

2025

Texas REALTORS®

International Residential Transactions

July 2025



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About the Survey



Objective

The objective of this survey is to gather information about international residential real estate transactions of Texas REALTORS® members during April 2024–March 2025. This period is referenced in the report as “2025” while the prior survey period is referred to as “2024”.



Respondents

NAR sent out the survey to Texas REALTORS® from April 7 through May 7, 2025, of which 3,249 members responded to the survey and 275 respondents reported working with an international client.

Who is an International Client?

In this study, the term *international or foreign client* refers to two types of non-U.S. citizens:

Non-resident (Type A): non-U.S. citizens who primarily reside outside the U.S. and who don't stay in the U.S. year-round.

Resident (Type B): non-U.S. citizens who reside in the U.S. on non-immigrant visas (e.g., diplomats, foreign students, foreign workers) or recent immigrants who have been in the U.S. for less than two years as of the time of the transaction.

2025 Report Highlights

\$4.8 Billion

dollar volume of homes purchased by foreign buyers

2.3% of Texas REALTORS® sales transactions

7,500 foreign purchases

63%

of foreign buyers resided in the U.S. on visas or as recent immigrants

Top foreign buyers

Mexico (30% of foreign buyers)

Canada (8%)

China (8%)

India (7%)

Nigeria (6%)

