

2025

THE TEXAS HOMEBUYING EXPERIENCE

ABOUT THIS REPORT

No one has closer interactions with homebuyers than Texas REALTORS®. The *Texas Homebuying Experience Report* provides a snapshot of Texas REALTORS®' perceptions about their work with buyers. The observations cover experiences Texas REALTORS® had with their buyer clients in January through June of 2025, regardless of whether a sale was completed.

The survey was sent to a random sample of Texas REALTORS® members. With 359 member responses, the survey has a margin of error of +/- 5% at the 95% confidence level. All answers in this survey came from REALTORS® and indicate the REALTOR®'s observations and opinions. Quotes provided throughout the report are taken from REALTORS®' open-ended comments about their interactions with buyers in 2025.

Texas REALTORS® distributes insights about the Texas housing market, including quarterly market statistics, trends among homebuyers and sellers, million-dollar home sales, international trends, and more. To view the *Texas Homebuying Experience Report* in its entirety, visit texasrealestate.com.

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.

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EXECUTIVE SUMMARY

The *Texas Homebuying Experience Report* provides insights into the observations Texas REALTORS® had about the buyers they worked with in the first half of 2025.

Buyers felt they had sufficient home availability and time to look for a home, according to the REALTORS® who assisted them. A quarter of survey respondents said their buyers felt they had plenty of homes to choose from and 42% said their buyers felt they had a reasonable number of homes to choose from. A third of REALTORS® said their buyers felt they had plenty of time and 39% said their buyers felt they had a reasonable amount of time for their home searches.

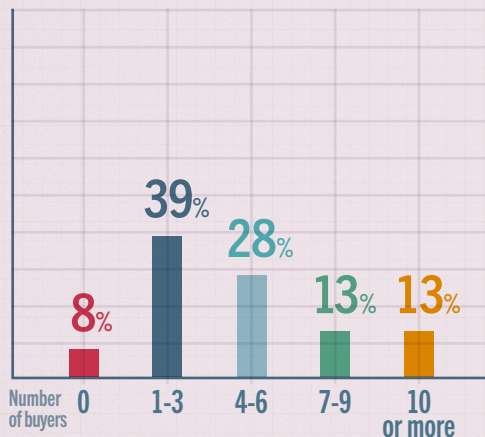
Buyers still face competition, though, with 39% of REALTORS® saying they had clients who had to compete against other offers. And buyers often don't get their first choice, according to survey respondents, 63% of whom said the most recent buyer they represented who purchased a home had previously made an offer on at least one other home.

Half of REALTORS® had buyer clients who increased the price range of homes they considered during their search, but 31% had clients who decreased their price range. Survey respondents said that for the last buyer who purchased a home, 43% paid about their original target price, while 26% paid more and 31% paid less.

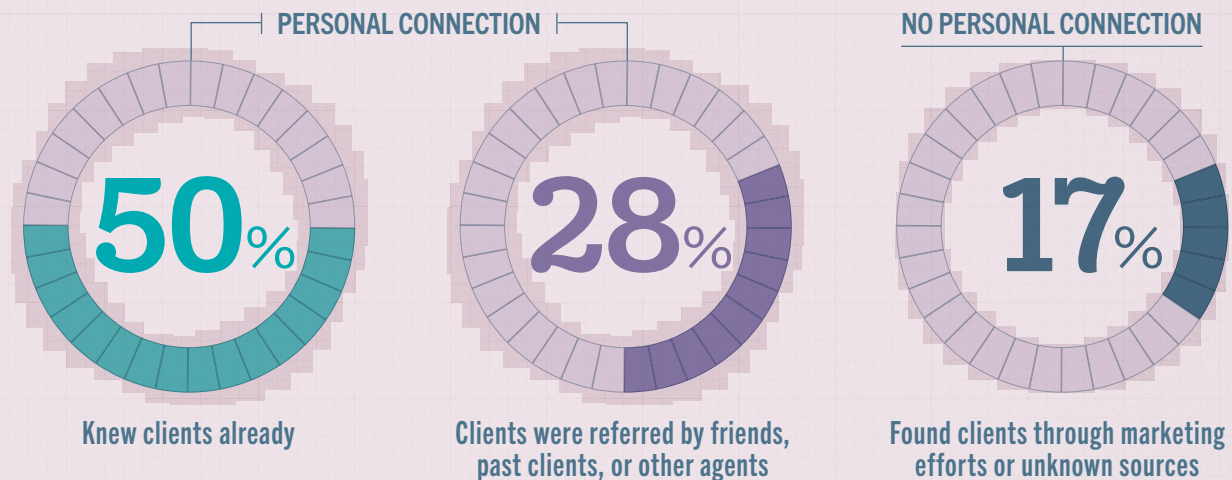
Many REALTORS® described buyer clients' uncertainty about the market and concern about interest rates and prices. For survey respondents who had clients stop or pause a home search, 42% said homes were too expensive and 37% said their life circumstances changed.

