



TEXAS
HOMEBUYERS AND SELLERS
REPORT

2021 Edition

TEXAS HOMEBUYERS AND SELLERS REPORT | 2021 EDITION

ABOUT THE TEXAS HOMEBUYERS AND SELLERS REPORT

Data from the 2021 edition of the **Texas Homebuyers and Sellers Report** is derived from the 2020 Profile of Homebuyers and Sellers Texas Report by the National Association of REALTORS®, which analyzes survey data among Texans who bought or sold a home between July 2019 and June 2020. 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.

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EXECUTIVE SUMMARY

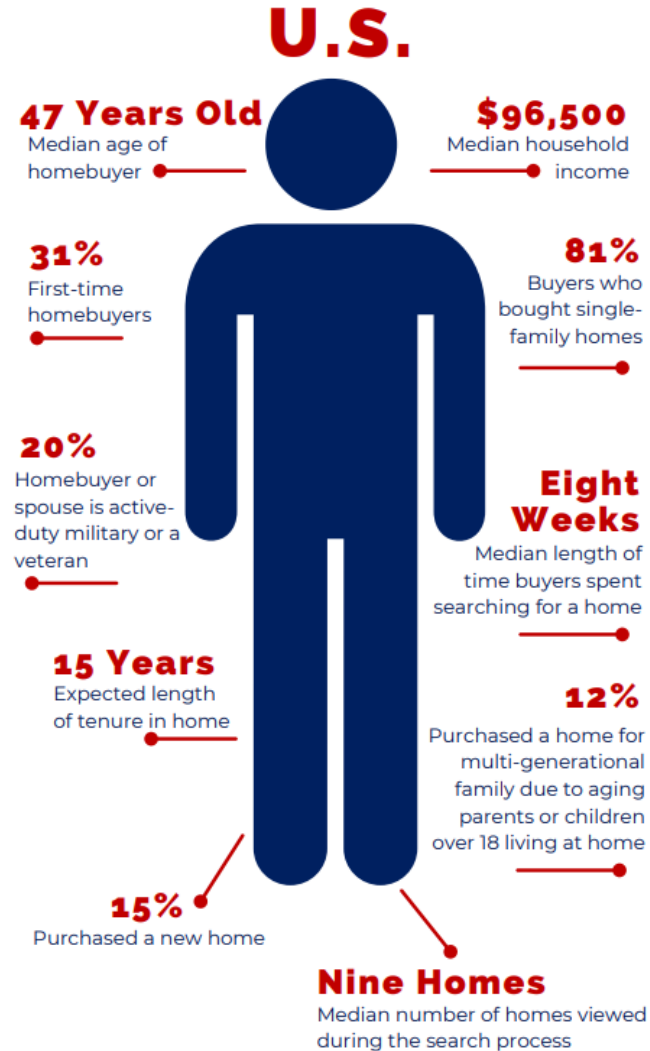
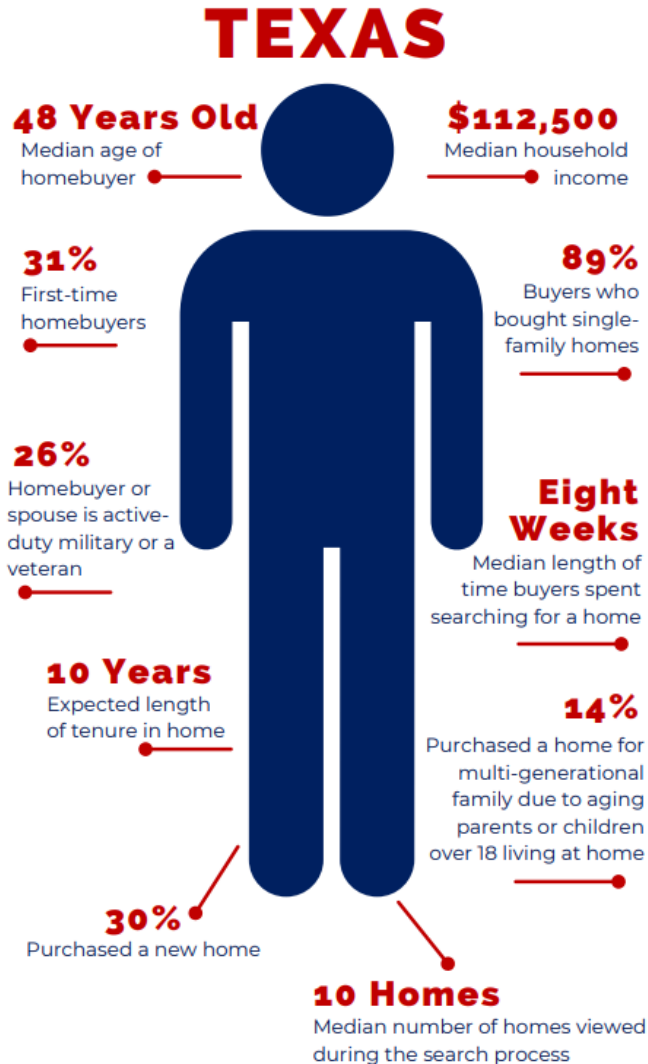
Texas homebuyers are more diverse, while also earning higher incomes compared to national homebuyers, according to the 2021 *Texas Homebuyers and Sellers Report* released by Texas REALTORS®. The annual report provides in-depth insights into the demographics, motivations and opinions of Texas homebuyers and sellers who had a real estate transaction between July 2019 and June 2020. The report also outlines information related to Texas real estate consumers' income, ethnicity, age and perceptions of the homebuying and selling process.