\$420,800

median price of homes purchased

compared to \$338,500 median price of all Texas REALTORS® home sales

43%

paid all-cash

50%

of foreign buyers purchased a primary residence

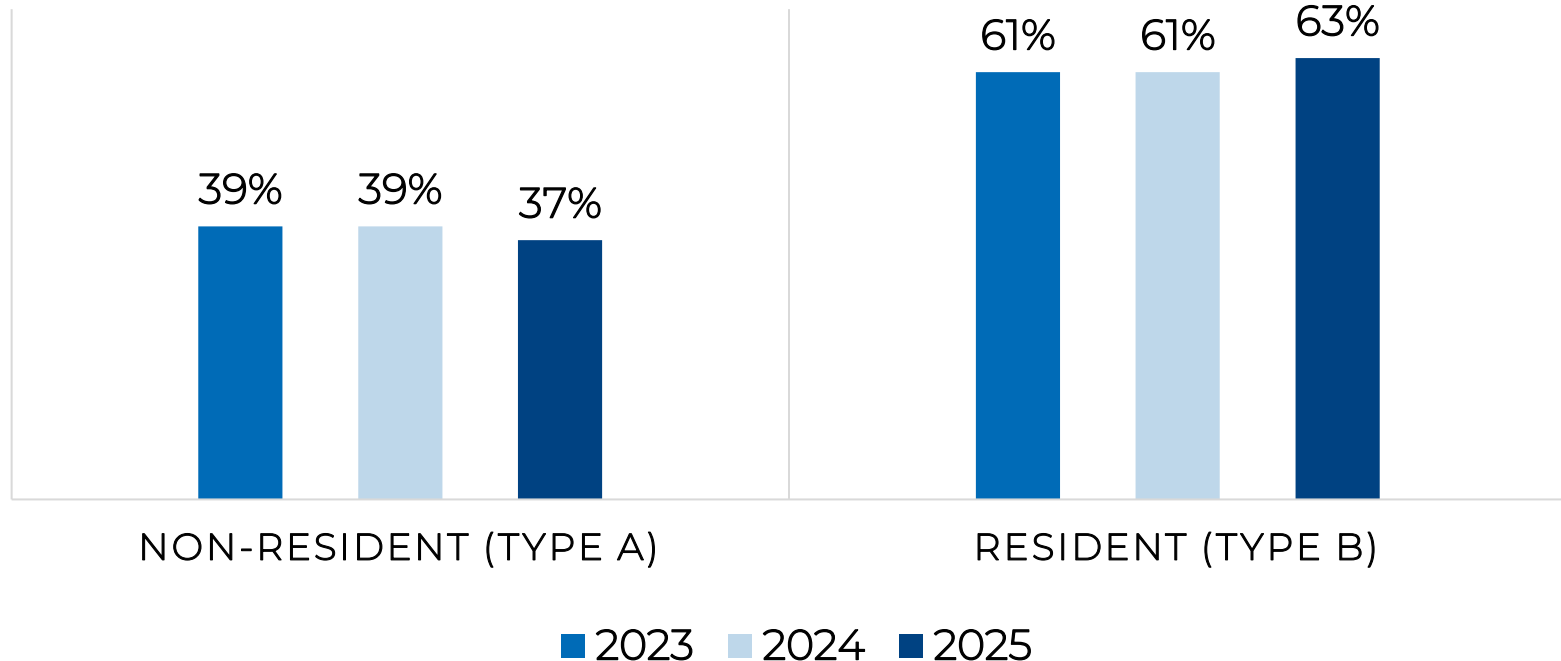
74%

of international leads were from personal/business contacts

