



TEXAS
HOMEBUYERS AND SELLERS
REPORT

2022 Edition

TEXAS HOMEBUYERS AND SELLERS REPORT | 2022 EDITION

ABOUT THE TEXAS HOMEBUYERS AND SELLERS REPORT

Data from the 2022 edition of the *Texas Homebuyers and Sellers Report* is derived from the *2021 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 2020 and June 2021. 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 150,000 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 *2022 Texas Homebuyers and Sellers Report* provides in-depth insights into the demographics, motivations and opinions of Texas homebuyers and sellers who had a real estate transaction between July 2020 and June 2021.

The median household income for Texas homebuyers was \$107,500, \$5,500 more than the national median. Thirty-three percent of homes purchased during the reporting period in Texas were new homes, compared to 15% nationwide. 16% percent of homebuyers purchased homes in small towns, up from 10% a decade ago.

The majority of homebuyers in Texas (61%) were married couples, followed by single females (20%), single males (10%) and unmarried couples (7%). The median age of Texas homebuyers was 47, one year less than the previous year. Of all Texas homebuyers, 32%, were first-time homebuyers, one percentage point more than 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 the desire for a larger home. Ninety-four percent of sellers used a real estate agent to help sell their home, and, of those, 92% would definitely or probably use that same agent again. Sellers spent a median of seven years in their homes, down two years from the previous report. The median sales price was \$80,000 more than what sellers paid for their homes. The median length the home spent on the market was two weeks, which was half as long as the prior year.

HOMEBUYERS IN TEXAS VS. HOMEBUYERS IN U.S.

TEXAS

47 Years Old

Median age of homebuyer

\$107,500

Median household income

32%

First-time homebuyers

90%

Buyers who bought single-family homes

21%

Homebuyer or spouse is active-duty military or a veteran

Nine Weeks

Median length of time buyers spent searching for a home

16%

Homebuyers who purchased their home in a small town

15%

Purchased a home for multi-generational family due to aging parents or children over 18 living at home

33%

Purchased a new home

Eight Homes

Median number of homes viewed during the search process

U.S.

45 Years Old

Median age of homebuyer

\$102,000

Median household income

34%

First-time homebuyers

82%

Buyers who bought single-family homes

17%

Homebuyer or spouse is active-duty military or a veteran

Eight Weeks

Median length of time buyers spent searching for a home

20%

Homebuyers who purchased their home in a small town

11%

Purchased a home for multi-generational family due to aging parents or children over 18 living at home

15%

Purchased a new home

Eight Homes

Median number of homes viewed during the search process

HOMEBUYING PROCESS

TEXAS



52% of Texas homebuyers said finding the right property was the most difficult part of the homebuying process. **19%** said paperwork and **14%** understanding the process.



\$30,000 Median amount of student loan debt among Texas homebuyers.



91% of Texas homebuyers would definitely or probably recommend working with their real estate agent again.



28% of Texas homebuyers stated their primary reason for purchasing a home was the desire to own a home of their own.

U.S.



56% of national homebuyers said finding the right property was the most difficult part of the homebuying process. **18%** said paperwork and **15%** understanding the process.



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



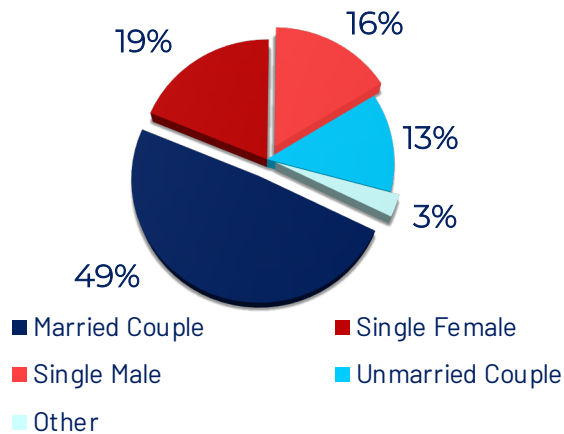
90% of national homebuyers would definitely or probably recommend working with their real estate agent again.



