

# Houston Association of REALTORS®

International Residential Transactions  
During April 2024-March 2025

July 2025



# CONTENTS

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3 | About the Survey

5 | Highlights

6 | International Residential Buyers

14 | International Business Trends

19 | Appendix

# About the Survey

## Objective

The objective of this survey is to gather information about international residential real estate transactions of Houston Association of REALTORS® (HAR) members during April 2024–March 2025 (referred to as “2025” in this report).

## Respondents

The National Association of REALTORS® (NAR) sent out the survey to Houston Association of REALTORS® members from April 7 through May 7, 2025, of which 748 members responded to the survey. Among the respondents, 109 reported they had a foreign buyer and provided information about the characteristics of the 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

## International Residential Transactions During April 2024-March 2025

\$1.1 billion

foreign buyer purchase volume

1,900 homes purchased (2.2% of HAR closed sales)

66%

of foreign buyers resided in the United States (Type B)

### Top countries of origin of foreign buyers

Mexico (29% of foreign buyers)

Nigeria (12%)

Canada (7%)

China (5%)

Colombia (5%)

\$378,600

median foreign buyer purchase price

46%

of foreign buyers paid all-cash

54%

intended to use property as primary residence

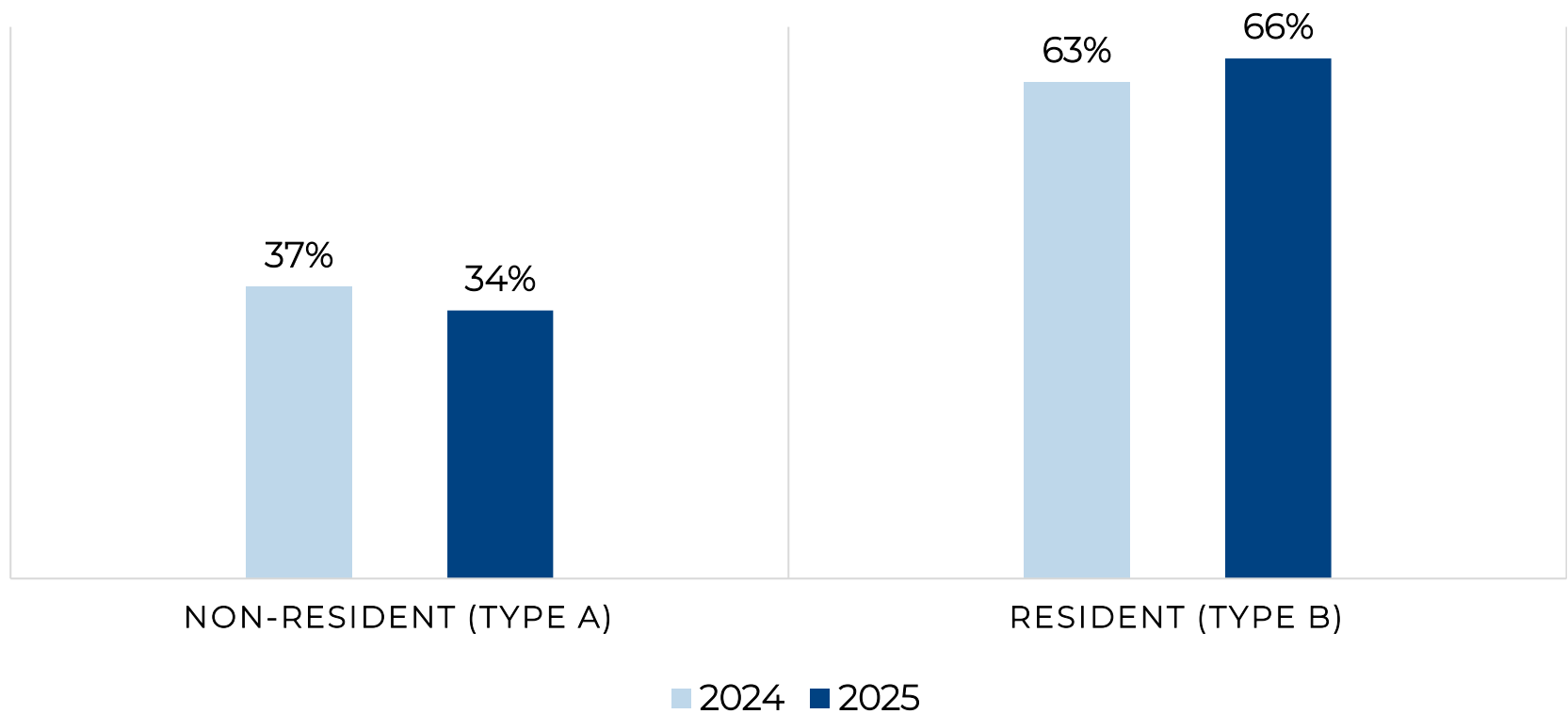


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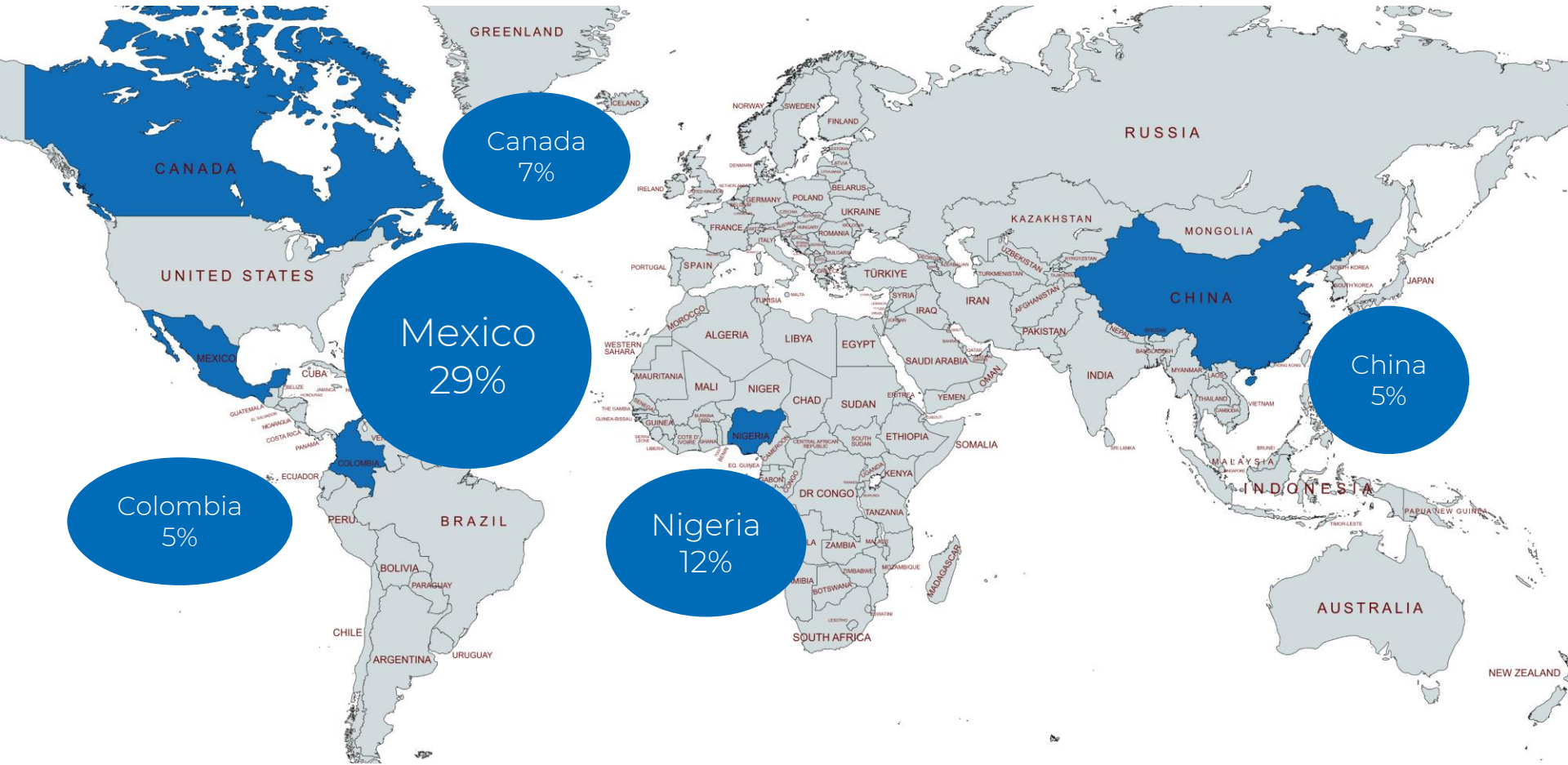
# INTERNATIONAL RESIDENTIAL BUYERS