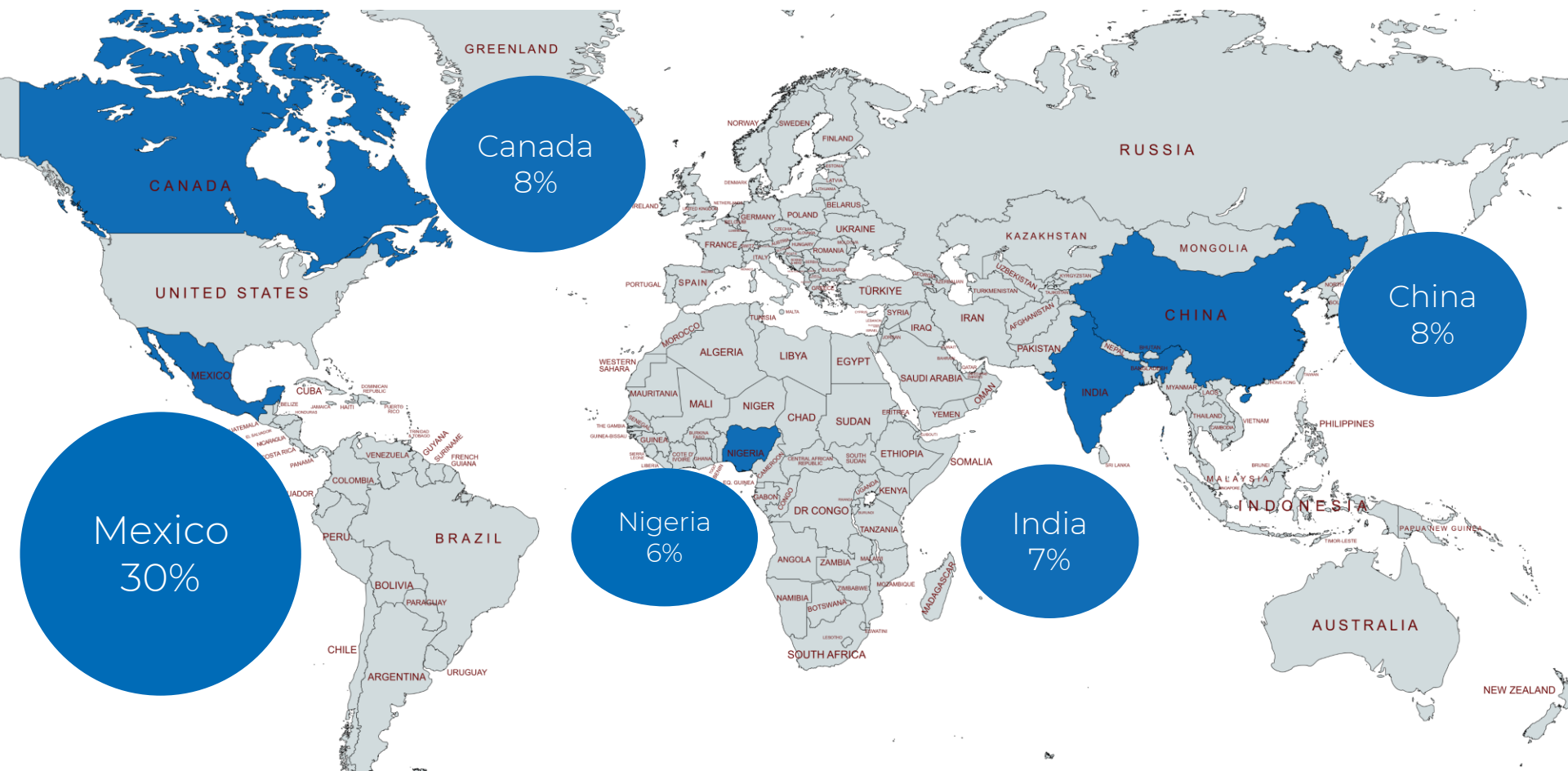
INTERNATIONAL RESIDENTIAL BUYERS

Slightly More Resident Foreign Buyers (Type B) Accounted for 63% of Foreign Buyers

TYPE OF FOREIGN RESIDENTIAL BUYER



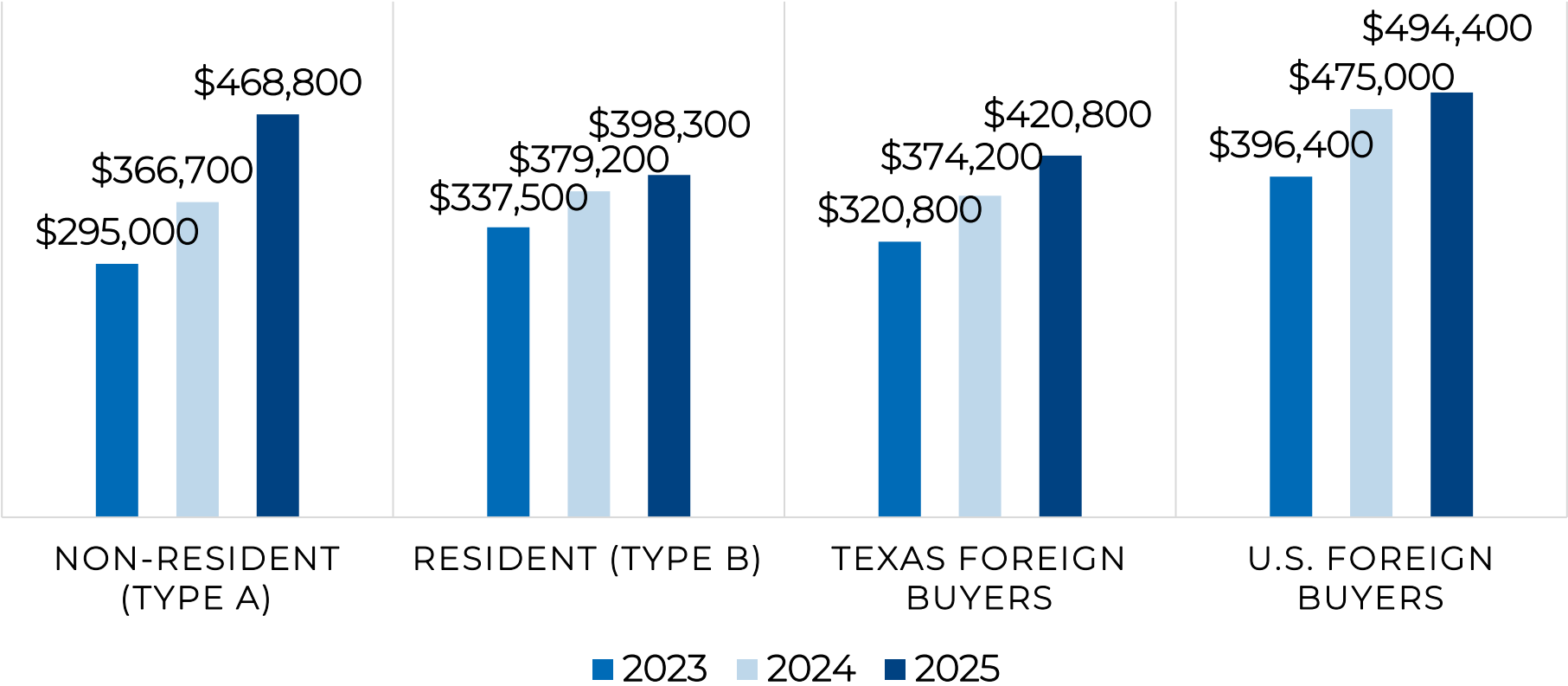
Mexico, Canada, China: Top Foreign Buyers