According to the report, the percentage of homebuyers who identified as Hispanic/Latino was 18%, up from 14% the previous year; 7% identified as Black/African-American, up from 5%; and 6% identified as Asian/Pacific Islander, up from 4%. White/Caucasian homebuyers fell from 78% to 69% between the two reporting periods.

The majority of Texas homebuyers (68%) were married couples, followed by single females (15%), single males (9%) and unmarried couples (6%). The median age of Texas homebuyers was 48, four years less than the previous year. The median household income for Texas homebuyers was \$112,500, \$16,000 more than the national median. Of all Texas homebuyers, 31% were first-time homebuyers, unchanged from last year.

For Texans who sold their homes, the most popular reason for putting a home on the market was to move closer to friends or family, followed by job relocations and a desire for a larger home. Sellers spent a median of nine years in their homes. The median sales price was \$70,000 more than what sellers paid for their homes, and the median length the home spent on the market was four weeks.

HOMEBUYERS IN TEXAS VS. HOMEBUYERS IN U.S.



HOMEBUYING PROCESS

TEXAS



53% of Texas homebuyers said finding the right property was the most difficult part of the homebuying process.



\$20,500 Median amount of student loan debt among Texas homebuyers.



78% of Texas homebuyers would recommend or work with their REALTOR® again.



27% of Texas homebuyers stated their primary reason for purchasing a home was the desire to own a home of their own.

U.S.



52% of national homebuyers said finding the right property was the most difficult part of the homebuying process.



\$30,000 Median amount of student loan debt among homebuyers in the U.S.



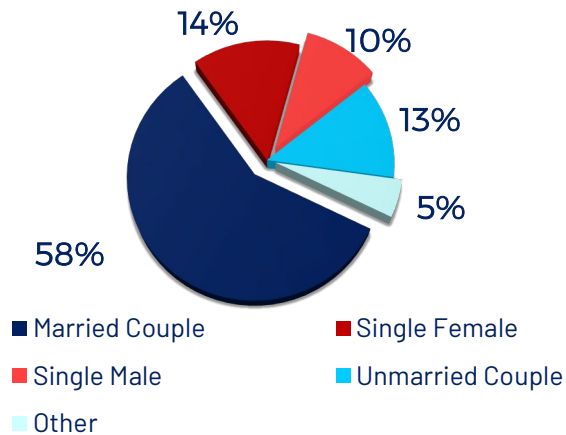
76% of national homebuyers would recommend or work with their REALTOR® again.



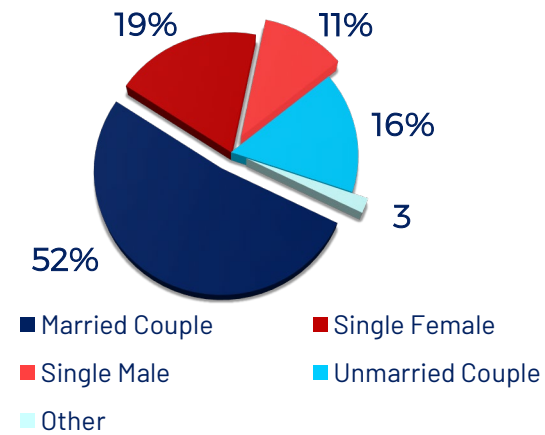
29% of national homebuyers stated their primary reason for purchasing a home was the desire to own a home of their own.