# 66% of Foreign Buyers Resided in the U.S (Type B)

## TYPE OF FOREIGN BUYER



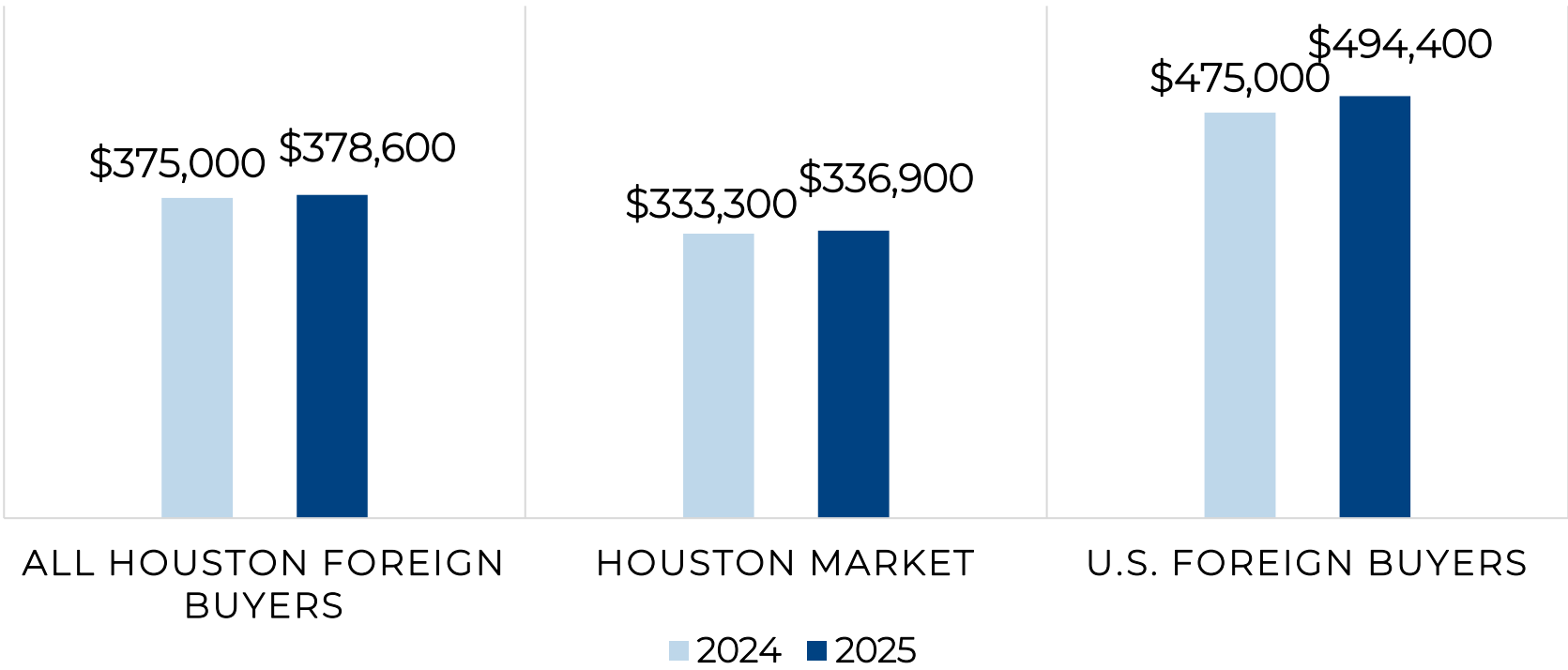
# Top Foreign Buyers: Mexico, Nigeria, Canada



