



**TEXAS**  
**HOMEBUYERS AND SELLERS**  
**REPORT**

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**2022 Edition**

# TEXAS HOMEBUYERS AND SELLERS REPORT | 2022 EDITION

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## 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](https://texasrealestate.com) to learn more.

### MEDIA CONTACT

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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.



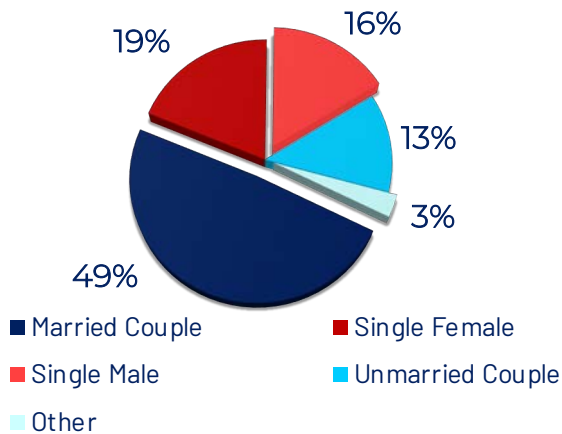
**90%** of national homebuyers would definitely or probably recommend working with their real estate agent again.



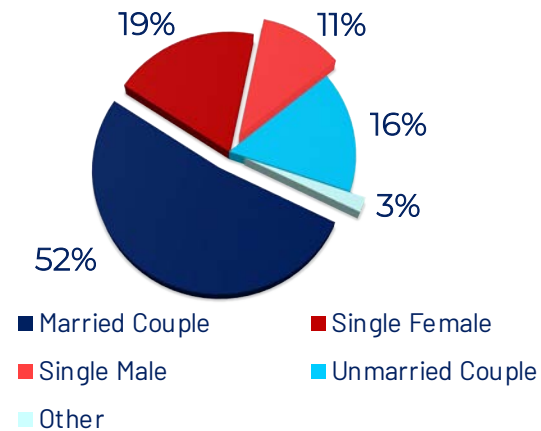
**28%** of national homebuyers stated their primary reason for purchasing a home was the desire to own a home of their own.