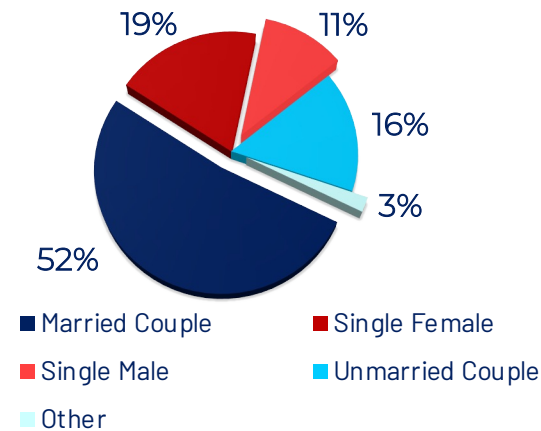
28% of national homebuyers stated their primary reason for purchasing a home was the desire to own a home of their own.

FIRST TIME VS REPEAT HOMEBUYERS

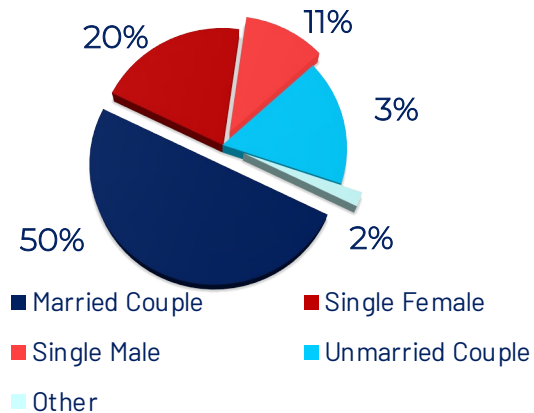
First-Time Homebuyers in Texas



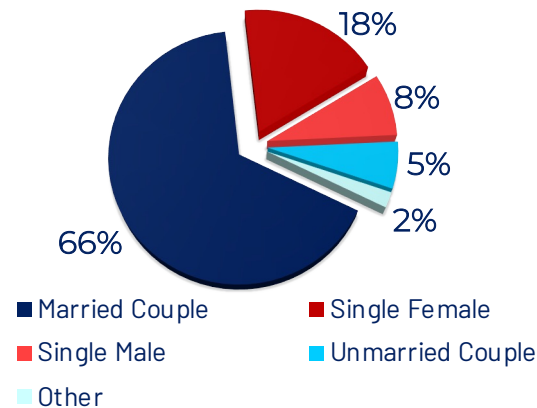
First-Time Homebuyers Nationally



Repeat Homebuyers in Texas

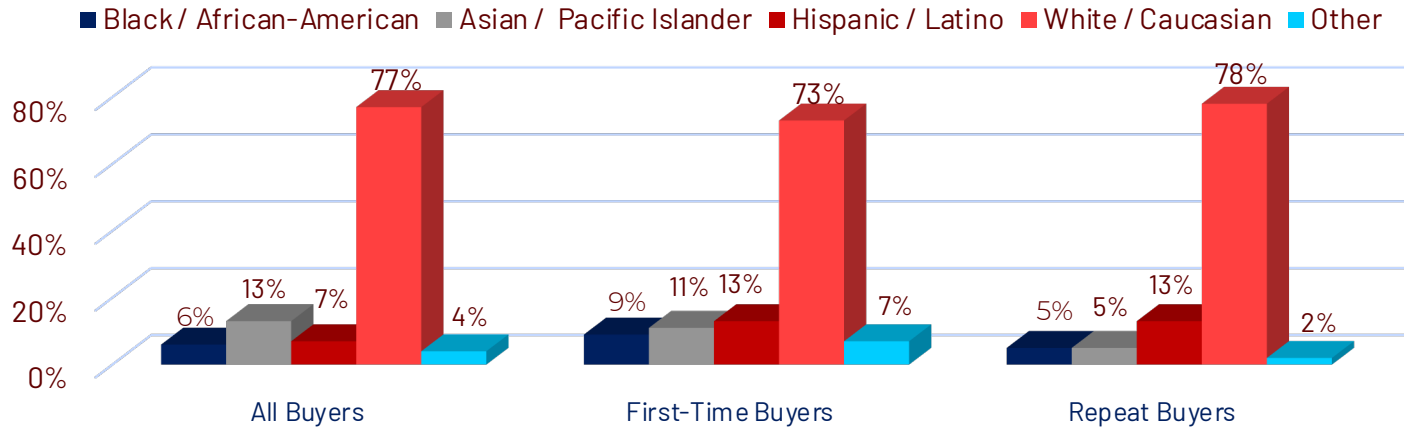