# Foreign Buyer Median Price: \$378,600

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

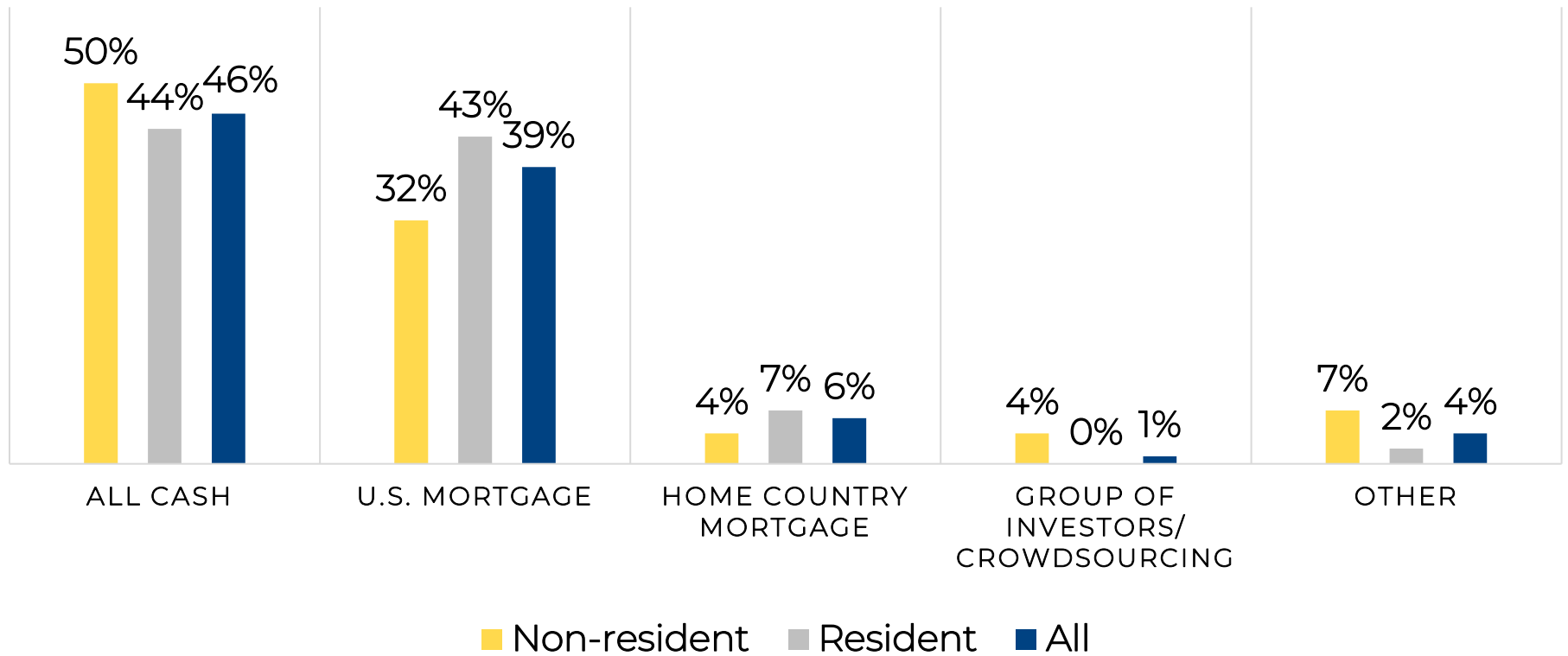
## MEDIAN PURCHASE PRICE



# 46% of Foreign Buyers Paid All Cash

47% among all U.S. foreign buyers nationally