## FIRST TIME VS REPEAT HOMEBUYERS

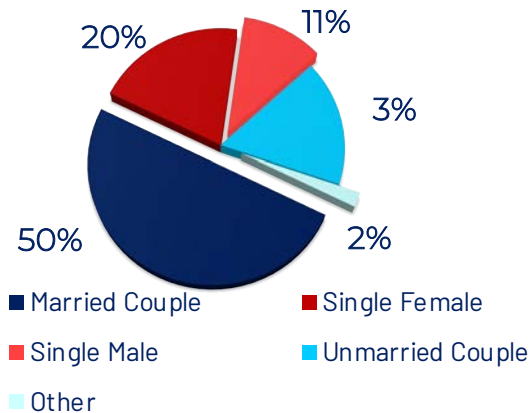
### First-Time Homebuyers in Texas



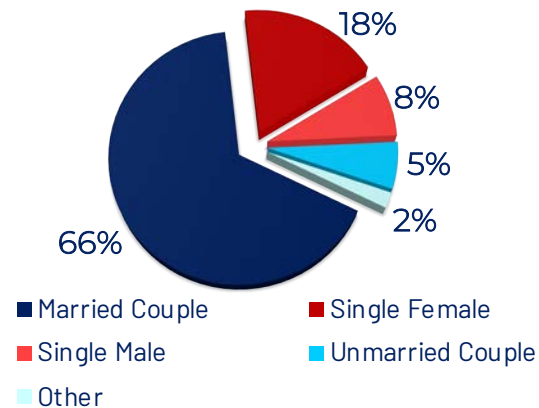
### First-Time Homebuyers Nationally



### Repeat Homebuyers in Texas

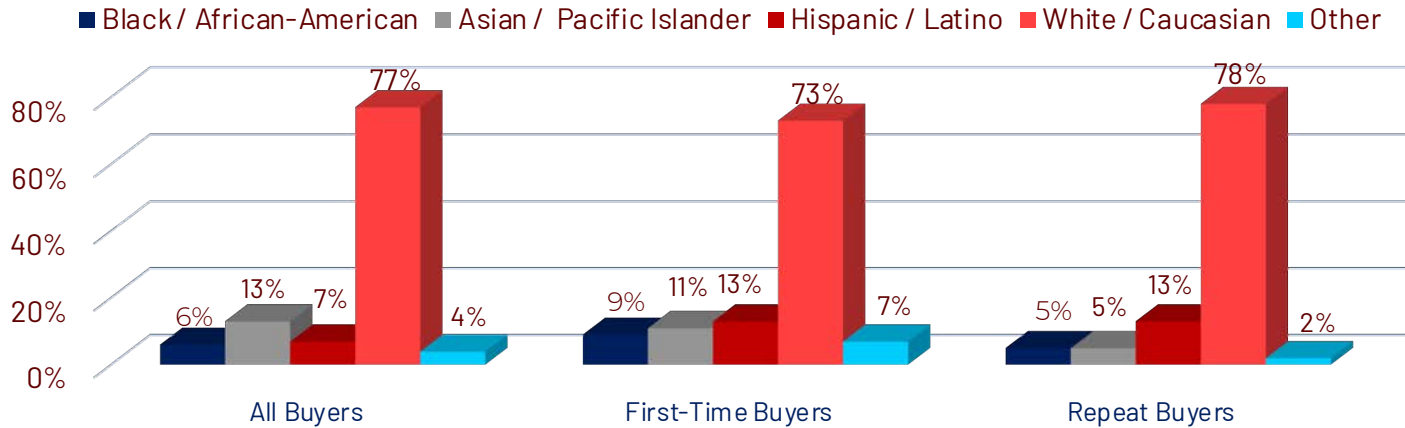


### Repeat Homebuyers Nationally

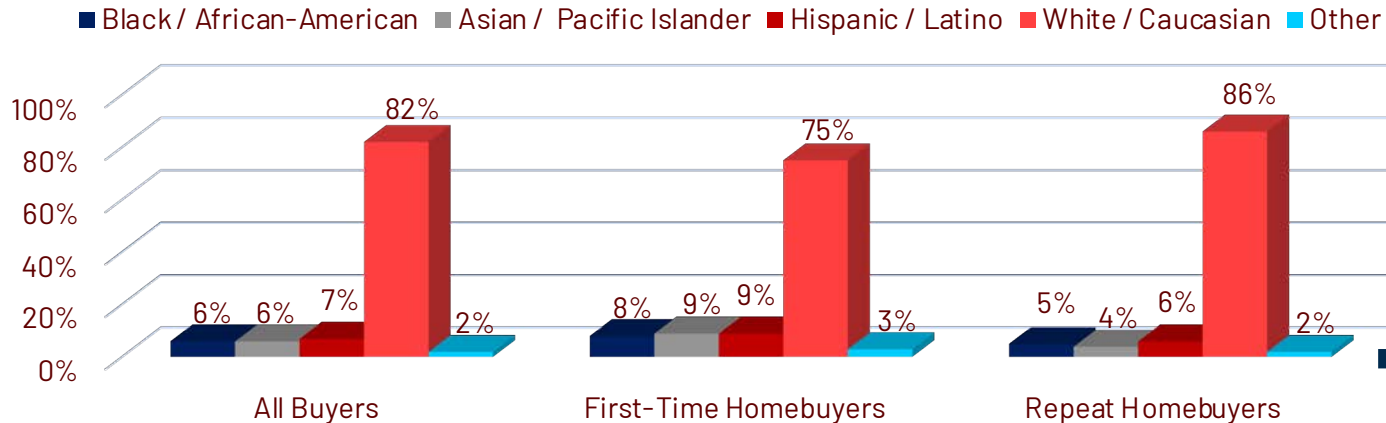


