

Texas International Homebuyers Report

2015 Edition

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About the 2015 Texas International Homebuyers Report

The 2015 Texas International Homebuyers Report is based on survey data from the 2015 Profile of International Home Buying Activity and the 2014 Business Data for International Real Estate Transactions in Texas by the National Association of Realtors, the 2009 – 2013 American Community Survey by the U.S. Census Bureau and the 2013 Yearbook of Immigration Statistics by the U.S. Office of Immigration Statistics. The Texas Association of REALTORS® distributes insights about the Texas housing market each month, including quarterly market statistics, trends among homebuyers and sellers, luxury home sales, condominium sales and more. To view the Texas International Homebuyers Report in its entirety, visit TexasRealEstate.com.

About the Texas Association of Realtors

With more than 100,000 members, the Texas Association of REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We advocate on behalf of Texas REALTORS® and private-property owners to keep homeownership affordable, protect private-property rights, and promote public policies that benefit homeowners. Visit TexasRealEstate.com to learn more.



Executive Summary

Texas home sales purchased by international homebuyers contributed \$8.32 billion to the Texas economy between April 2014 and March 2015, according to the 2015 Texas International Homebuyers Report released today by the Texas Association of REALTORS®.

Homes purchased by international buyers accounted for four percent (209,000 home sales) of all U.S. home sales and eight percent (\$104 billion) of total U.S. home sales dollar volume between April 2014 and March 2015. This is a 10.15 percent decrease in international home sales but an 11.4 percent increase in international home sales dollar volume from the same time last year. Approximately 8 percent, or 16,720 home sales and \$8.32 billion, of this activity occurred in Texas – a 4 percent decrease from the same time frame last year.

For the first time in the Texas International Homebuyers Report history, homebuyers from Latin America (including Mexico), were not clear a majority of international homebuyers in Texas – comprising only 41 percent of international buyers. Homebuyers from Asia/Oceania (including China), conversely, doubled from 18 percent from April 2013 – March 2014 to 31 percent from April 2014-March 2015.

Texas homebuying activity among European and African buyers doubled during the same time, rising from 9 to 15 percent and 4 to 8 percent from April 2014-March 2015, respectively. Meanwhile, Texas home sales from Canadian homebuyers decreased slightly from 5 percent to 4 percent.

Naturalized U.S. citizens in Texas continue to be significantly more likely to own a home than their native counterparts. Three in four naturalized U.S. citizens in Texas are homeowners compared to only 63 percent of native citizens in Texas.

Sources:

2015 Profile of International Home Buying Activity, National Association of Realtors

2014 Business Data for International Real Estate Transactions in Texas, National Association of Realtors

US Census Bureau, 2009-2013 American Community Survey (ACS)

2013 Yearbook of Immigration Statistics, Office of Immigration Statistics, Homeland Security

Migration Policy Institute – 2013 Data Hub

Executive Summary (continued)

This trend does not apply nationally, where homeownership rates among naturalized and native U.S. citizens are virtually equal. However, non-U.S. citizens are 11 percent more likely (44.3 percent vs. 33.3 percent) to own a home in Texas versus nationally.

Texas continues to be a hub for immigration to the United States. The Lone Star State is home to the third-largest immigrant population size and ranks seventh in the nation for percentage of foreign-born residents among the statewide population. In addition, two of the top 10 metro areas for immigration in the U.S. are in Texas – Houston/Sugar Land/Baytown (No. 6) and Dallas/Fort Worth/Arlington (No. 8).

Sources:

2015 Profile of International Home Buying Activity, National Association of Realtors
2014 Business Data for International Real Estate Transactions in Texas, National Association of Realtors
US Census Bureau, 2009-2013 American Community Survey (ACS)
2013 Yearbook of Immigration Statistics, Office of Immigration Statistics, Homeland Security
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International home sales are down, but home sales dollar volume by international homebuyers is on the rise both in Texas and nationally:

- Approximately 4 percent, or 209,000, of U.S. home sales from April 2014-March 2015, were purchased by international homebuyers, a 10.15 percent decrease from the previous time frame.
- U.S. home sales by international homebuyers accounted for 8 percent, or \$104 billion, of all U.S. home sales dollar volume from April 2014 to March 2015, an 11.4 percent increase from the previous time frame.
- Texas accounted for 8 percent, or 16,720 home sales and \$8.32 billion, of all international home sales in the U.S. from April 2014 to March 2015.
- This is down 4 percent from the previous time frame, but still on par with the historical eight percent average of international home sales in Texas.
- Texas ranked No. 3 in the U.S. for total number of international home sales by state, preceded by Florida (21 percent) and California (16 percent).