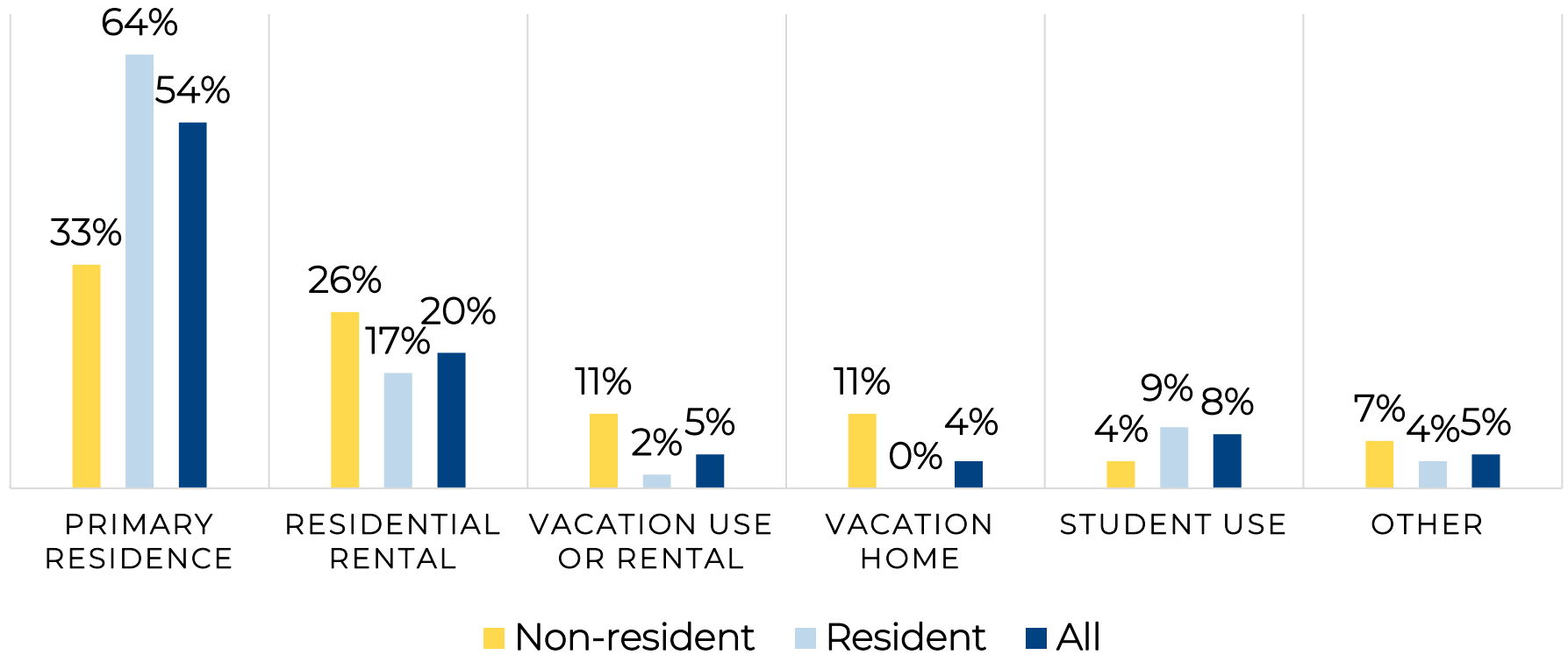
## FINANCING BY TYPE OF CLIENT



# 54% Purchased for Primary Residence Use

38% among all U.S. foreign buyers nationally

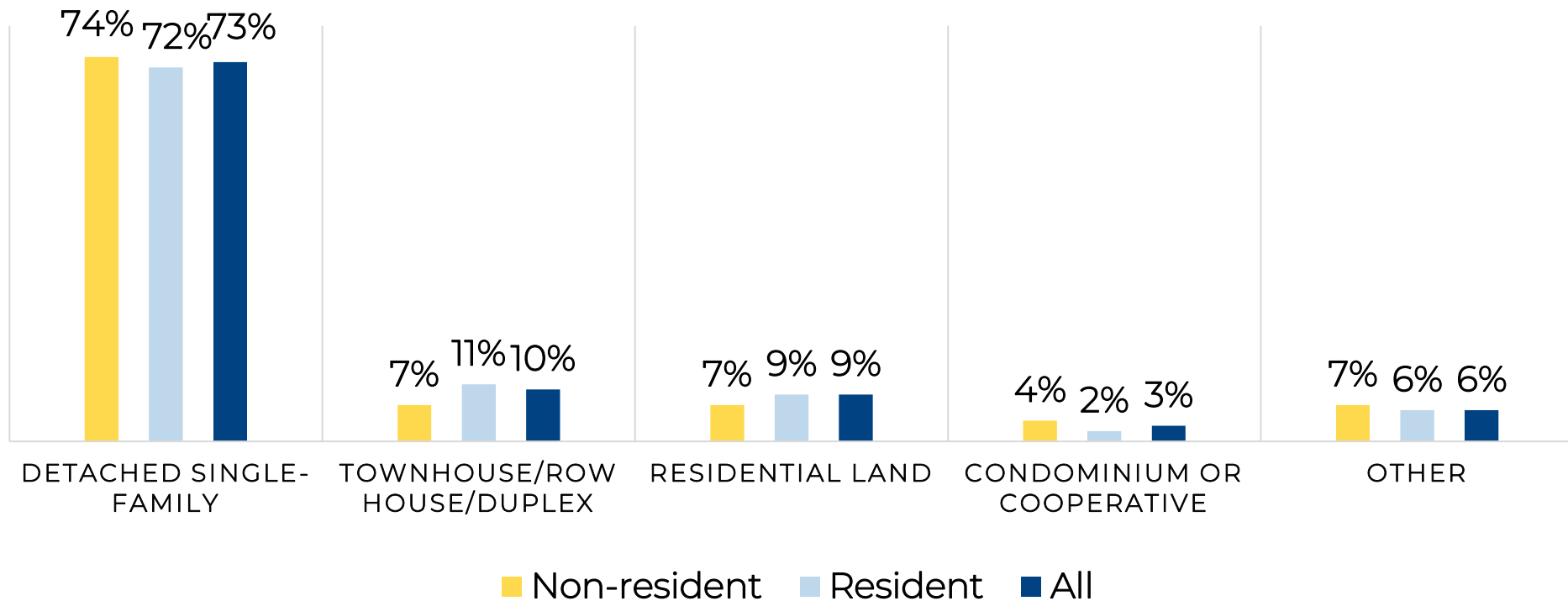
## INTENDED USE OF THE PROPERTY



# 73% Purchased Detached Single-family Homes