Repeat Homebuyers Nationally

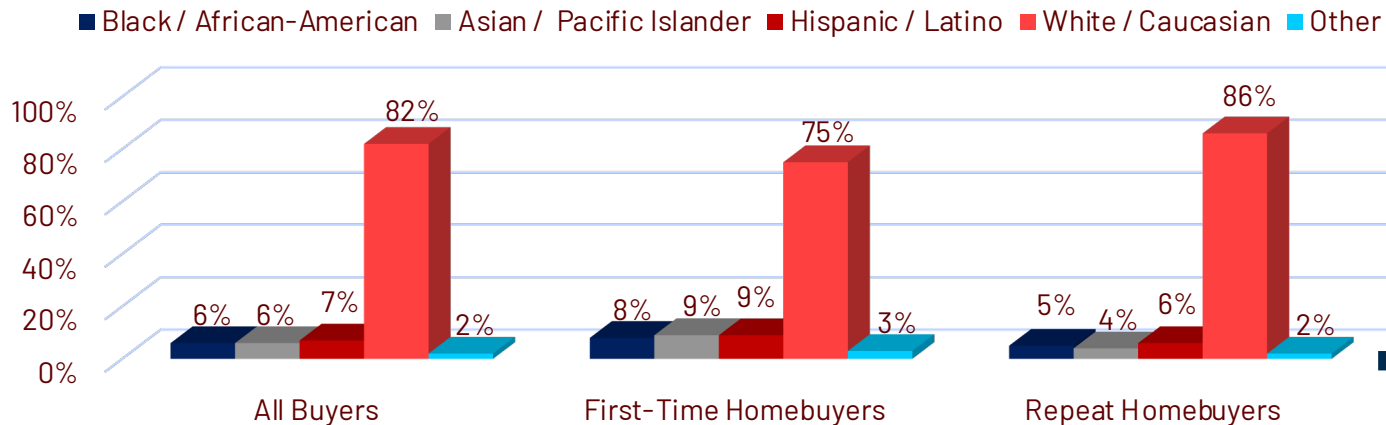


HOMEBUYER CHARACTERISTICS

Ethnicity & Household Composition of Texas Homebuyers

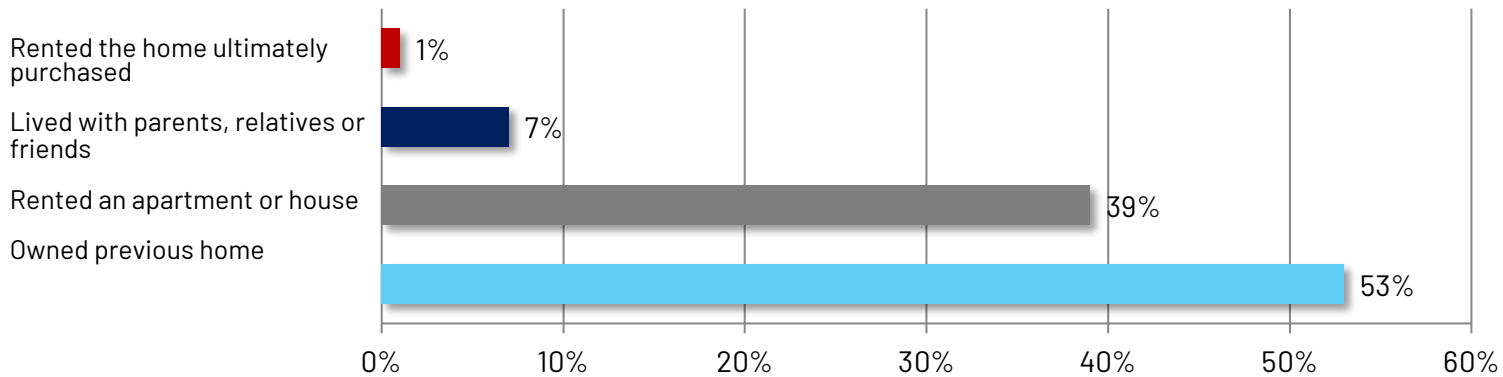


Ethnicity & Household Composition of Homebuyers Nationally

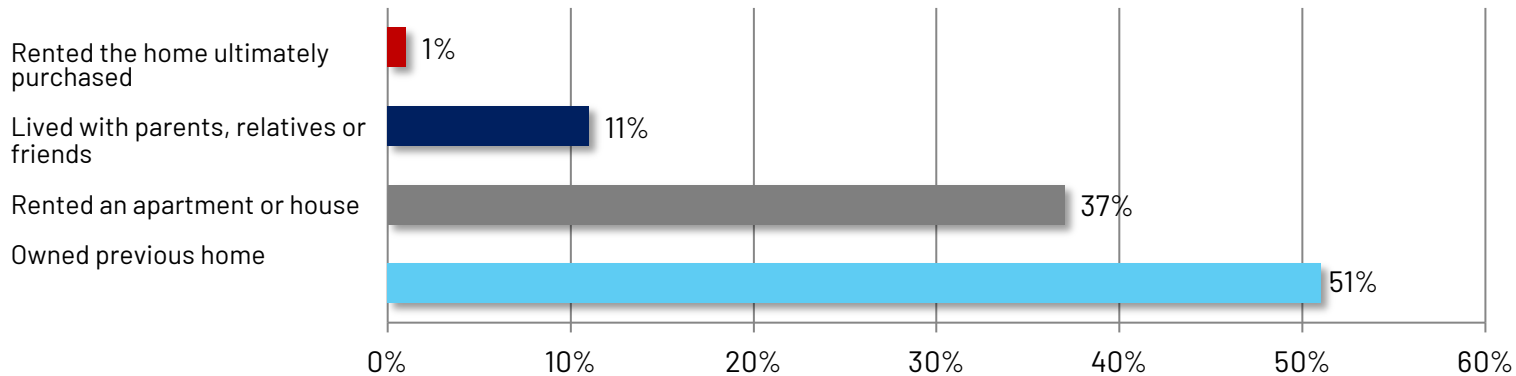


HOMEBUYER CHARACTERISTICS

Prior Living Arrangement for Texas Homebuyers

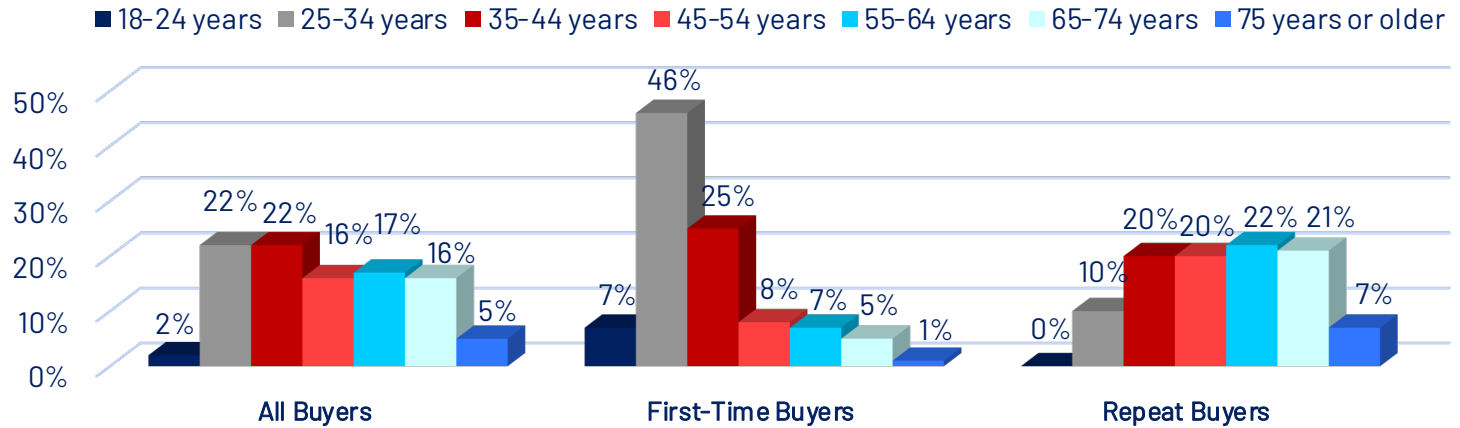