\$104 Billion

International home sales accounted for 8 percent of U.S. home sales dollar volume from April 2014 - March 2015



Up 11.4 Percent

This is an 11.4 percent increase in total sales dollar volume from the previous time frame



\$8.32 Billion

Texas accounted for 8 percent of all international home sales in the U.S. from April 2014 - March 2015



Down 4 Percent

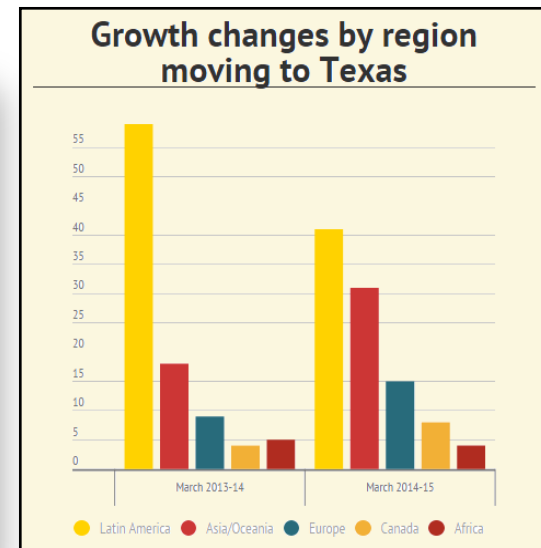
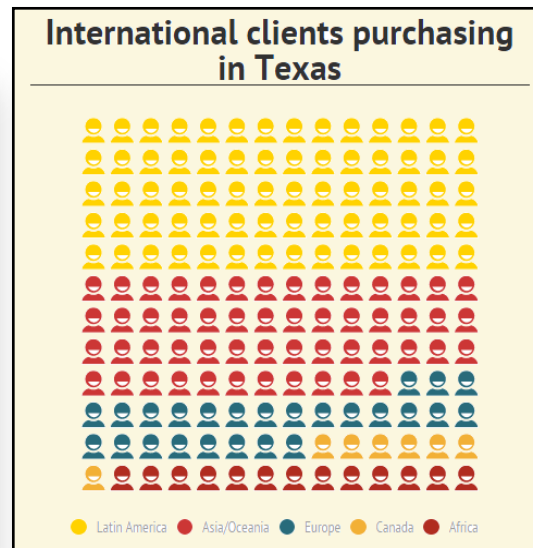
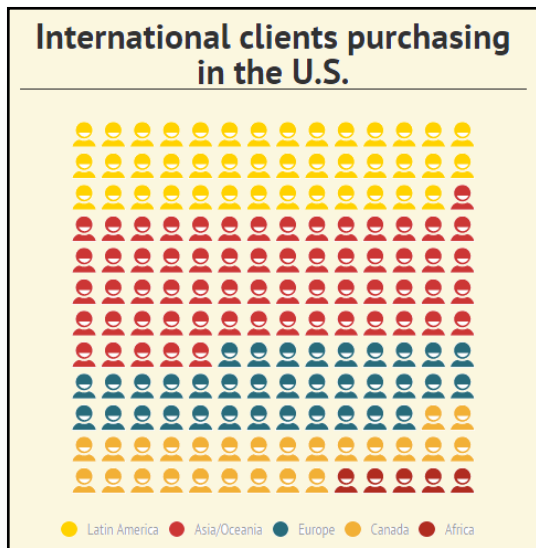
This is a four percent decrease from the previous time frame

Sources:

2015 Profile of International Home Buying Activity, National Association of Realtors
2014 Business Data for International Real Estate Transactions in Texas, National Association of Realtors
US Census Bureau, 2009-2013 American Community Survey (ACS)
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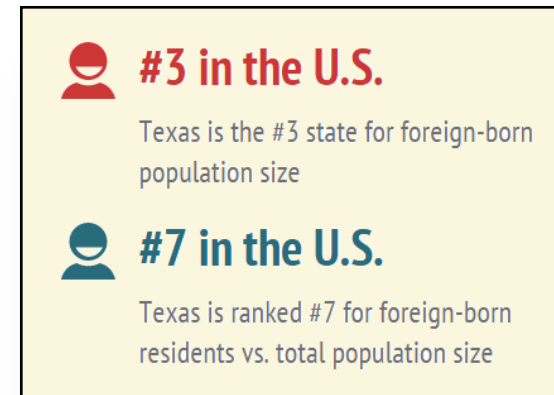
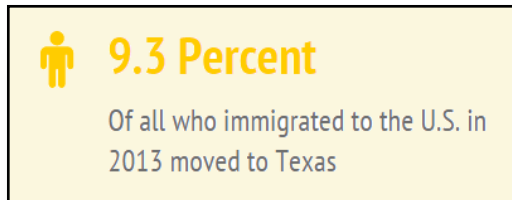
For the first time in Texas International Homebuyers Report history, international buyers from Latin America (Mexico) did not make up the clear majority of international home sales in Texas.

- Texas home sales by homebuyers from Latin America (including Mexico) fell by one third to 41 percent of all international home sales in Texas from April 2014 to March 2015. Conversely, the percentage of homebuyers from Asia/Oceania (including China), Europe and Africa all doubled to 31 percent, 15 percent and 8 percent, respectively.
- The number of international clients from Canada who purchased homes in Texas from April 2014 to March 2015 remained relatively the same, decreasing slightly to 4 percent of all international home sales in Texas.