## HOMEBUYER CHARACTERISTICS

### Ethnicity & Household Composition of Texas Homebuyers

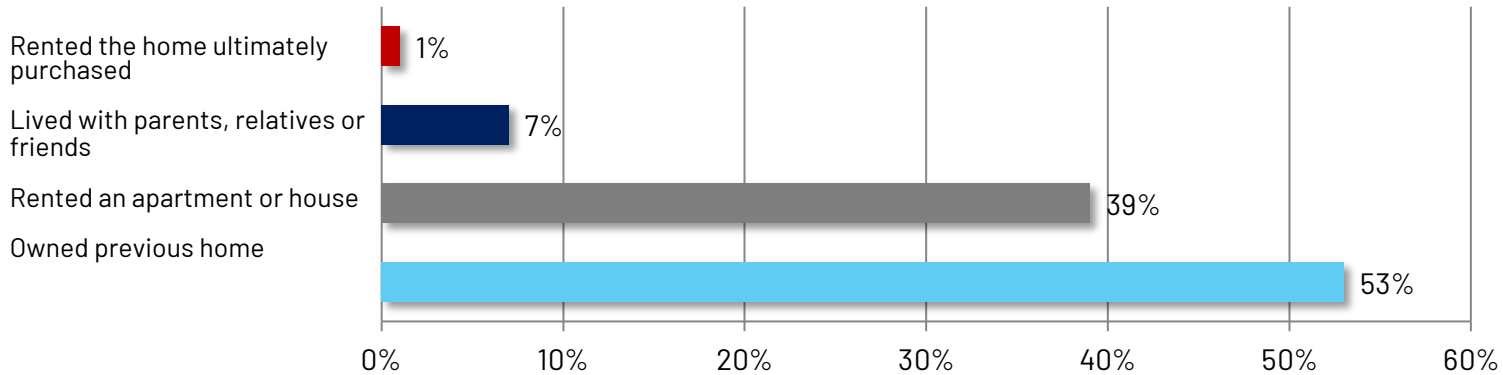


### Ethnicity & Household Composition of Homebuyers Nationally

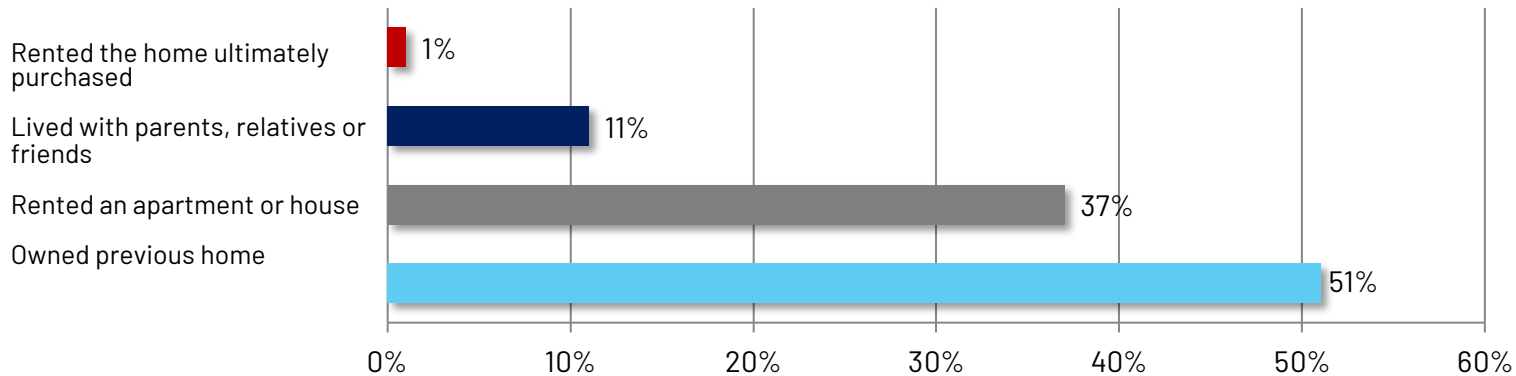


## HOMEBUYER CHARACTERISTICS

### Prior Living Arrangement for Texas Homebuyers



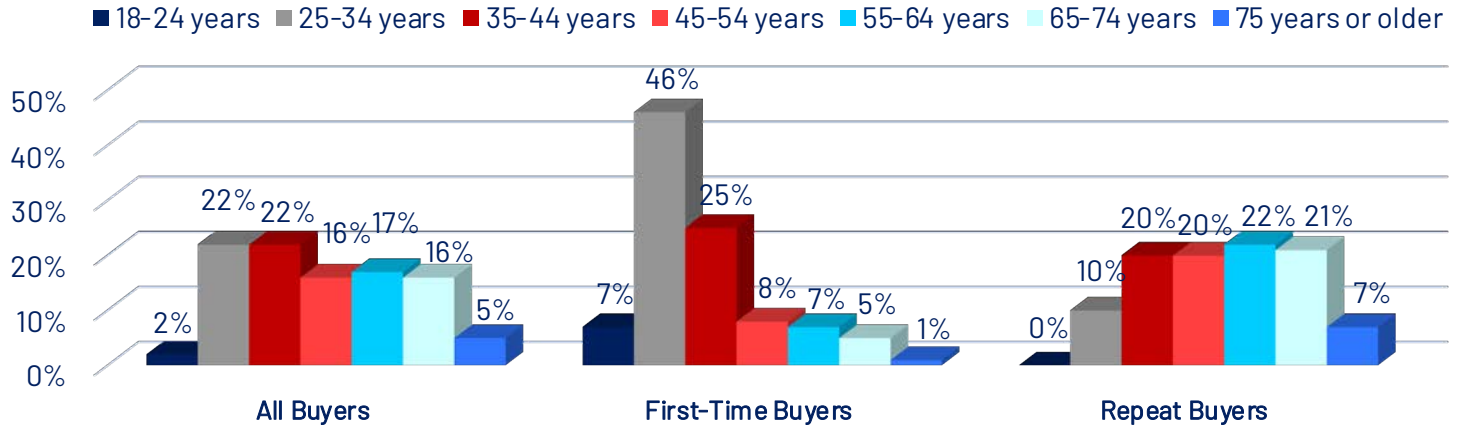
### Prior Living Arrangement for Homebuyers Nationally