Prior Living Arrangement for Homebuyers Nationally

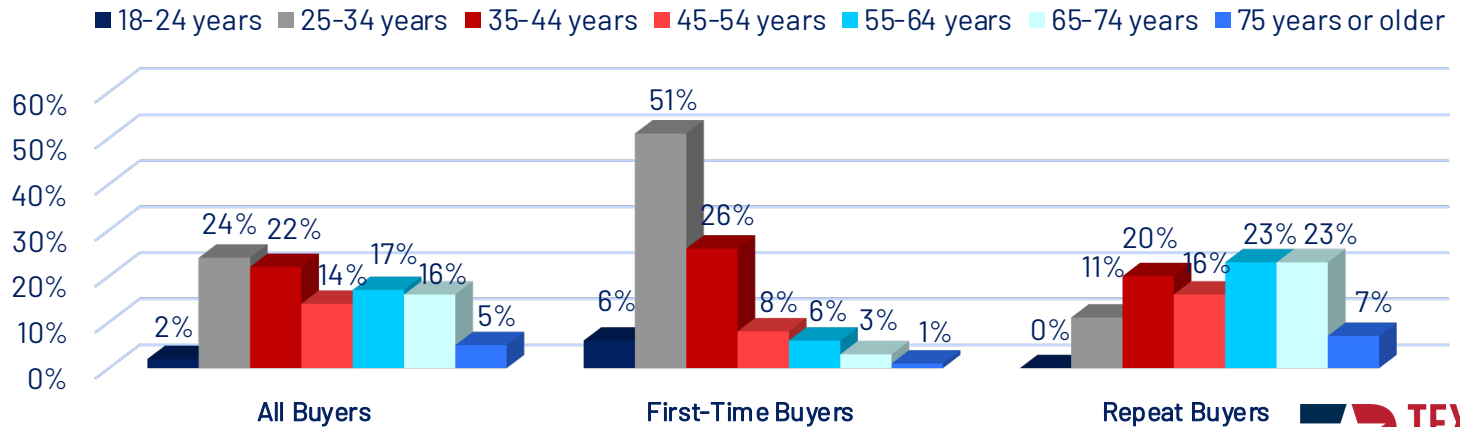


AGE OF HOMEBUYERS TEXAS vs. NATIONALLY

Age of Homebuyers in Texas



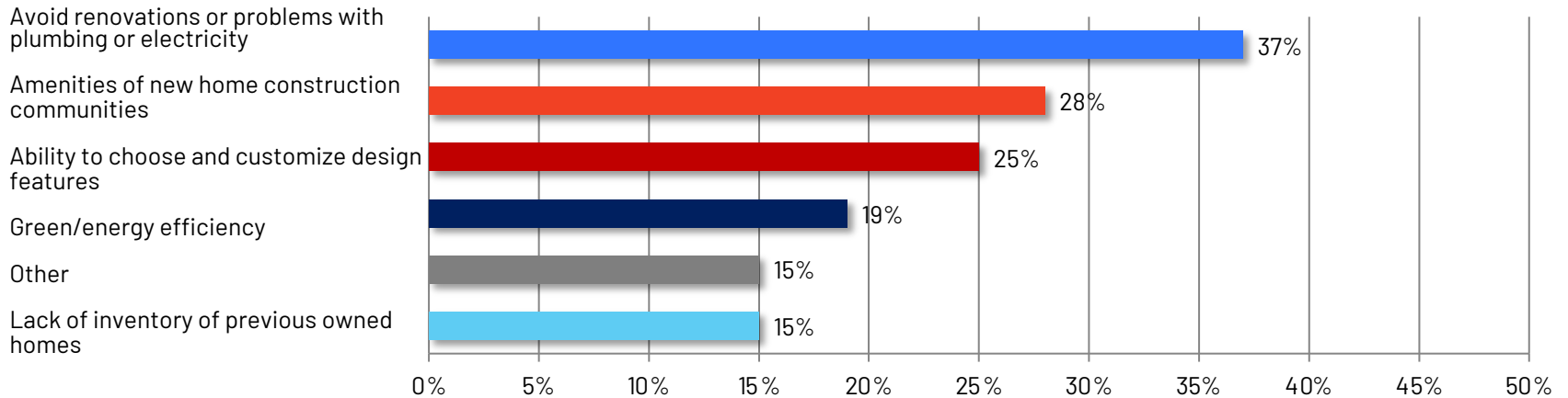
Age of Homebuyers Nationally



MOTIVATIONS FOR BUYING A HOME

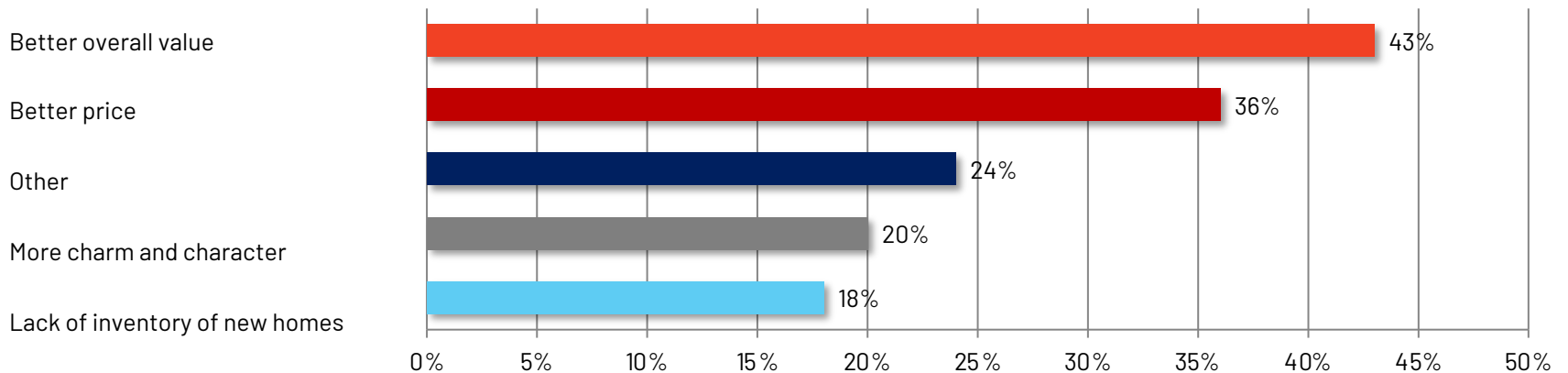
Motivations for Buying a New Home in Texas

(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