Foreign Buyer Median Price: \$420,800

Lower than median of all U.S. foreign buyers (\$494,400)

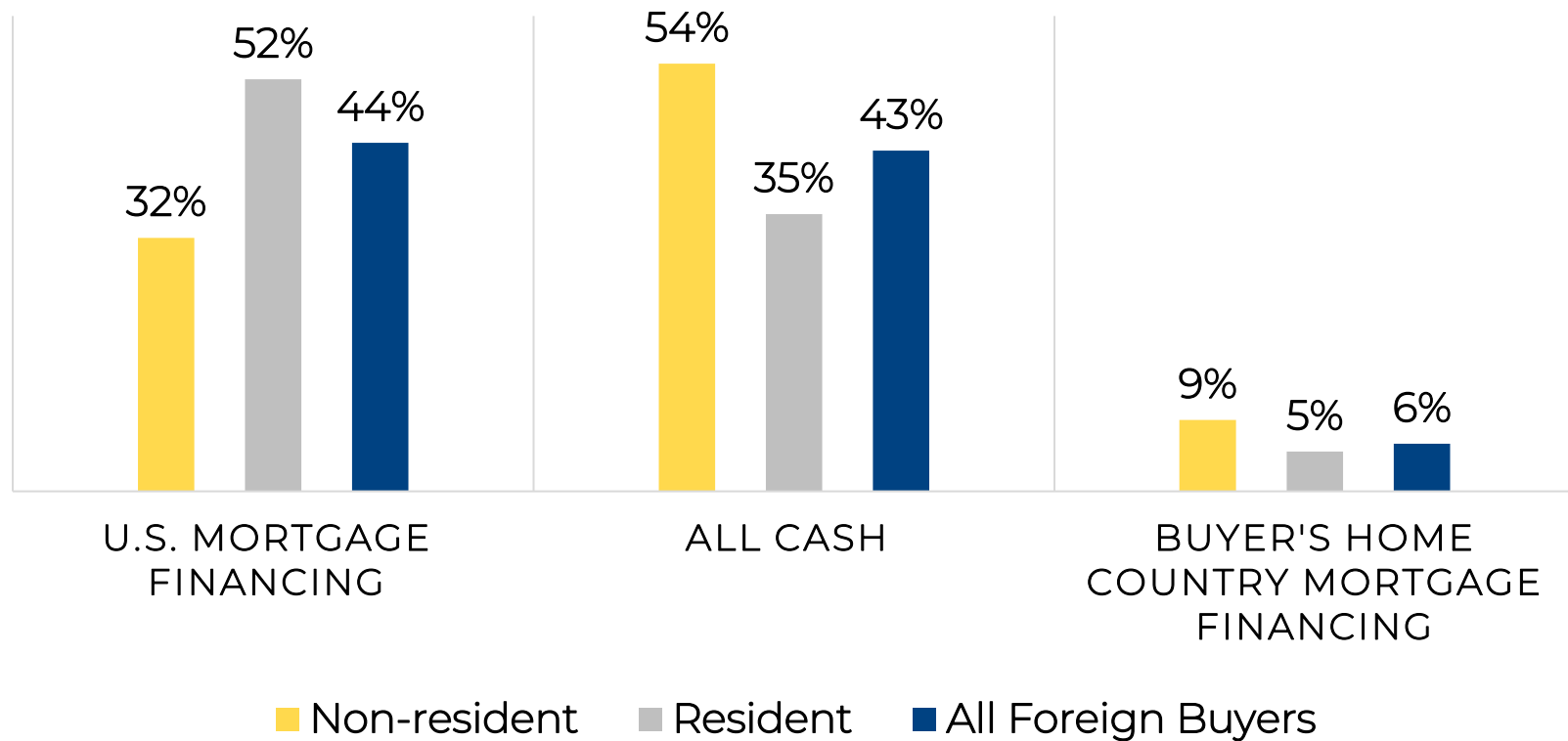
MEDIAN PURCHASE PRICE
BY TYPE OF FOREIGN BUYER



43% of Foreign Buyers Paid All-Cash

47% among all U.S. foreign buyers nationally

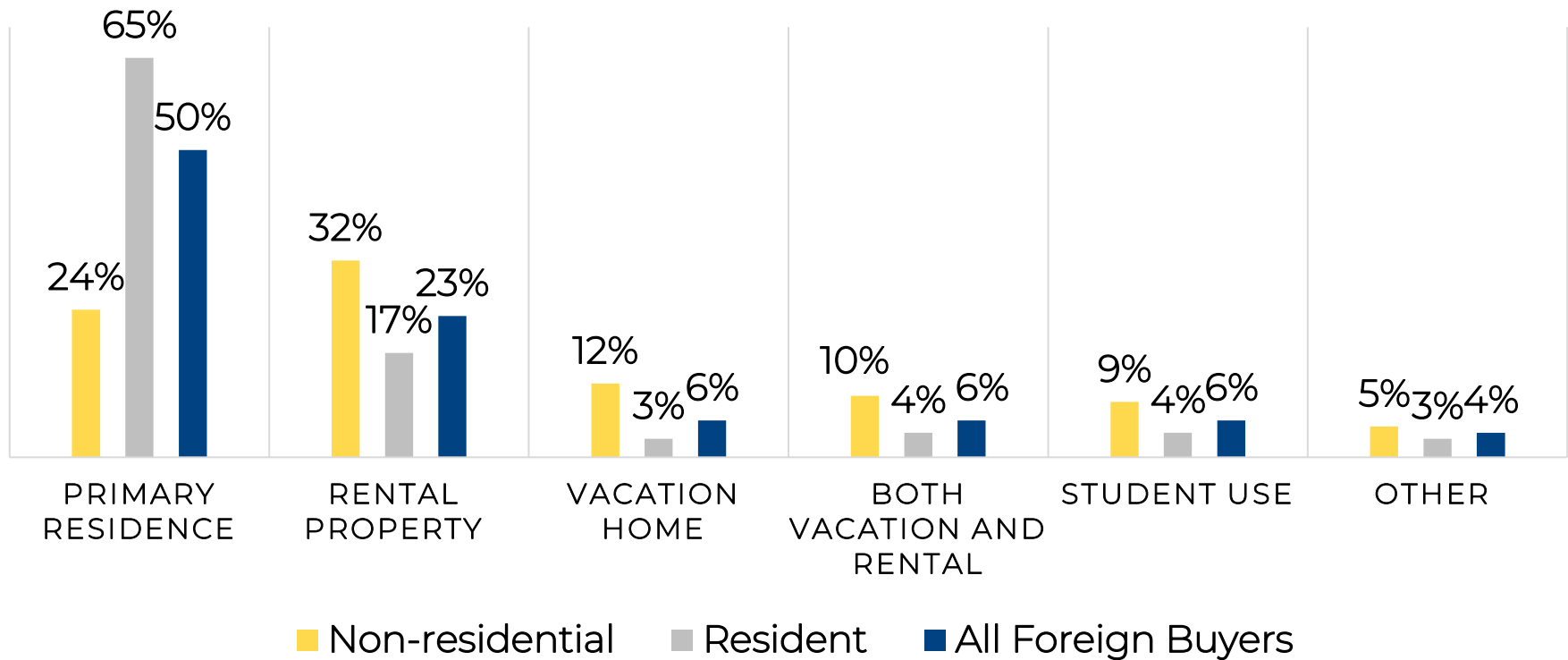
FINANCING BY TYPE OF FOREIGN BUYER



50% Purchased a Primary Residence

Higher share among resident buyers (65%)