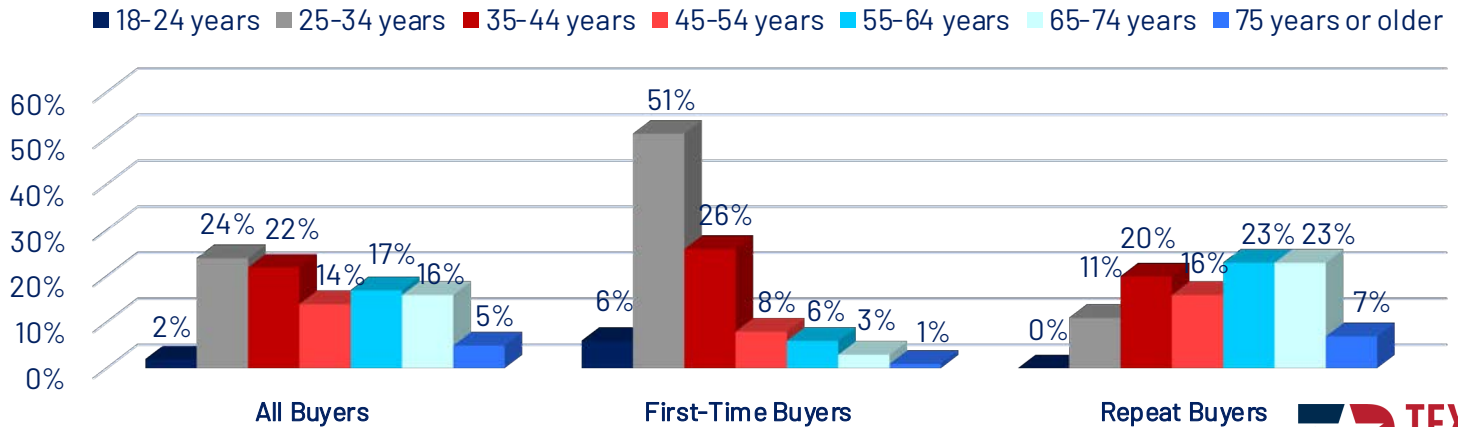


## AGE OF HOMEBUYERS TEXAS vs. NATIONALLY

### Age of Homebuyers in Texas



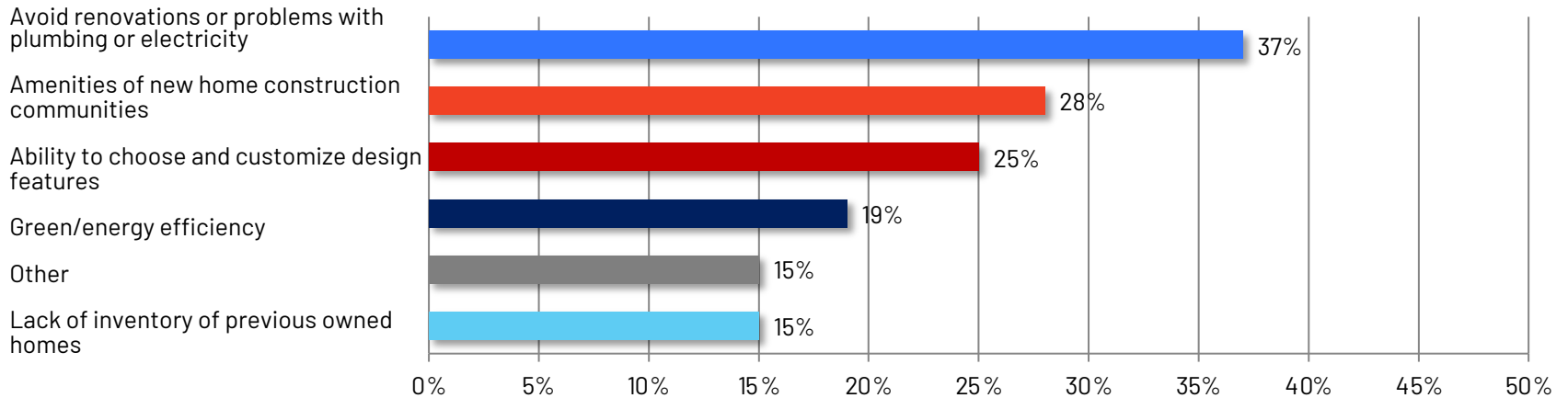
### Age of Homebuyers Nationally



## MOTIVATIONS FOR BUYING A HOME

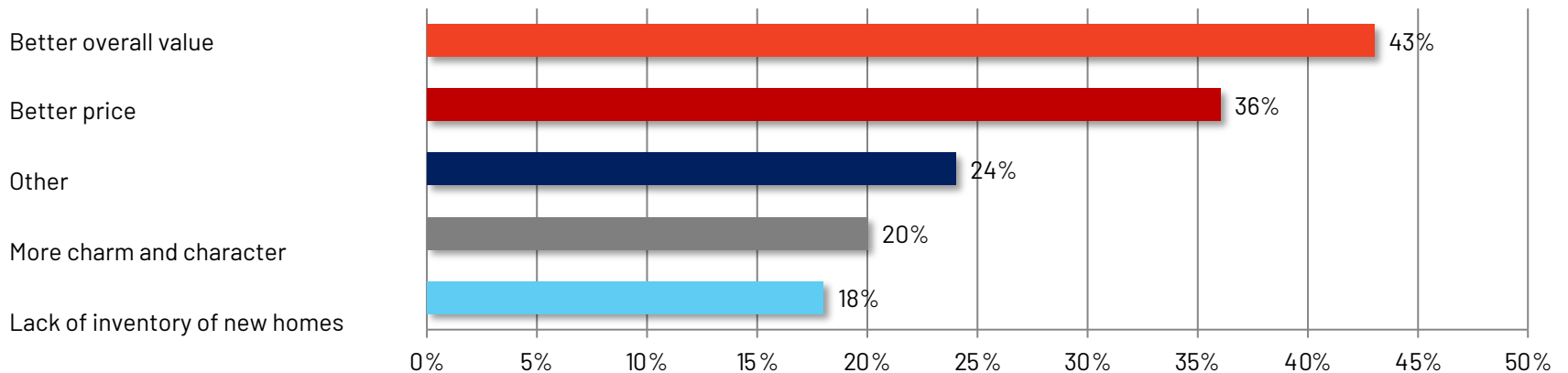
