

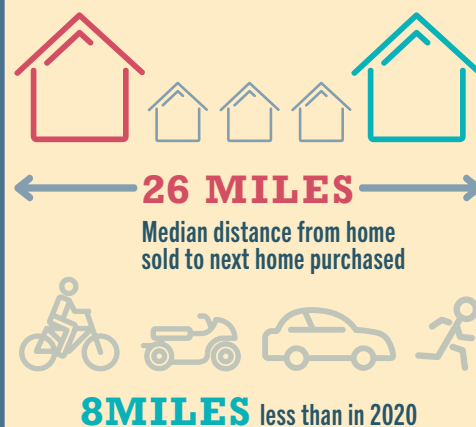
TEXAS HOMESSELLERS

Who They Are and What They Want

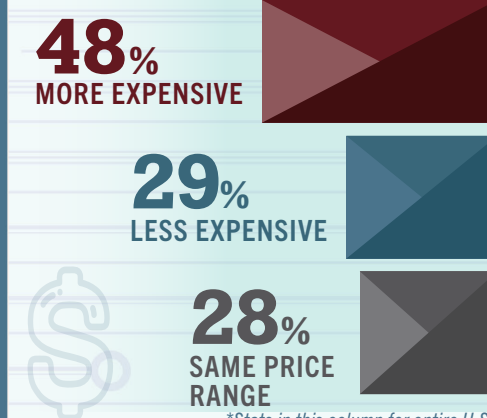
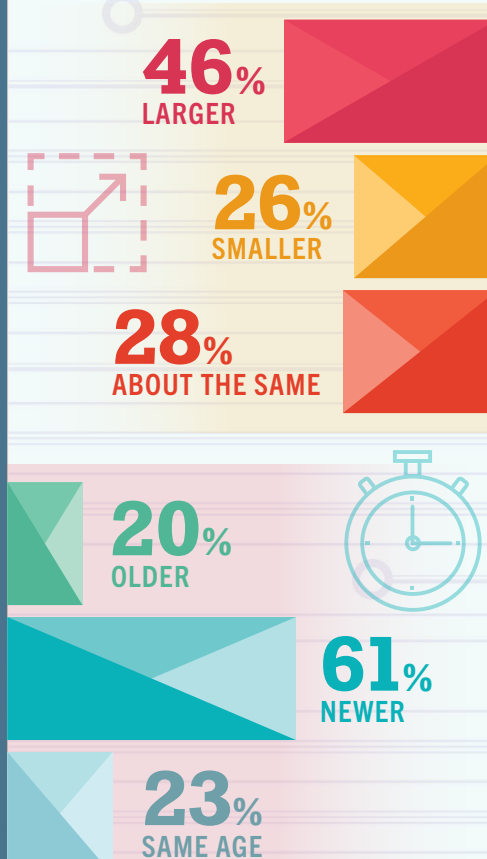
The previous issue of *Texas REALTOR®* featured survey results about Texas homebuyers from the 2021 *Profile of Texas Homebuyers and Sellers*, a Texas oversample of NAR's nationwide homebuyer and seller survey. This month highlights homesellers in Texas. Responses are from homesellers who also purchased a primary residence between July 2020 and June 2021. *Percentages may not add to 100% due to rounding or other responses not listed.

Top reasons for selling

- Move closer to friends/family
- Job relocation
- Home is too small
- Home is too large



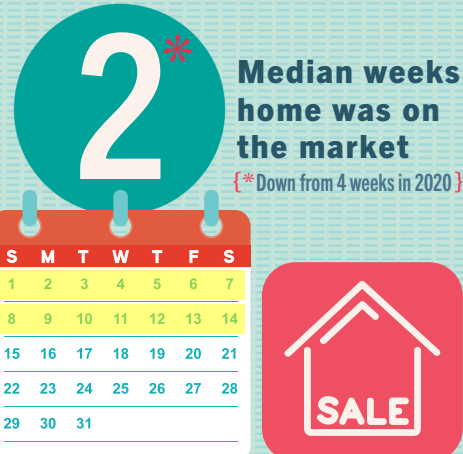
After selling, the next home was...



\$80,000*



MEDIAN EQUITY EARNED IN HOME SOLD
[*Up \$10,000 from 2020]



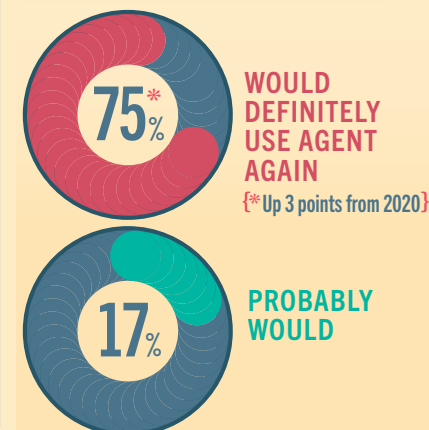
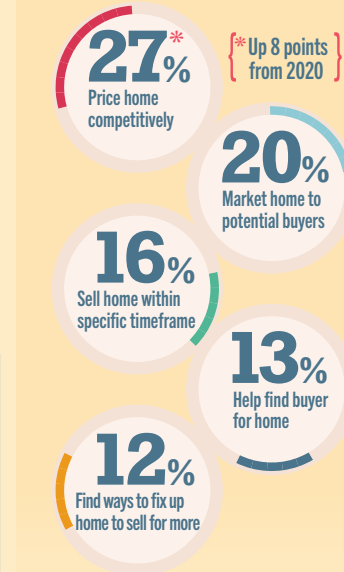
Most important factor when choosing agent



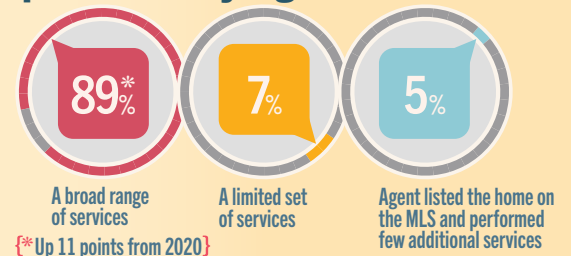
How seller found agent



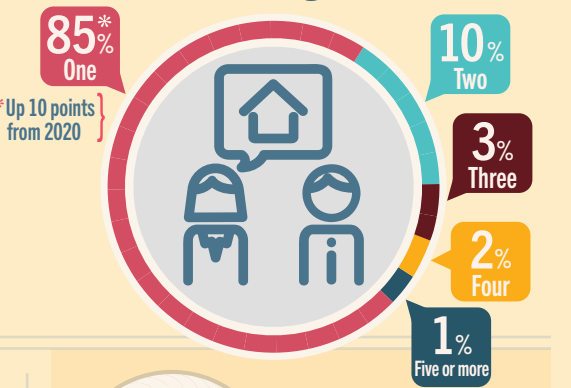
What sellers want most from real estate agents



Level of service provided by agent



Number of agents contacted before selecting one



THE DIFFERENCE OVER A DECADE

| TEXAS HOMESSELLERS | 2021 | 2011 |
|---|-----------|----------|
| FIRST-TIME SELLERS AS A PERCENTAGE OF ALL SELLERS | 36% | 25% |
| AGE: ALL SELLERS (MEDIAN) | 54 | 54 |
| HOUSEHOLD INCOME (MEDIAN) | \$125,000 | \$87,000 |



55% OF FSBO SALES WERE BETWEEN SELLERS AND BUYERS WHO KNEW EACH OTHER

Download the full 2021 *Profile of Texas Homebuyers and Sellers*—as well as prior versions of this report and other surveys—from:

