuyers nationwide to buy a newly constructed home, with 30% of buyers opting for new construction, up from 27% last year. Senior housing made up 11% of Texas home purchases.

Half of Texas buyers moved less than 30 miles, while 24% of them moved 300 miles or more. In choosing the location of their homes, 57% of buyers considered commuting costs to be very or somewhat important.

Clients' satisfaction with agents was high, with 89% of buyers and 87% of sellers saying they would definitely or probably use the same agent again. About three-quarters of both buyers and sellers interviewed only one agent before deciding to work with them.

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BUYERS

TEXAS HOMEBUYERS

First-time Homebuyers



{* Down 11 points from 2023 }

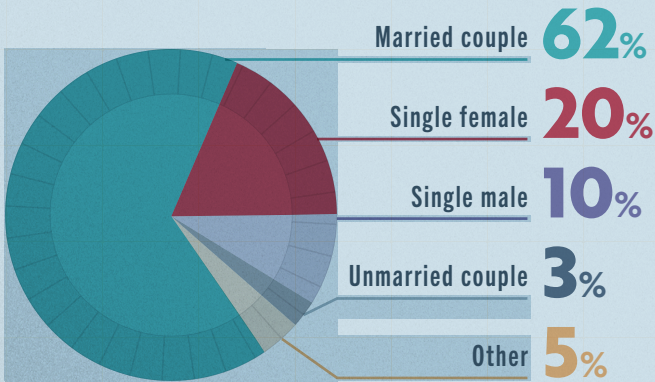


TEXAS HOMEBUYERS

2024 vs. 2023

AGE: ALL BUYERS (MEDIAN)	58	49
HOUSEHOLD INCOME (MEDIAN)	\$112,500	\$121,400
PURCHASE PRICE (MEDIAN)	\$353,000	\$350,000
HOME SIZE (MEDIAN)	2,095 sq. ft.	2,073 sq. ft.