CLIENT RELATIONSHIPS

Number of buyers the REALTOR® worked with in 2025



Prior relationship with the majority of REALTOR®'s buyer-clients

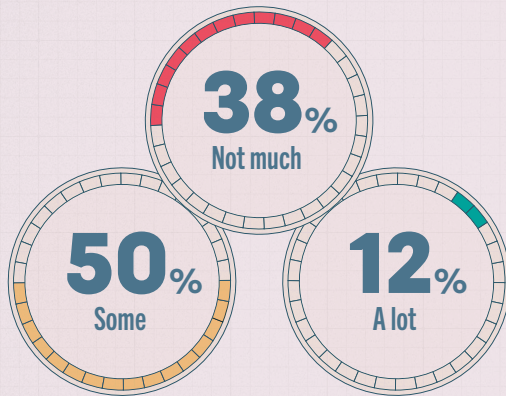


Buyers seemed happy about the homebuying experience.

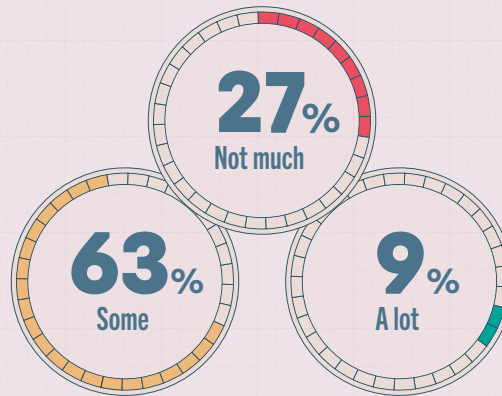
Most buyers that come to me through real estate ads are not ready to buy and need time to work with a lender.

REALTORS' BUYER-CLIENTS' REAL ESTATE AND HOMEBUYING KNOWLEDGE (BEFORE WORKING WITH THE REALTOR®)

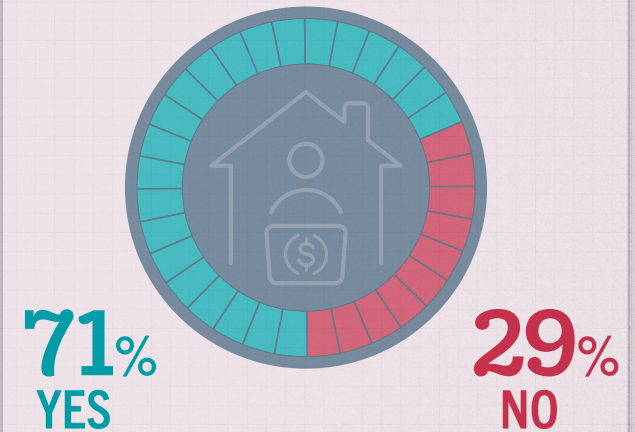
MARKET knowledge of most buyers



HOMEBUYING PROCESS knowledge of most buyers



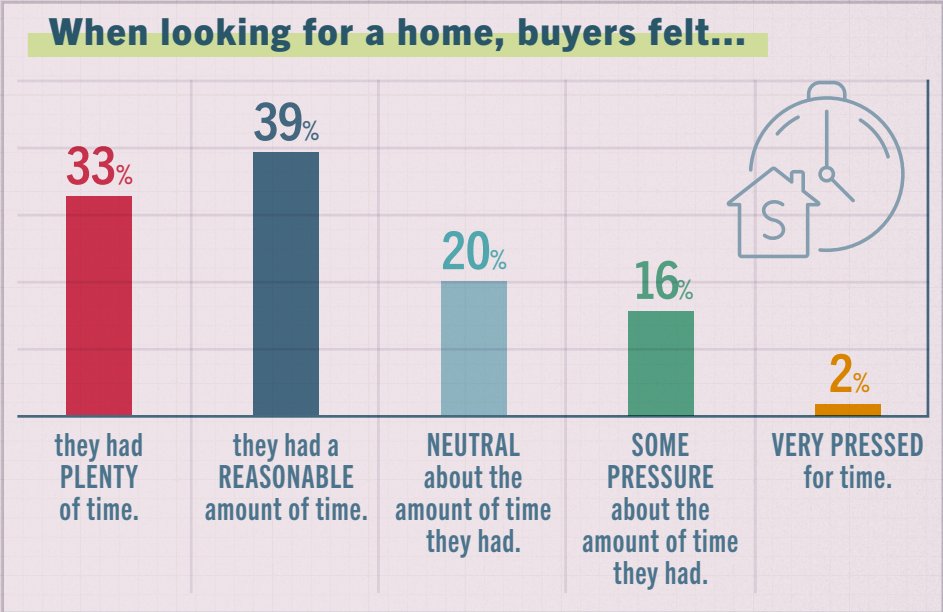
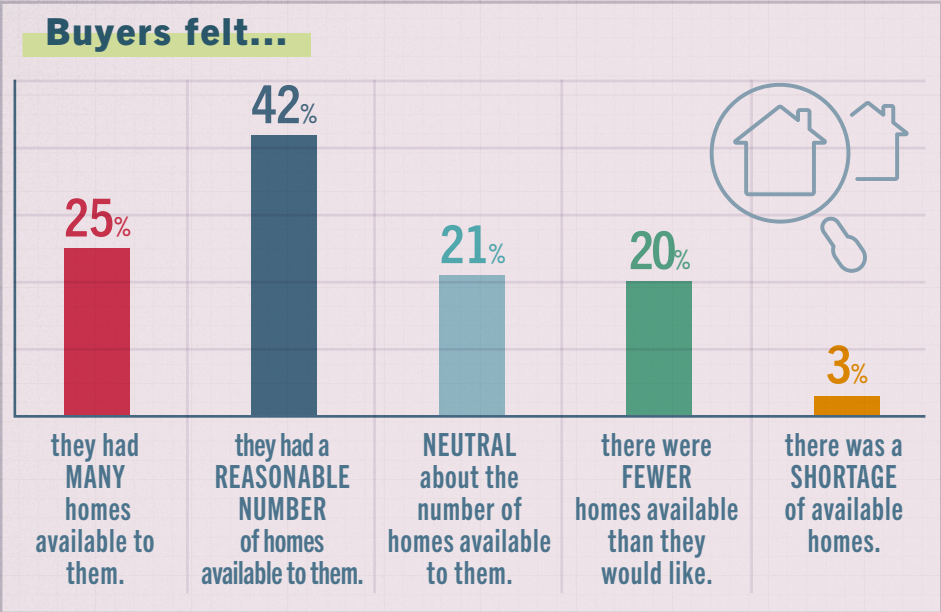
Worked with first-time buyers



Most of my buyers have knowledge of the market, but they rely on me for my opinion of their considerations.

Buyers are increasingly focused on transparency and real-time information. More than ever, they want immediate access to property details, market comparables, and clear timelines for inspections or closing.

AVAILABILITY OF HOMES AND TIME TO LOOK FOR THEM

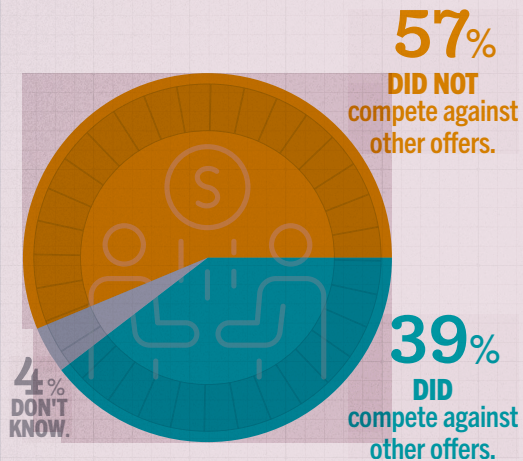


Buyers seem less excited this year. While house hunting is fun, the number of homes available causes a delay in making a decision.