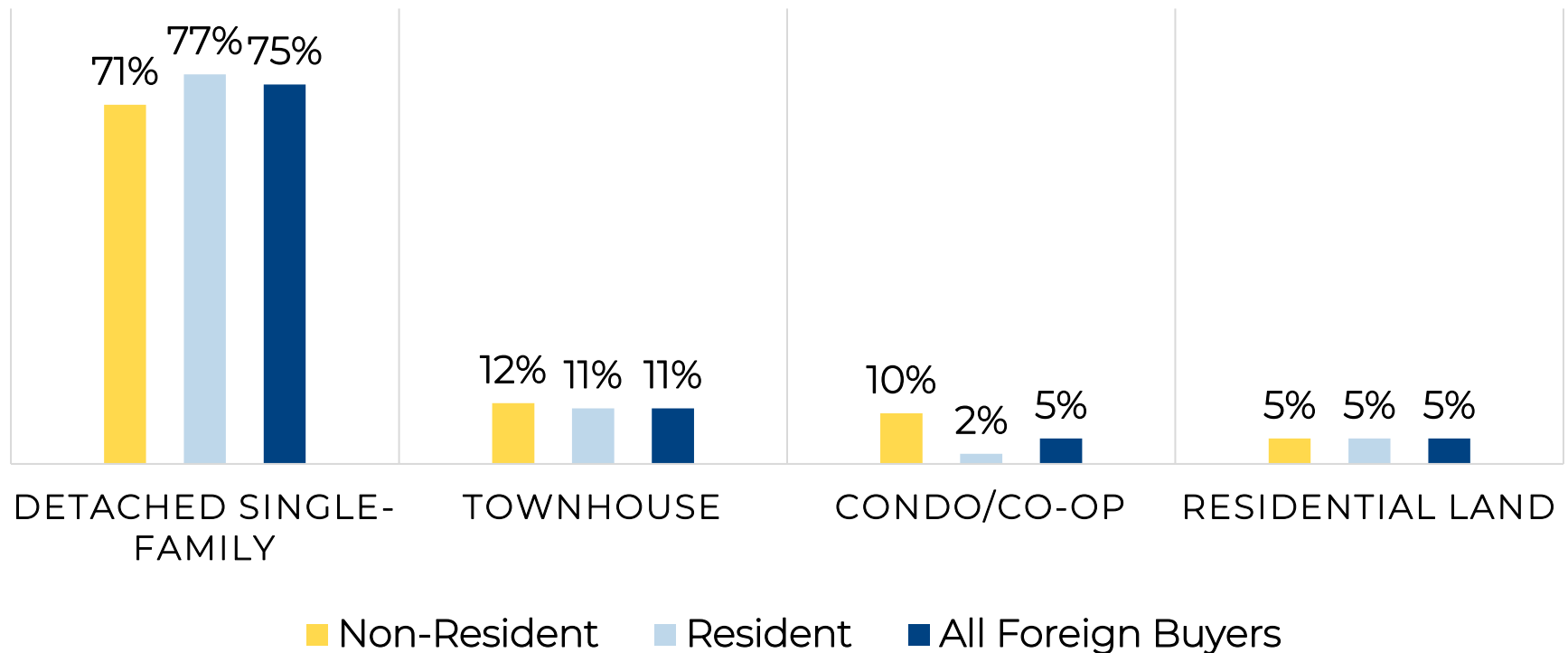
HOW FOREIGN BUYER INTENDS TO USE RESIDENTIAL PROPERTY



75% Purchased Detached Single-family Homes

63% among all U.S. foreign buyers nationally

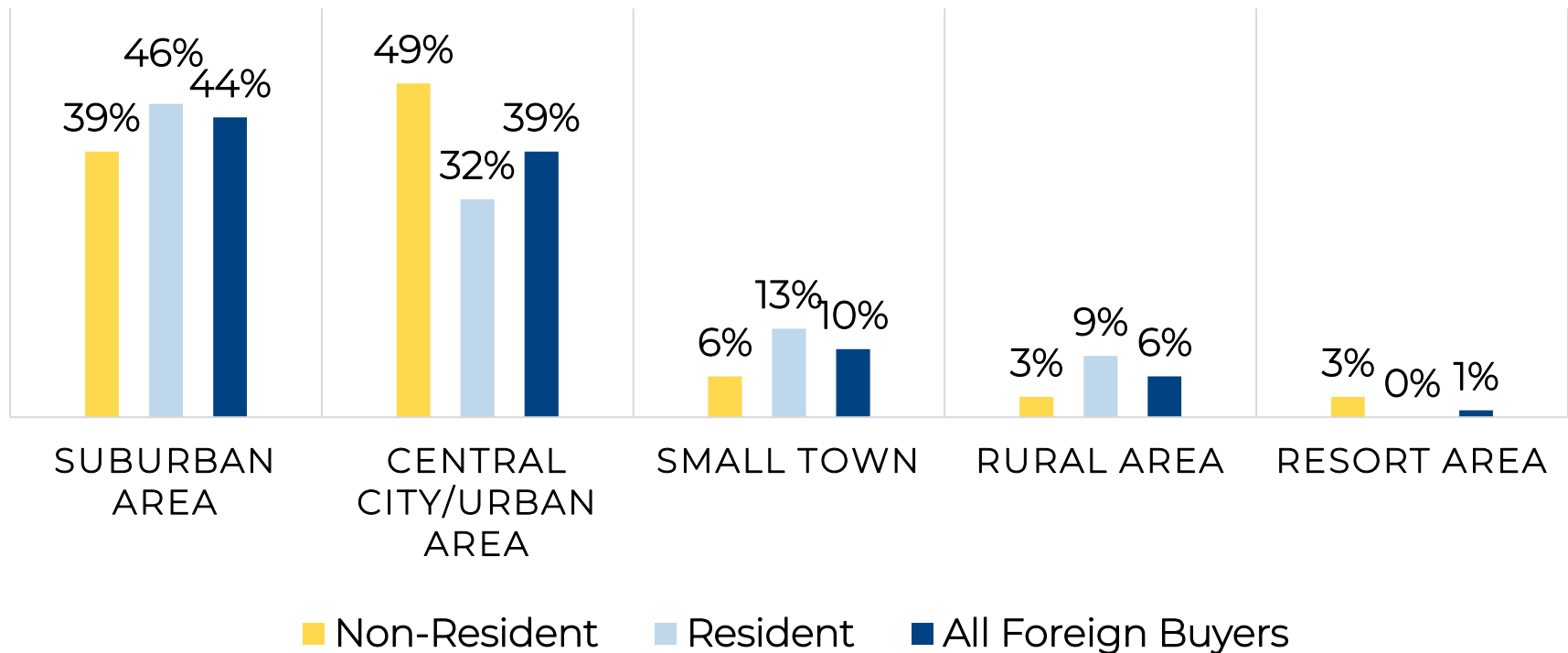
TYPE OF PROPERTY PURCHASED BY FOREIGN BUYERS



44% Purchased Property in a Suburban Area

Slightly higher share among resident foreign buyers (46%)