About Texas Homebuyers

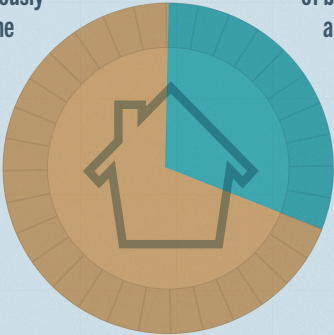


70%

bought a previously owned home

30%

of buyers bought a new home



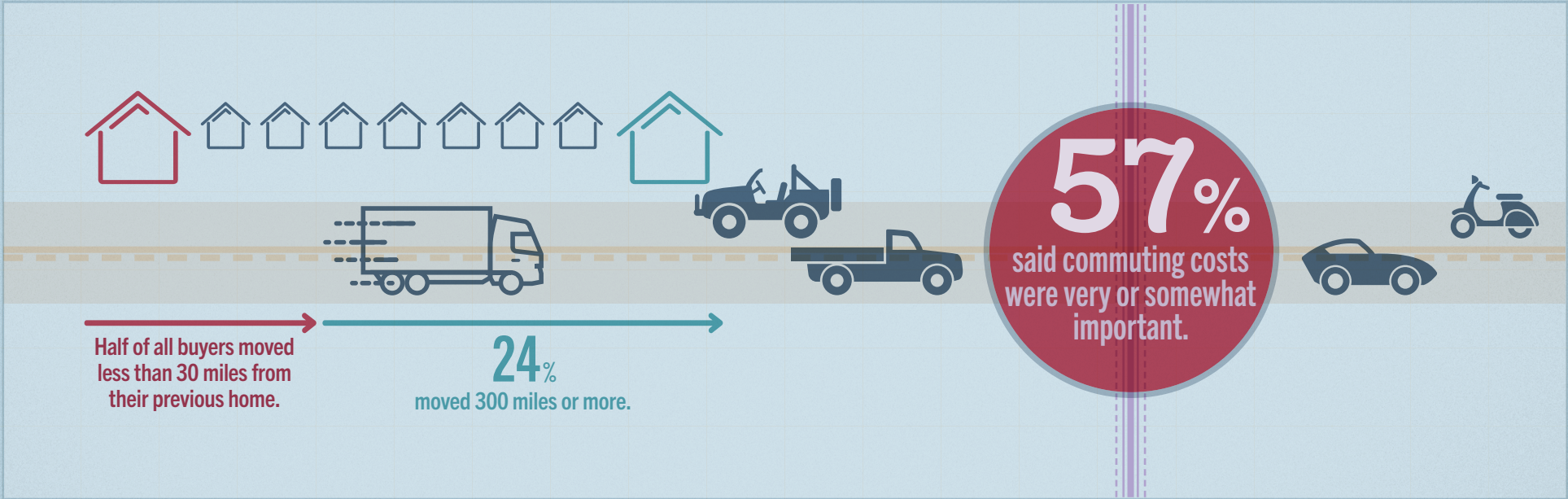
24%

BOUGHT A MULTI-GENERATIONAL HOME



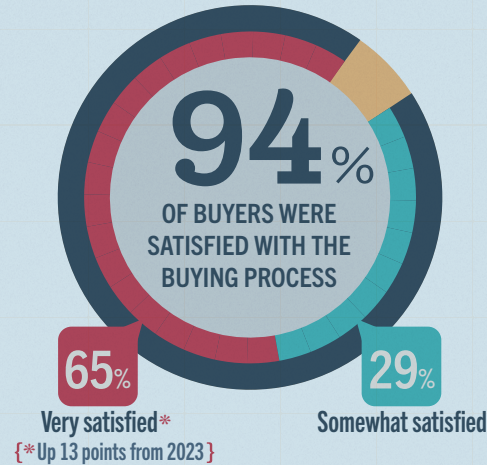
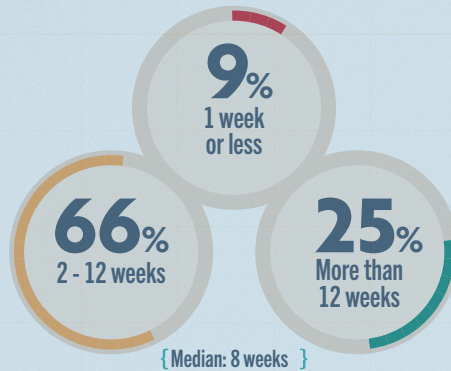
(adult children, adult siblings, parents, grandparents, etc.)

TEXAS HOMEBUYERS: ON THE MOVE



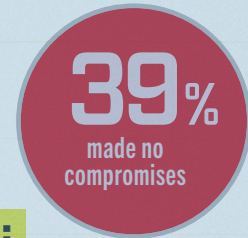
TEXAS HOMEBUYERS: HOMEBUYING PROCESS

Length of search before locating home purchased



Most common compromises:

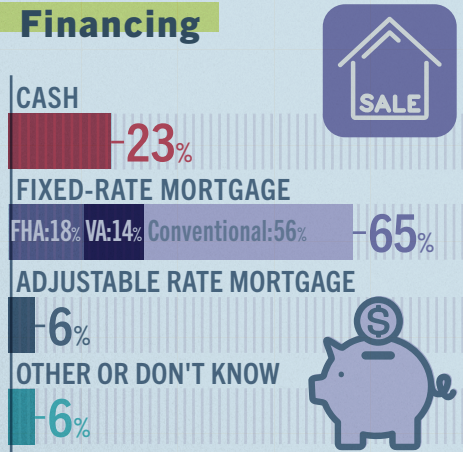
- Price
- Condition
- Distance from job
- Home size
- Style of home



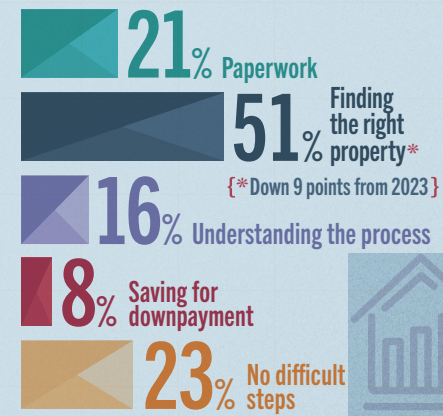
Least common:

- School distance
- School quality
- Quality of neighborhood

Financing

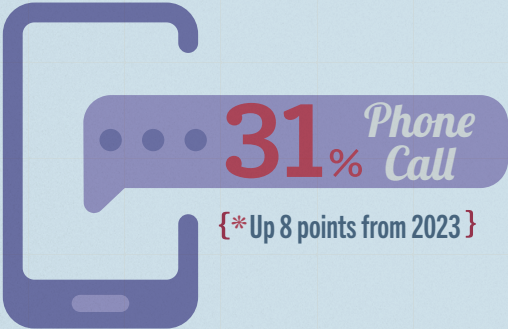


Most difficult steps



TEXAS HOMEBUYERS: FINDING AN AGENT

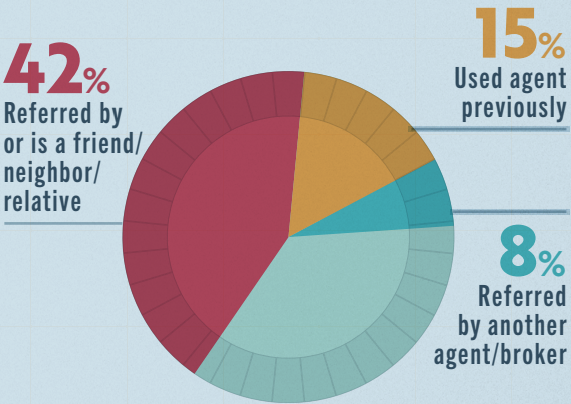
Top method to first contact agent



Most important factors when choosing agent



How buyer found agent

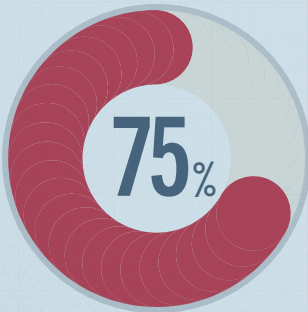
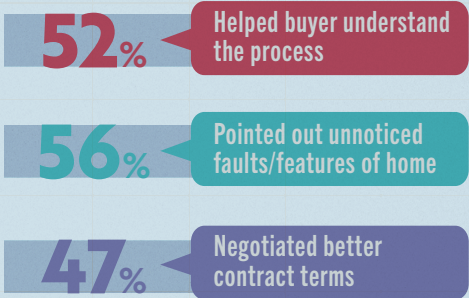


TEXAS HOMEBUYERS: WORKING WITH AN AGENT

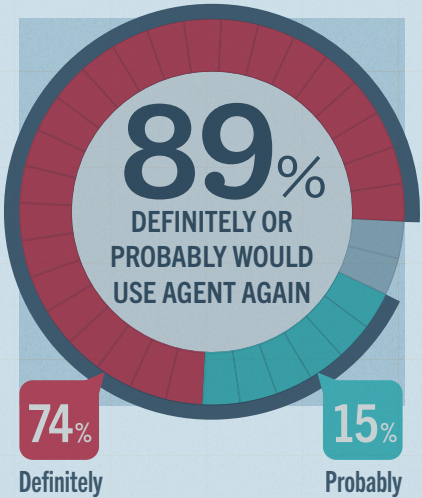
What buyers want most from real estate agents



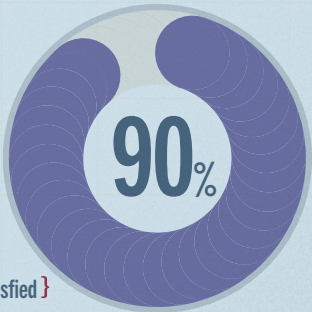
Top benefits provided by agent



INTERVIEWED ONLY ONE AGENT



WERE VERY SATISFIED WITH AGENT'S HONESTY AND INTEGRITY



{ 4% were somewhat satisfied }

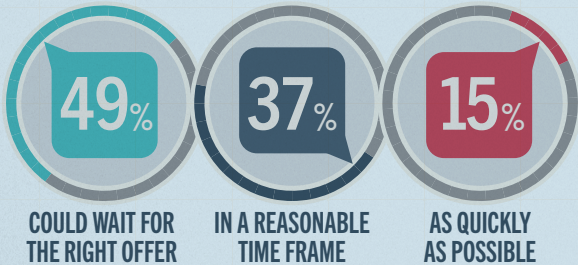
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SELLERS