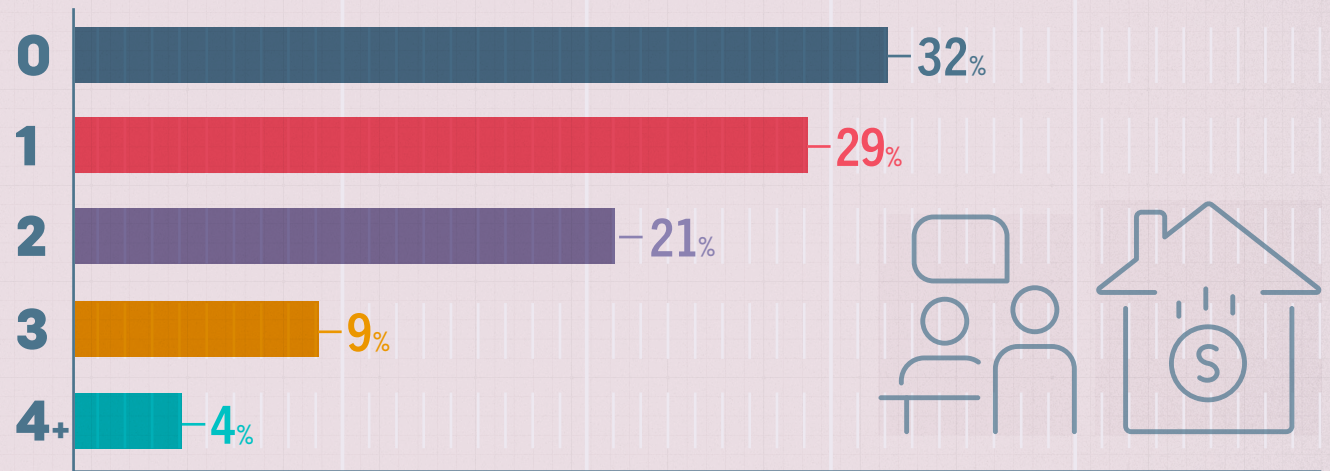
Buyers felt like they didn't have to rush. It helped ease stress for the buyers not feeling that time constraint.

COMPETING AGAINST OTHER OFFERS

REALTORS®' buyer clients...



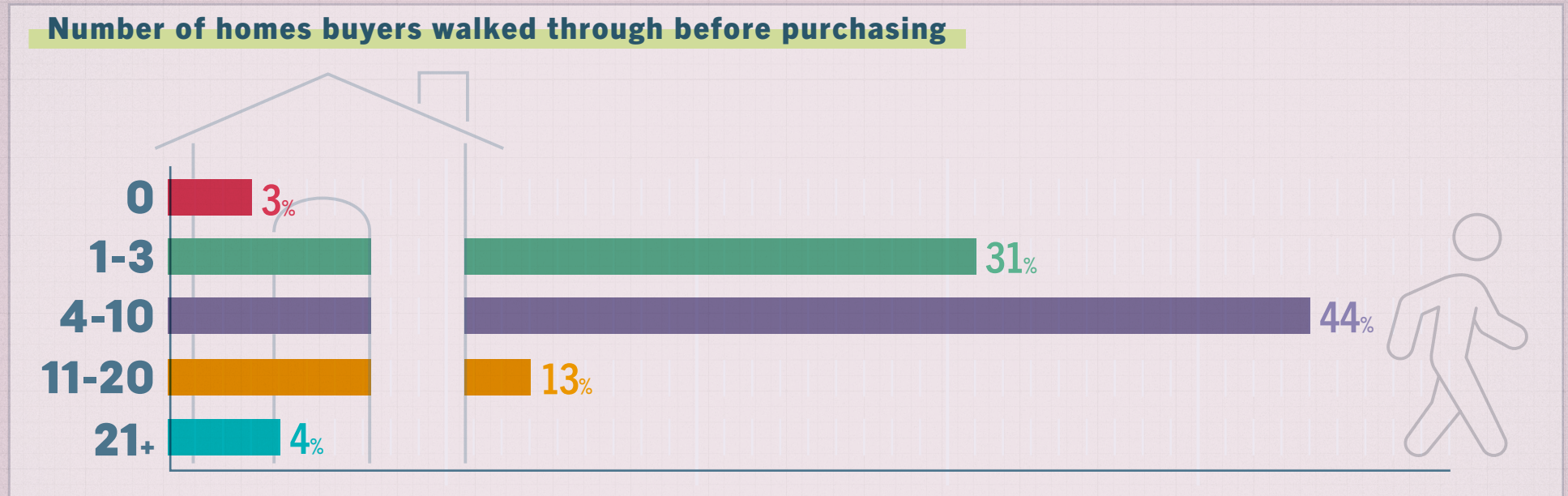
Number of homes buyers made offers on before purchasing



We're still seeing multiple offers. Buyers are surprised that the national news of lower prices and more inventory is not representative of the local market.

Some buyers are not serious enough about putting in a strong offer on a house that will have competition.