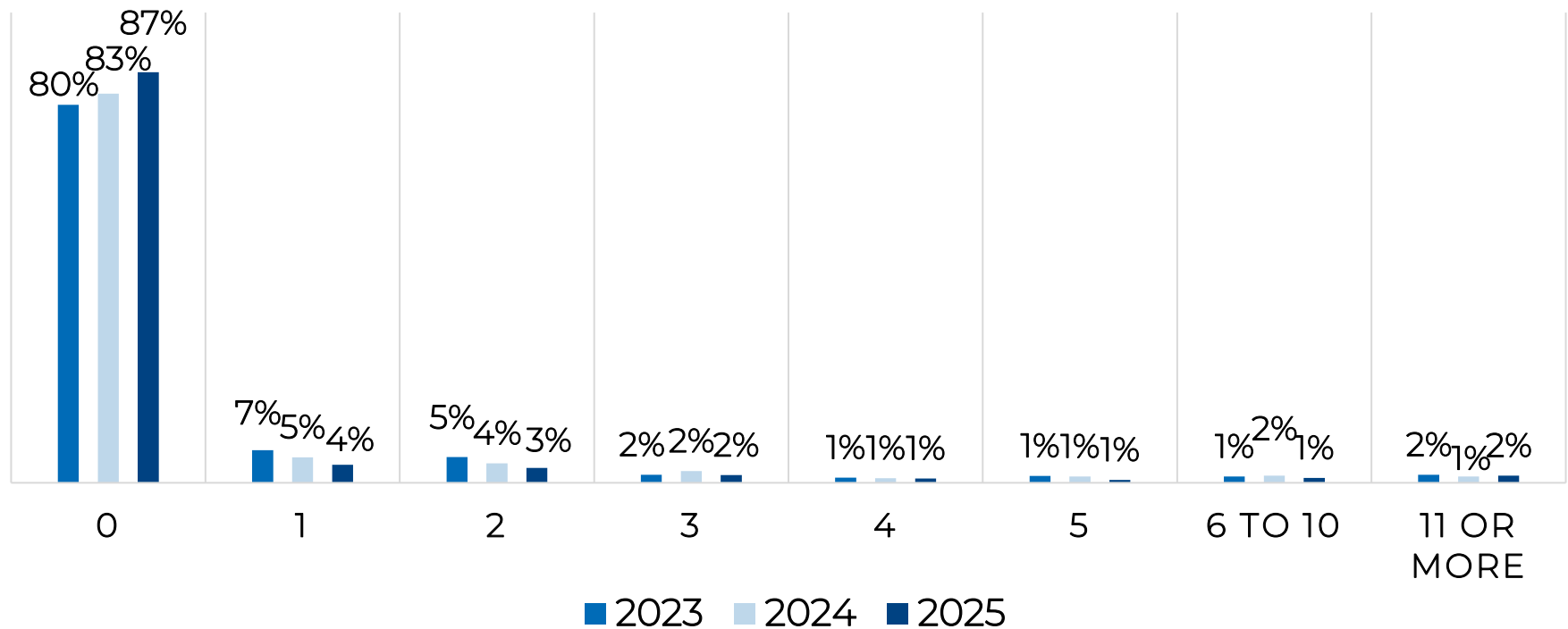
TYPE OF AREA WHERE FOREIGN BUYERS
PURCHASED PROPERTY



INTERNATIONAL BUSINESS TRENDS

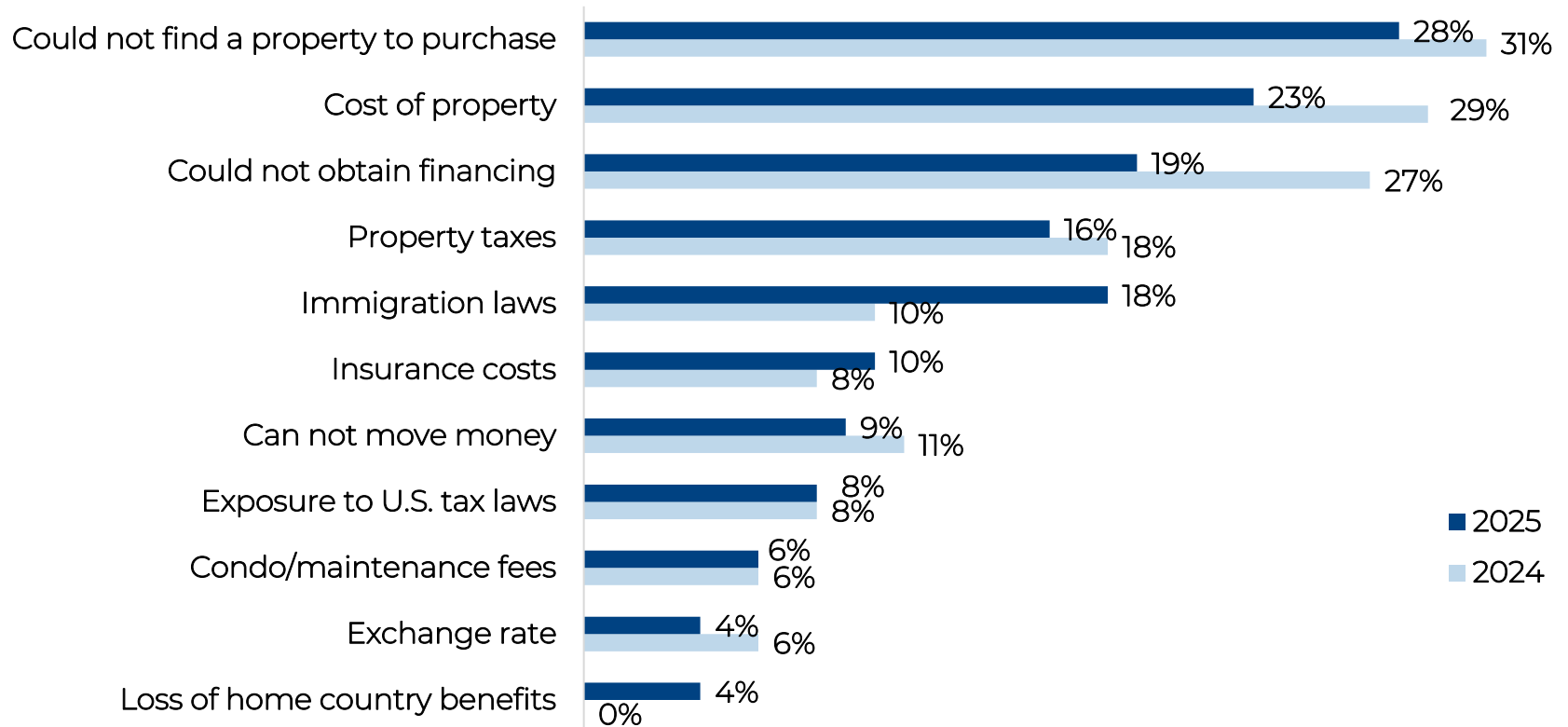
13% of Respondents Worked with a Foreign Client