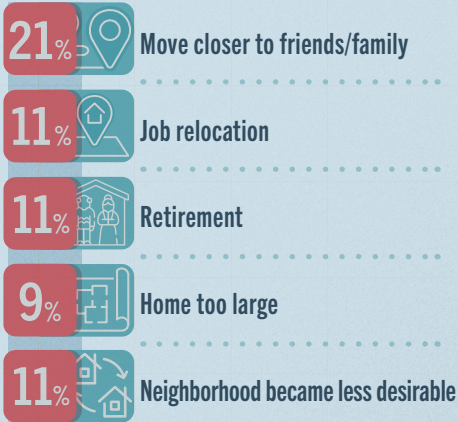
TEXAS HOMESELLERS



How quickly sellers need to sell

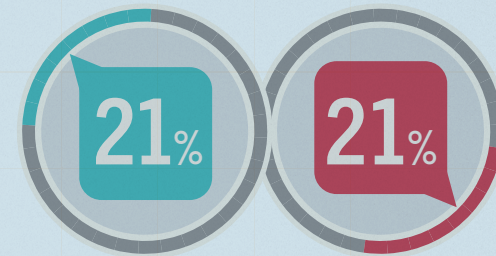


Top reasons for selling



TEXAS HOMESELLERS: THE SELLING PROCESS

Top methods agent used to market home



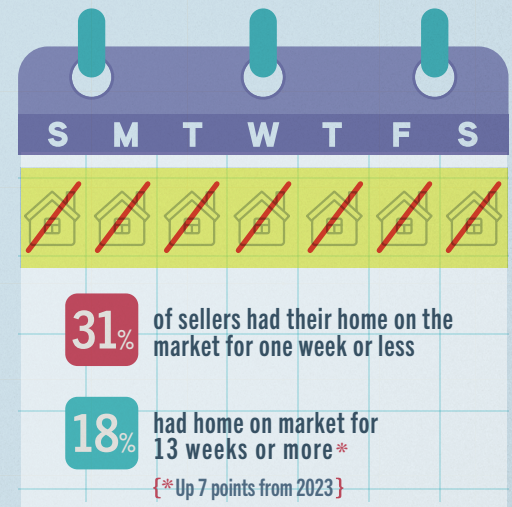
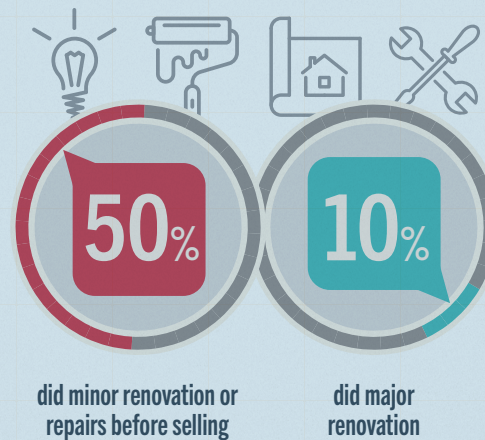
of sellers reduced their price once before their home sold

of sellers reduced their price two or more times

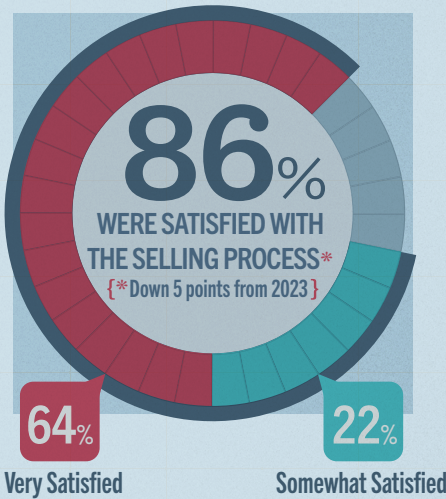
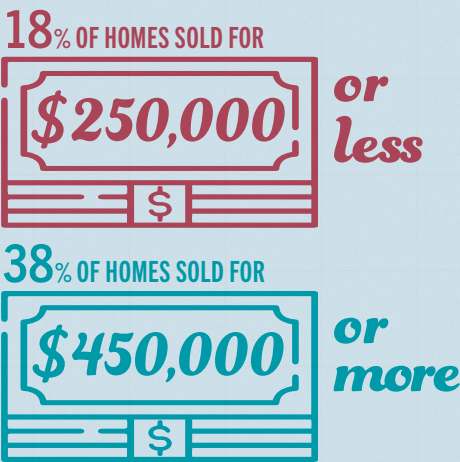
Most frequent incentives:



Renovations



TEXAS HOMESELLERS: AFTER THE SALE

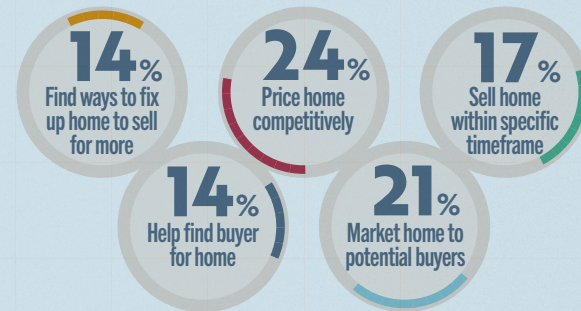


TEXAS HOMESELLERS: FINDING AN AGENT

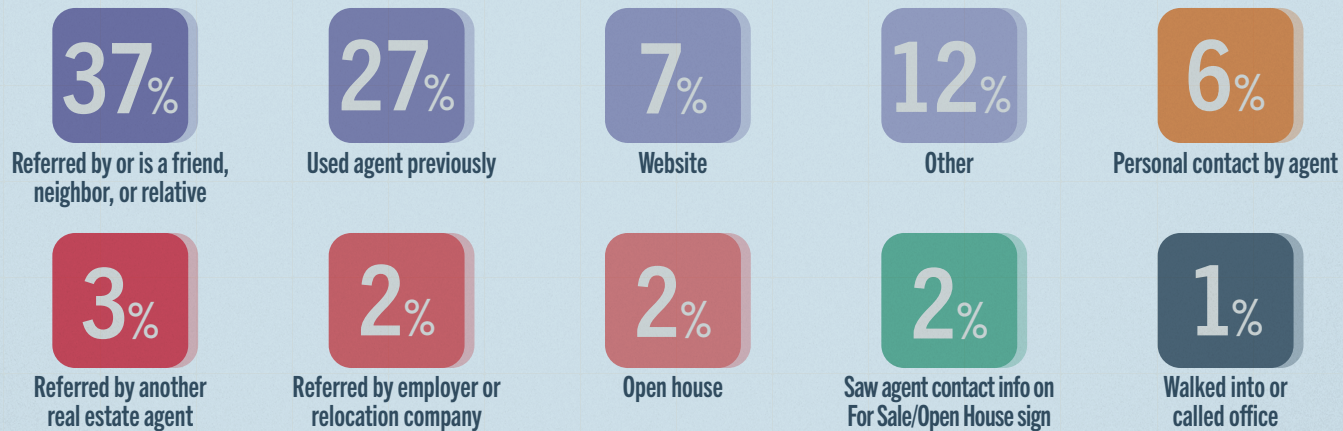
Number of agents contacted before selecting one



What sellers want most from real estate agents



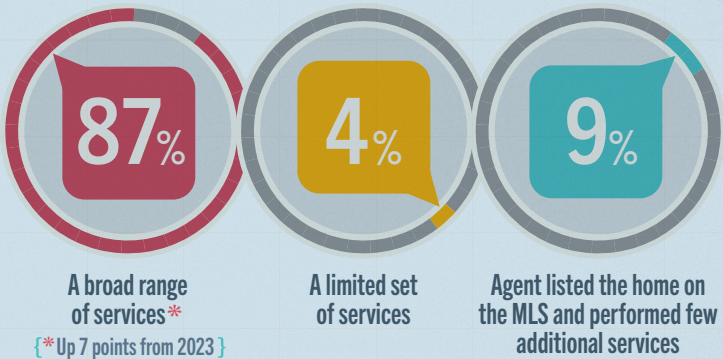
How seller found agent



TEXAS HOMESSELLERS: WORKING WITH AN AGENT



Level of service provided by agent



3% sold their homes to a homebuying company