FIRST TIME VS REPEAT HOMEBUYERS

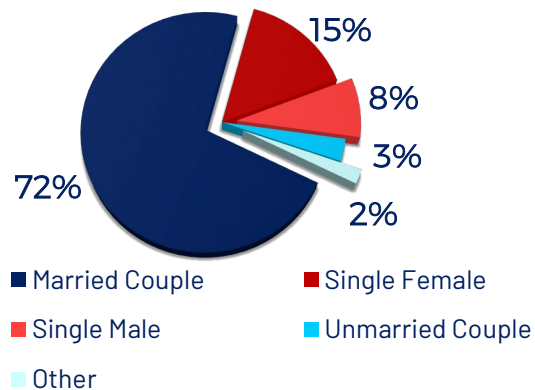
First-Time Homebuyers in Texas



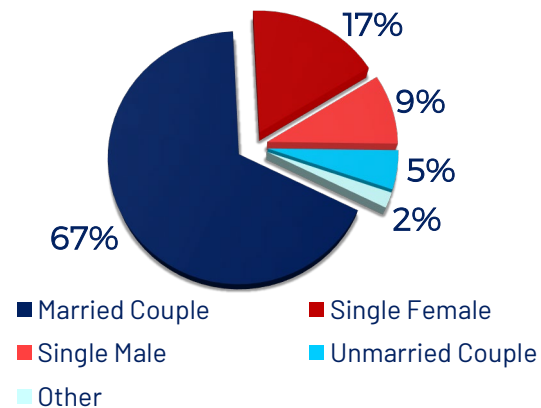
First-Time Homebuyers Nationally



Repeat Homebuyers in Texas

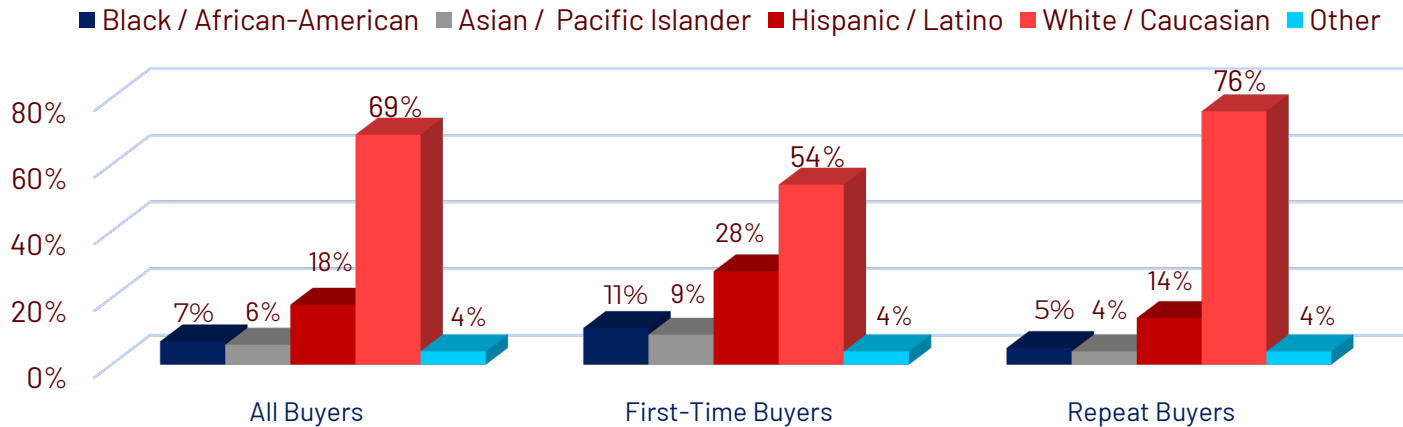