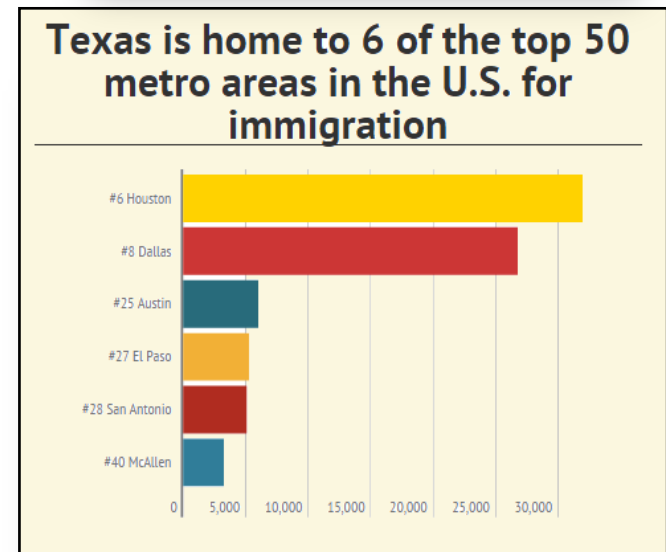


Texas continues to be a hub for migration to the United States:

- Of the 990,553 people who immigrated to the United States in 2013, 9.3 percent (92,674 people) moved to Texas.
- Texas continues to be No. 3 in the U.S. for foreign born population size and No. 7 in the U.S. for percentage of foreign born residents among the entire state population.

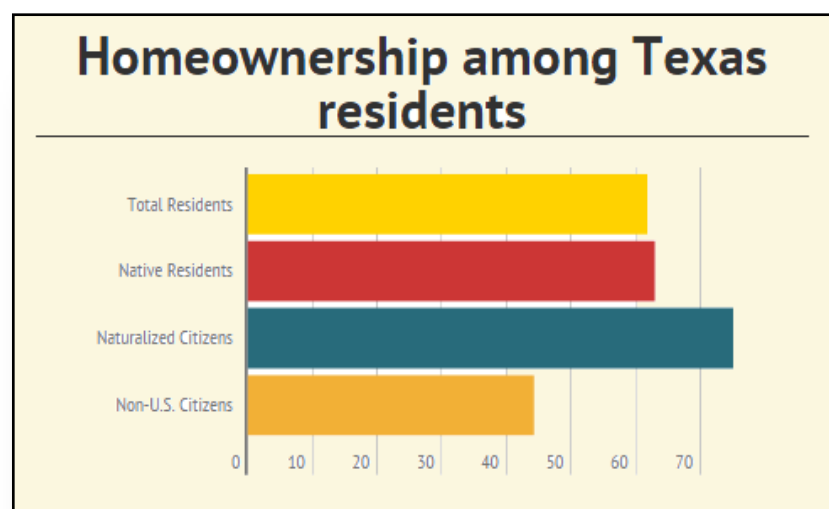


- Texas outpaces the nation in percentage of immigrant population. Eighty-three percent of Texans are native to the U.S. compared to 87 percent nationally.
- **Six Texas Metropolitan Statistical Areas** were in the top 50 MSAs for immigration. Austin moved up one place to No. 25, while El Paso and San Antonio swapped places to No. 27 and No. 28, respectively.
 - No. 6 – Houston | Sugar Land | Baytown – 31,953
 - No. 8 – Dallas | Fort Worth | Arlington – 26,760
 - No. 25 – Austin | Round Rock | San Marcos – 6,015
 - No. 27 – El Paso – 5,261
 - No. 28 – San Antonio | New Braunfels – 5,082
 - No. 40 – McAllen | Edinburg | Mission – 3,267



U.S. immigrants living in Texas are 12 percent more likely to own a home than native Texas residents and other immigrants in the U.S.

- Naturalized U.S. citizens in Texas continue to have a significantly higher rate of homeownership (75.1 percent) than native Texans (63 percent). National trends also remain unchanged, with no significant variance in the homeownership rates of naturalized U.S. citizens (65 percent) and native U.S. citizens (65.6 percent).
- Texas homeownership rates increase significantly the longer one lives in the U.S., rising from 14.2 percent for persons who entered the U.S. after 2010 to 67.8 percent for those who entered the U.S. before 2000.



Sources:

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- Similar to prior years, non-U.S. citizens prefer to rent, with only 44.3 percent of non-U.S. citizens in Texas owning a home. This also explains why only 14.2 percent of those who immigrated to Texas in the last five years have purchased a home, as the U.S. citizenship process can take several years to complete.
- However, of the total foreign born population in Texas, 58 percent are homeowners. This percentage jumps to 68 percent for foreign born residents who moved to Texas prior to 1999.