NUMBER OF HOMES WALKED THROUGH



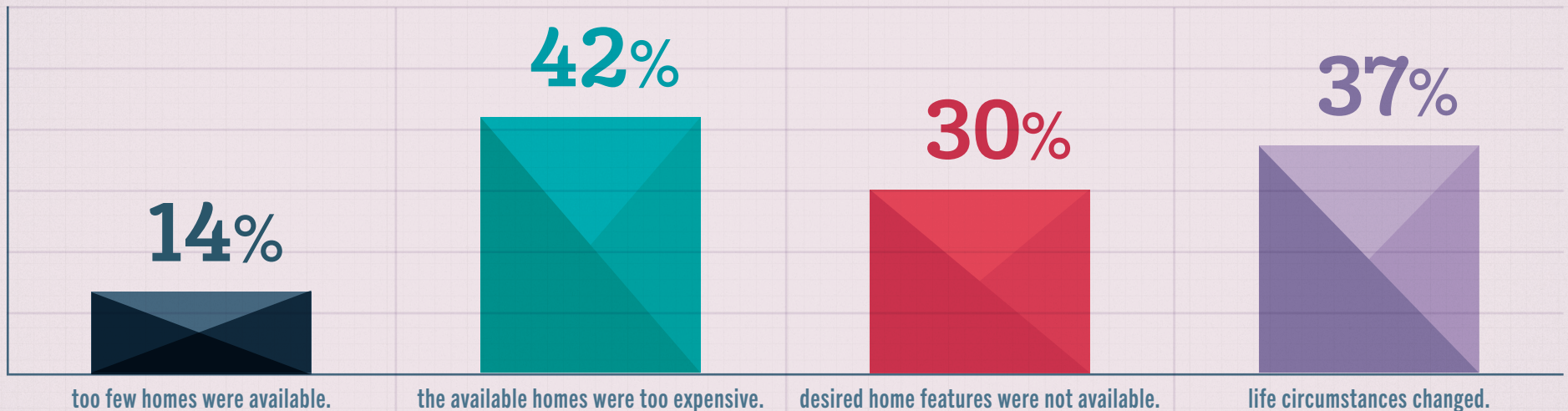
Buyers have plenty of choices.



I learned a valuable lesson that buyers are not always sure what they like. We started with one style home, but a completely different type of home was purchased.

REASONS FOR STOPPING OR PAUSING THE SEARCH

Percentage of REALTORS® who had a buyer-client stop or pause a search because...



Most of my buyers don't know what to do. They see interest rates are higher than when they started their search. They also see the home prices coming down. They don't know whether to wait or purchase now.

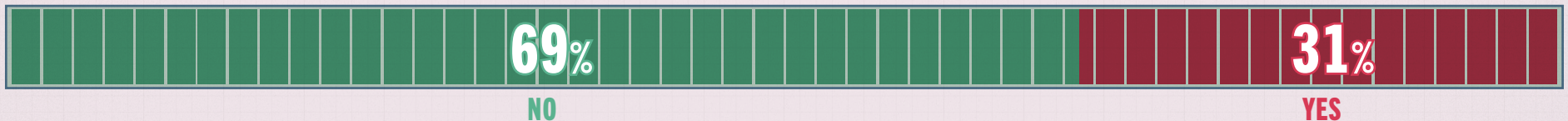
Many of my buyers are still waiting on the fence for either prices or rates to drop, not wanting to actually go through with an offer yet.

PRICE RANGES

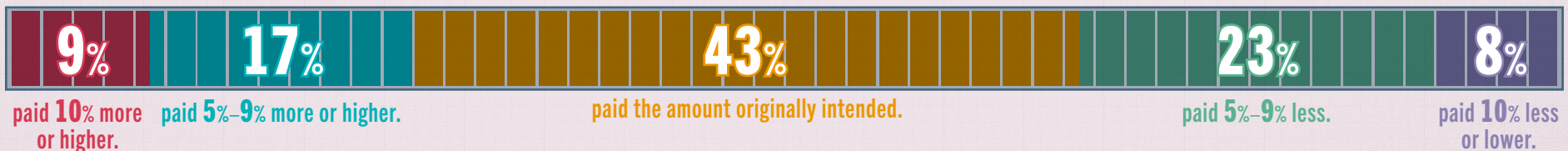
Worked with buyer(s) who **INCREASED** the price range considered during a home search



Worked with buyer(s) who **DECREASED** the price range considered during a home search



Relative to their target prices, buyers...



Buyers know it's their market. Sellers haven't quite figured that out yet.

My buyers were concerned about putting in offers below the asking price because they didn't want to offend the seller, but in each case, we closed under list price.