### Motivations for Buying a New Home in Texas

(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**

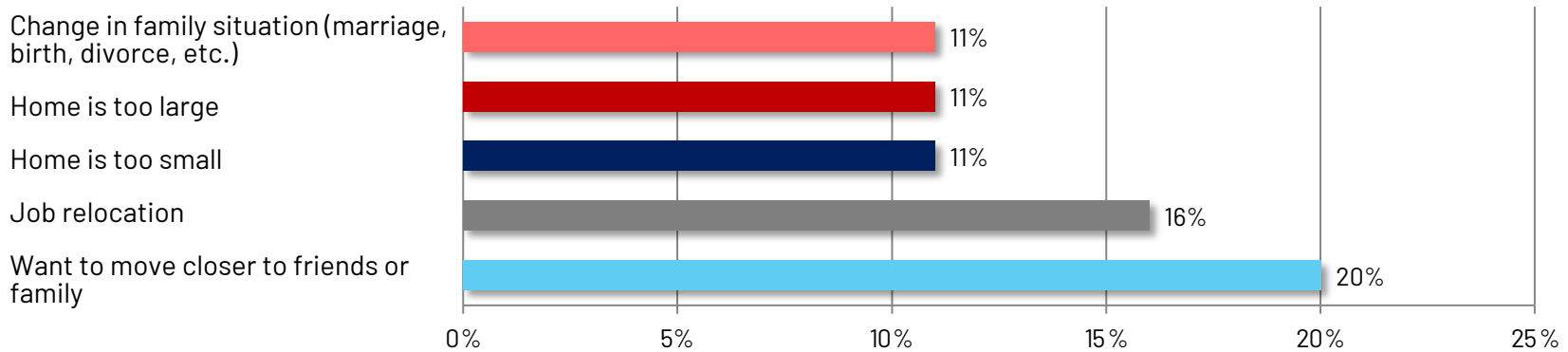
Median length of time a seller's home spent on the market

**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