Repeat Homebuyers Nationally

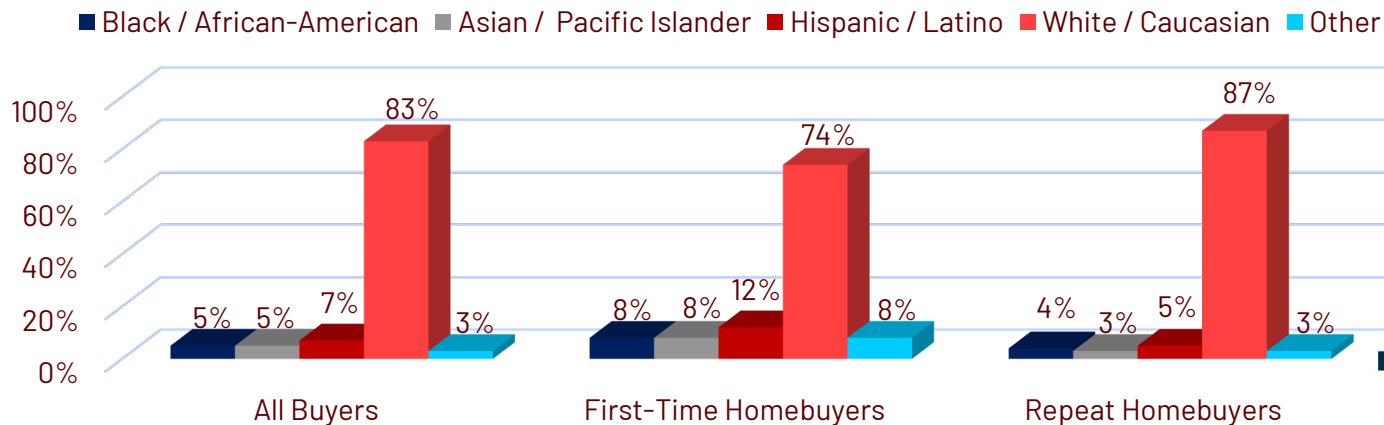


HOMEBUYER CHARACTERISTICS

Ethnicity & Household Composition of Texas Homebuyers

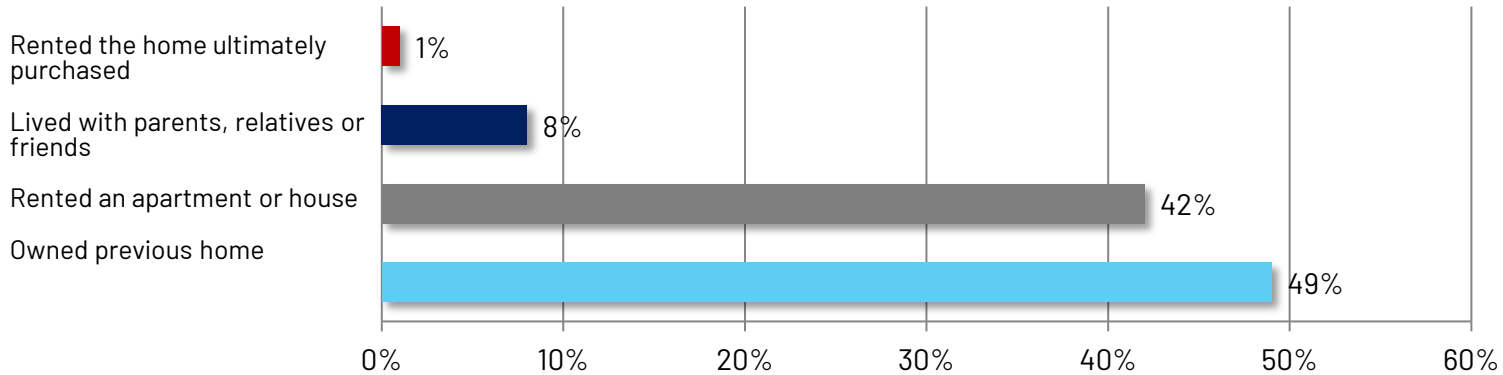