54 Years Old

Median age of home seller

\$125,000

Median household income

36%

First-time home sellers

\$80,000

Median sales price over purchase

92%

Would recommend or work with their REALTOR® again

Two Weeks

Median length of time a seller's home spent on the market

Seven Years

Median tenure in home

U.S.

56 Years Old

Median age of home seller

\$112,300

Median household income

32%

First-time home sellers

\$85,000

Median sales price over purchase

89%

Would recommend or work with their REALTOR® again

One Week

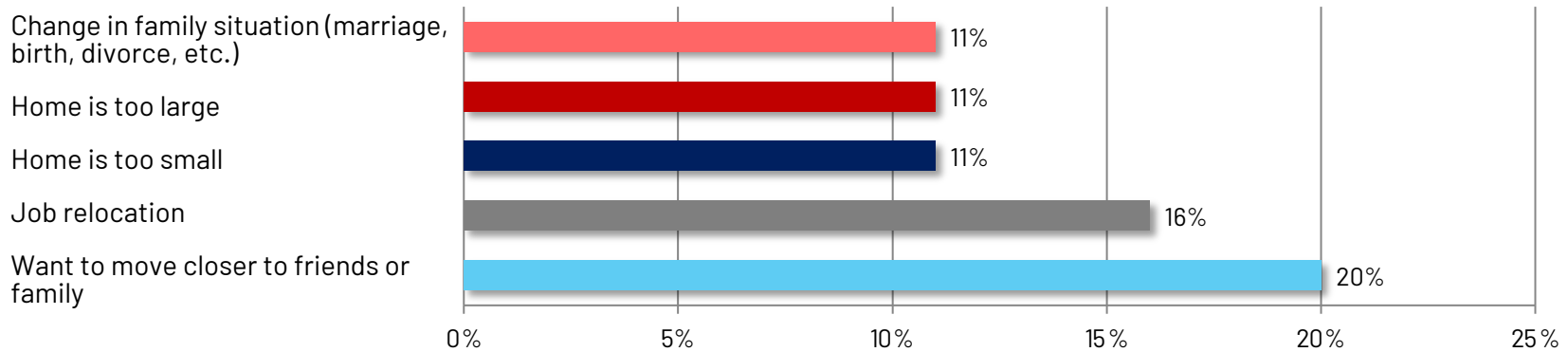
Median length of time a seller's home spent on the market

Eight Years

Median tenure in home

MOTIVATIONS FOR SELLING A HOME

Top 5 Reasons for Selling Previous Home in Texas



Top 5 Reasons for Selling Previous Home Nationally