NUMBER OF INTERNATIONAL CLIENTS WHETHER OR NOT
CLIENT PURCHASED A PROPERTY



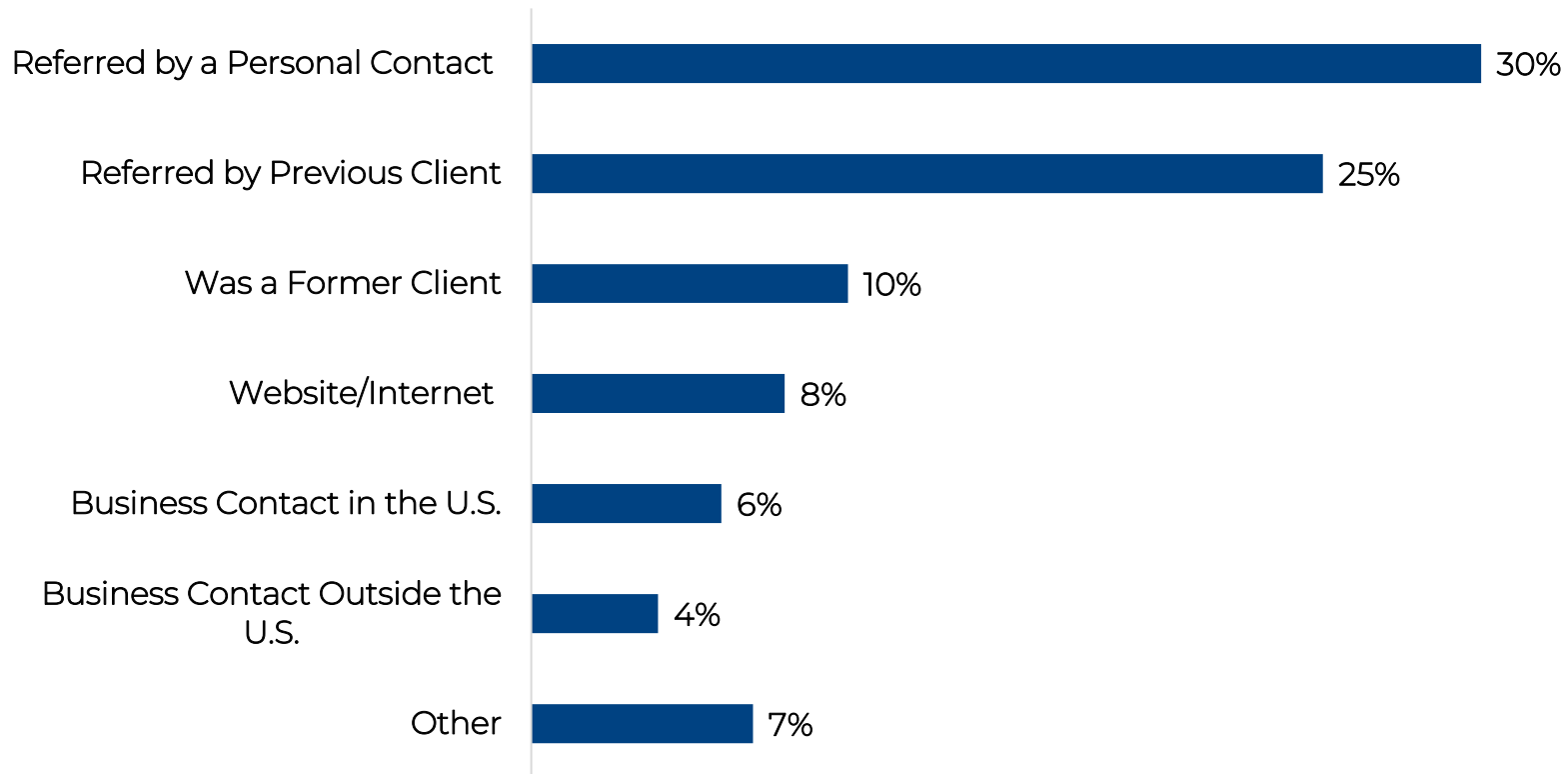
Inventory & Property Costs: Main Reasons Client Decided Not to/Could Not Purchase U.S. Property