Ethnicity & Household Composition of Homebuyers Nationally

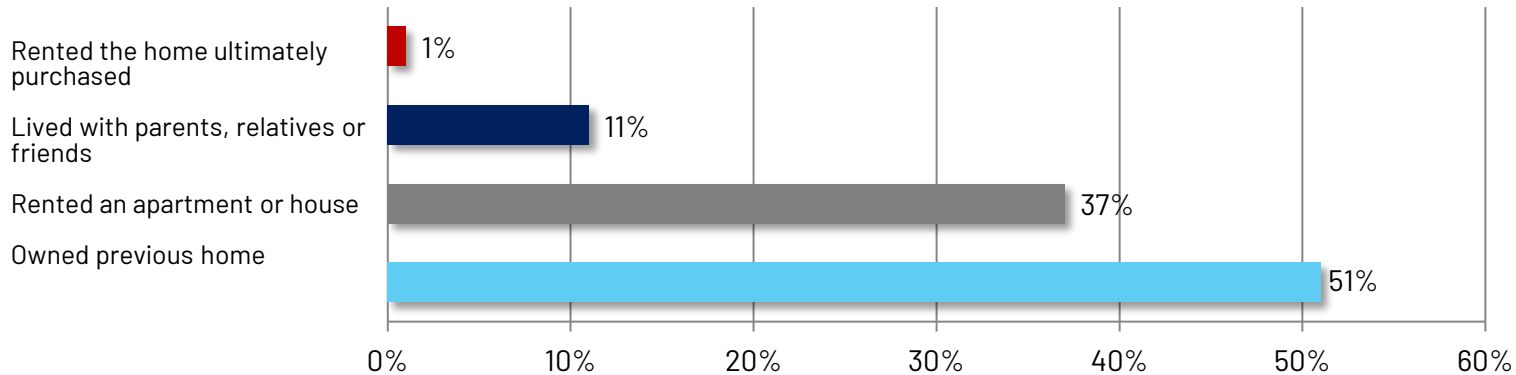


HOMEBUYER CHARACTERISTICS

Prior Living Arrangement for Texas Homebuyers

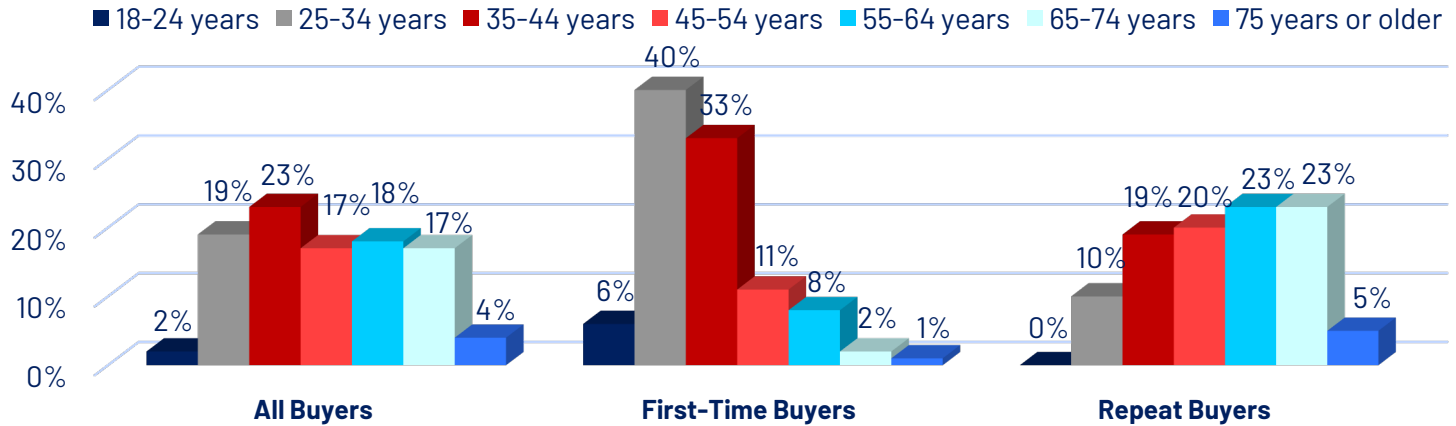


Prior Living Arrangement for Homebuyers Nationally

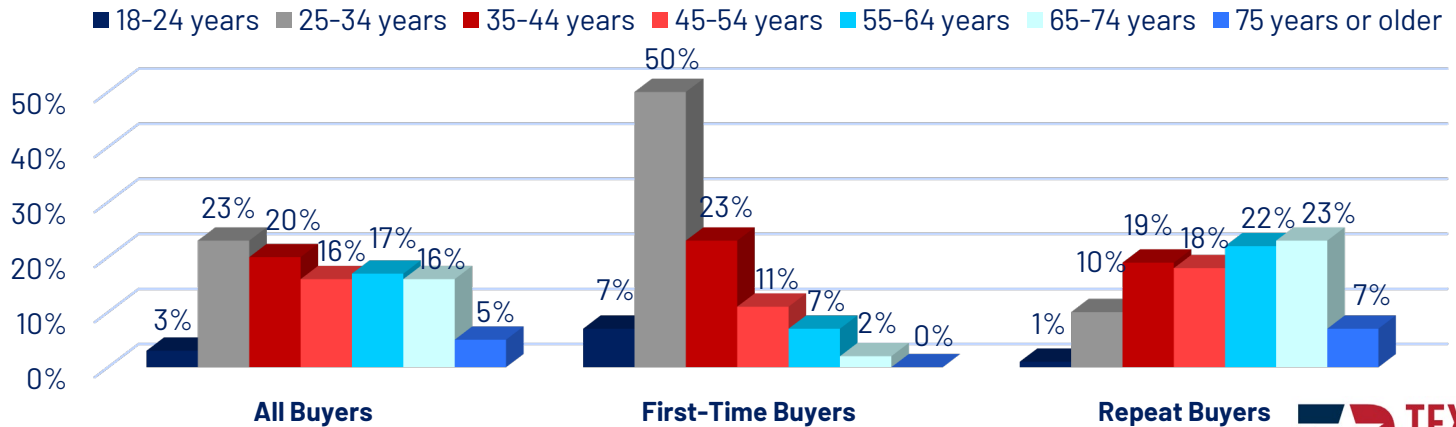


AGE OF HOMEBUYERS TEXAS vs. NATIONALLY

Age of Homebuyers in Texas



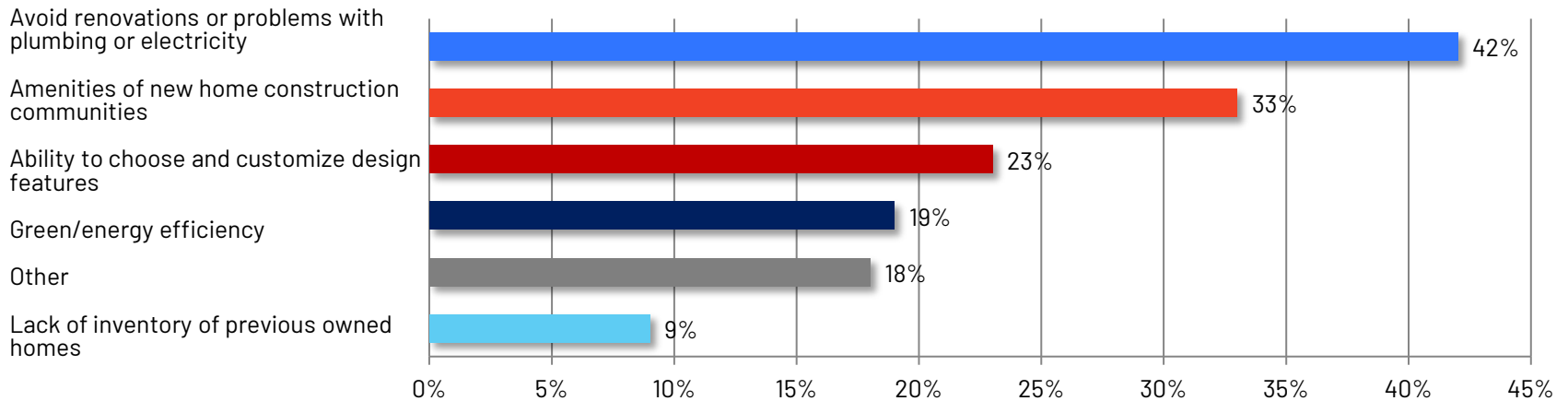
Age of Homebuyers Nationally



MOTIVATIONS FOR BUYING A HOME