REASONS INTERNATIONAL CLIENT DECIDED NOT TO PURCHASE U.S. PROPERTY

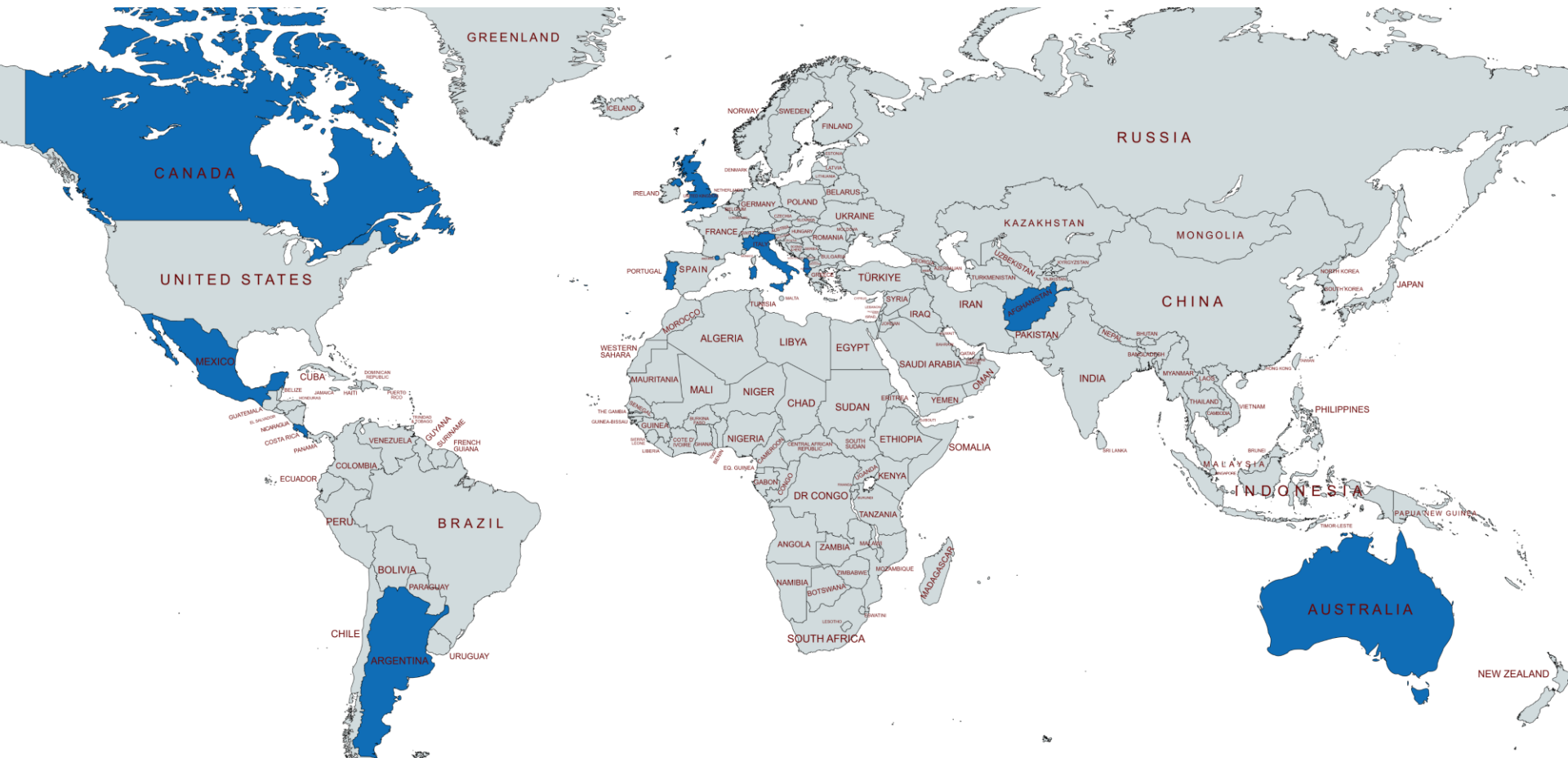


74% of Referrals Were From Personal/Business Contacts

SOURCE OF FOREIGN BUYER LEADS/REFERRALS



36% of Respondents Reported Buyers Searching for Property Abroad



Appendix: Calculation of Foreign Buyer Purchases in Texas

Estimation of Foreign Buyer Purchases in the state of Texas During April 2024-March 2025		
Line 1/1	Total foreign buyers who purchased property in the US	78,100
Line 2/1	Percent share of Texas to total foreign buyers purchasing US property	9.6%
Line 3	Foreign buyers who purchased property in the state of Texas	7,500
Line 4	Non-resident foreign buyer (Type A) share	37%
Line 5	Resident foreign buyer (Type B) share	63%
Line 6	Non-resident foreign buyer (Type A) homes purchased	2,775
Line 7	Resident foreign buyer (Type B) homes purchased	4,725
Line 8	Non-resident foreign buyer (Type A) average price	\$678,800
Line 9	Resident foreign buyer (Type B) average price	\$623,700
Line 10	Non-resident foreign buyer (Type A) dollar volume	\$1,883,670,000
Line 11	Resident foreign buyer (Type B) dollar volume	\$2,946,982,500
Line 12	Dollar volume of foreign buyer purchases in billion dollars	\$4.8
Line 13	Dollar volume of foreign buyer purchases as a percent of Texas market	4.3%
Line 14	Number of foreign buyer purchases as a percent of Texas home sales	2.3%
Memo items		
	Texas residential homes, condos, and villas sold	329,722
	Median sales price	\$338,500
	Texas market in dollar volume in billion dollars	\$112

/1 Source: National Association of REALTORS® 2025 International Transactions in US Residential Real Estate



This study was conducted by the National Association of REALTORS® for the Texas REALTORS®.

National Association of REALTORS® Research Group

Lawrence Yun, PhD, Chief Economist and SVP Research

Lead Author:

Matt Christopherson, Director, Business and Consumer Research

Texas REALTORS®

Angela Brutsche, Vice President of Communications & Marketing

Marty Kramer, Editor/Director of Communications

For information about this report, please contact Marty Kramer at mkramer@texasrealtors.com





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National Association of REALTORS®
500 New Jersey Avenue, NW
Washington, DC 20001
202.383.1000
data@nar.realtor

TEXAS REALTORS®

With more than 150,000 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.

Texas REALTORS®

1115 San Jacinto Blvd, Suite 200

Austin, TX 78701

512.480.8200