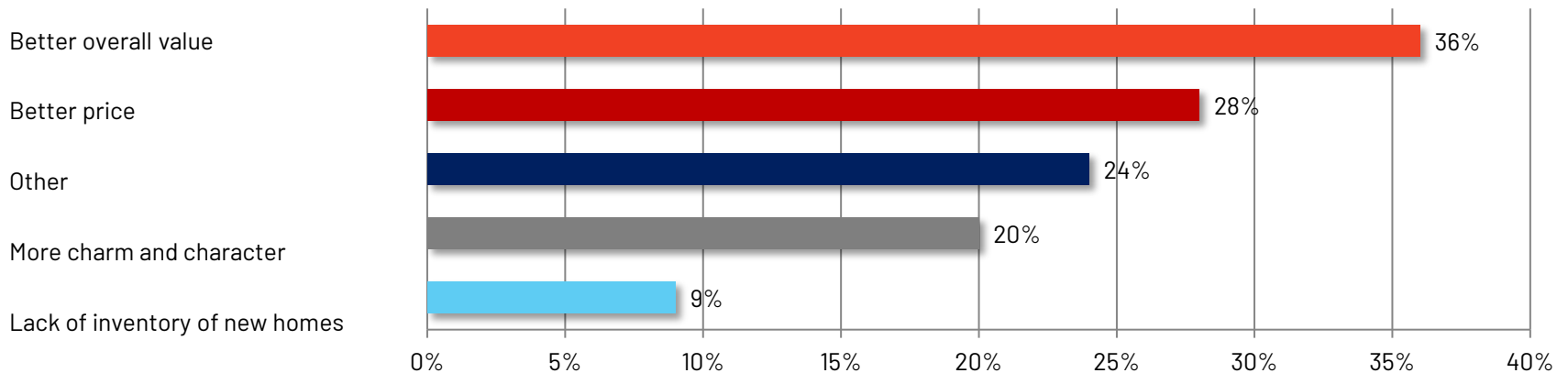
Motivations for Buying a New Home in Texas

(Percent of Respondents)



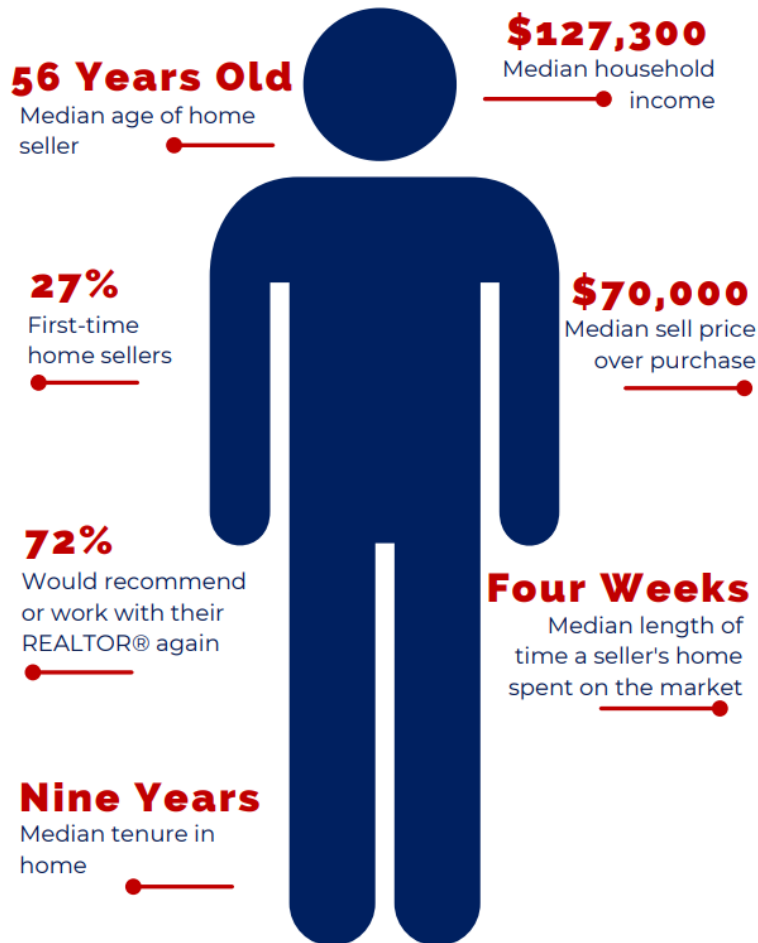
Motivations for Buying a Previously Owned Home in Texas

(Percent of Respondents)

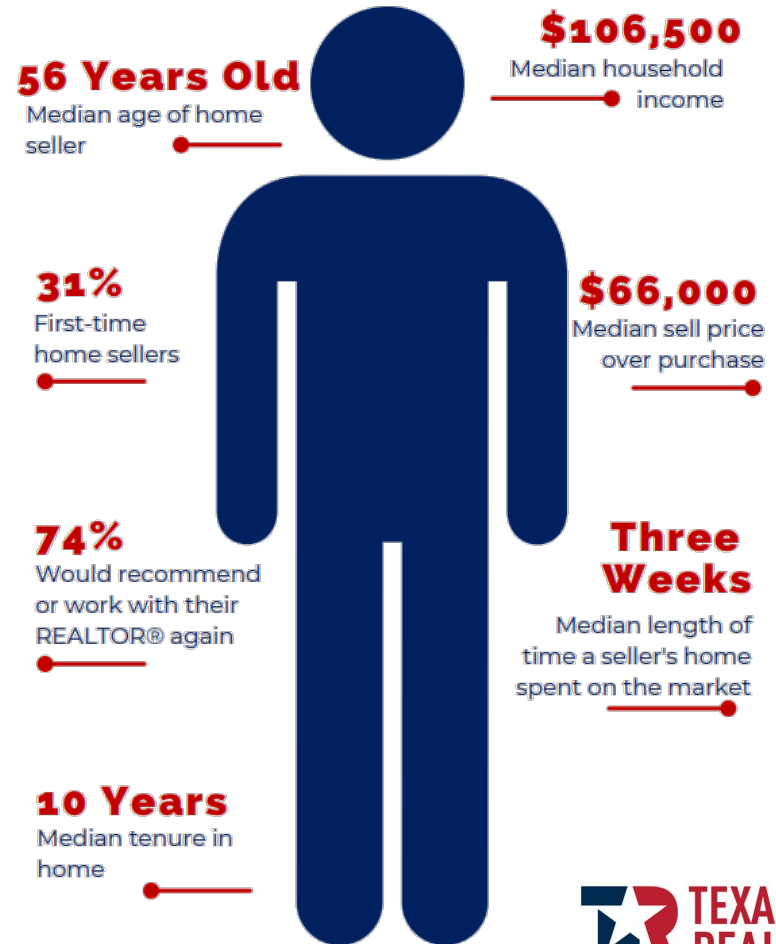


HOME SELLERS IN TEXAS VS. HOME SELLERS IN U.S.

TEXAS

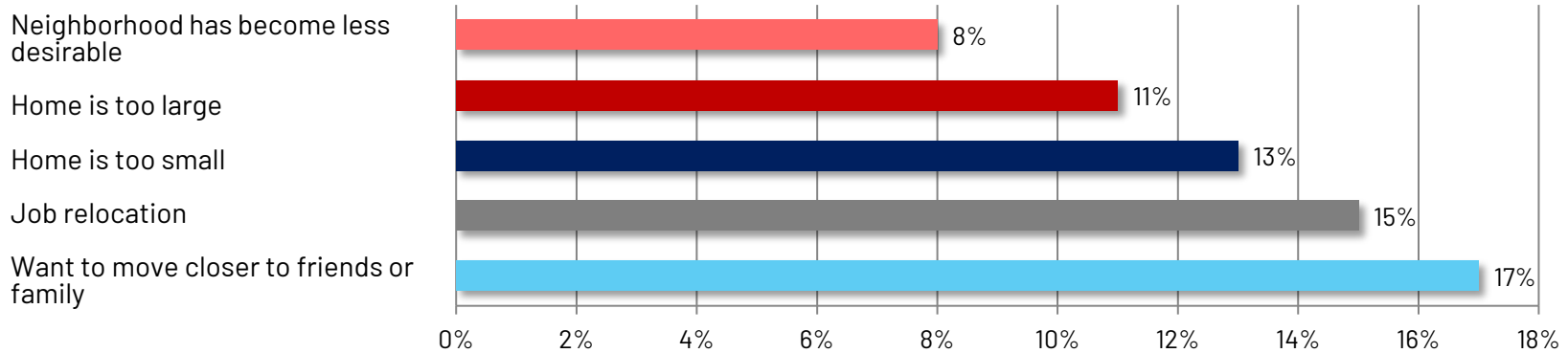


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MOTIVATIONS FOR SELLING A HOME

Top 5 Reasons for Selling Previous Home in Texas



Top 5 Reasons for Selling Previous Home Nationally