Higher than 63% among all U.S. foreign buyers nationally

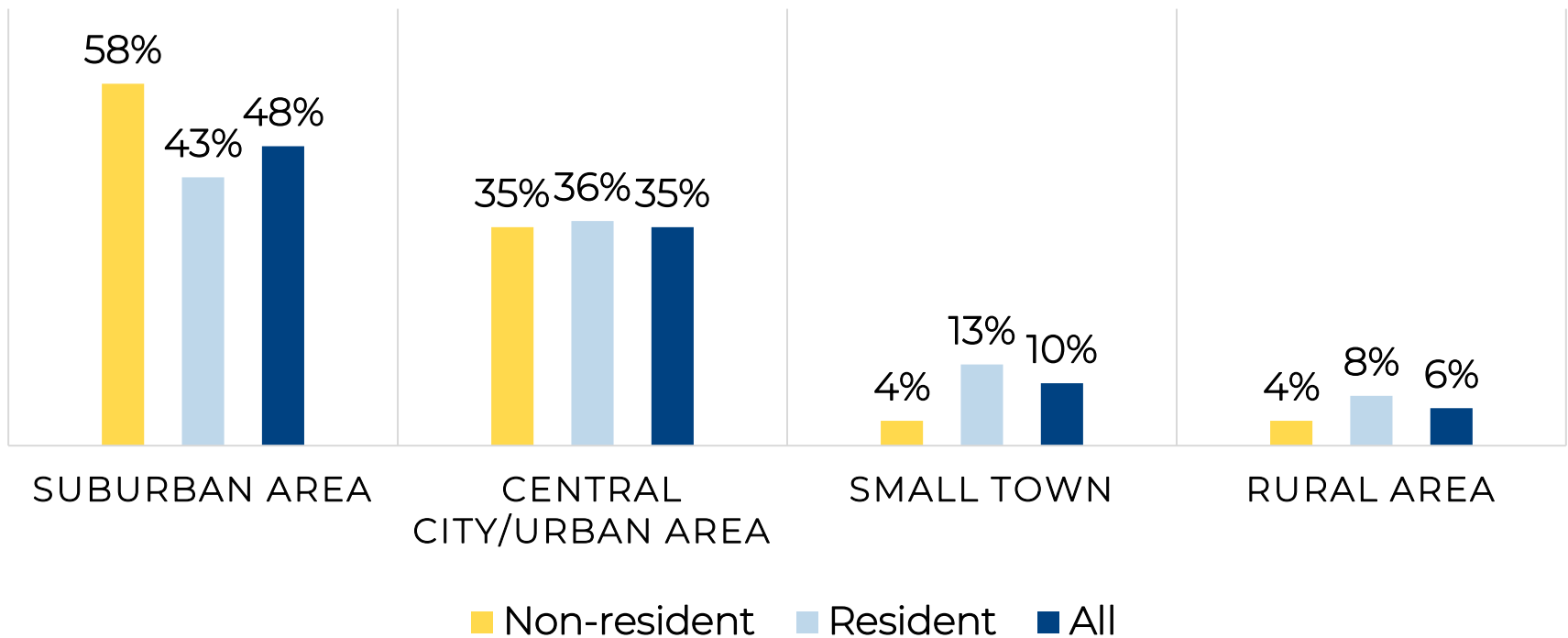
## TYPE OF PROPERTY



# 48% Purchased in a Suburban Area

Compared to 44% among all U.S. foreign buyers nationally

## TYPE OF AREA WHERE FOREIGN BUYERS PURCHASED PROPERTY

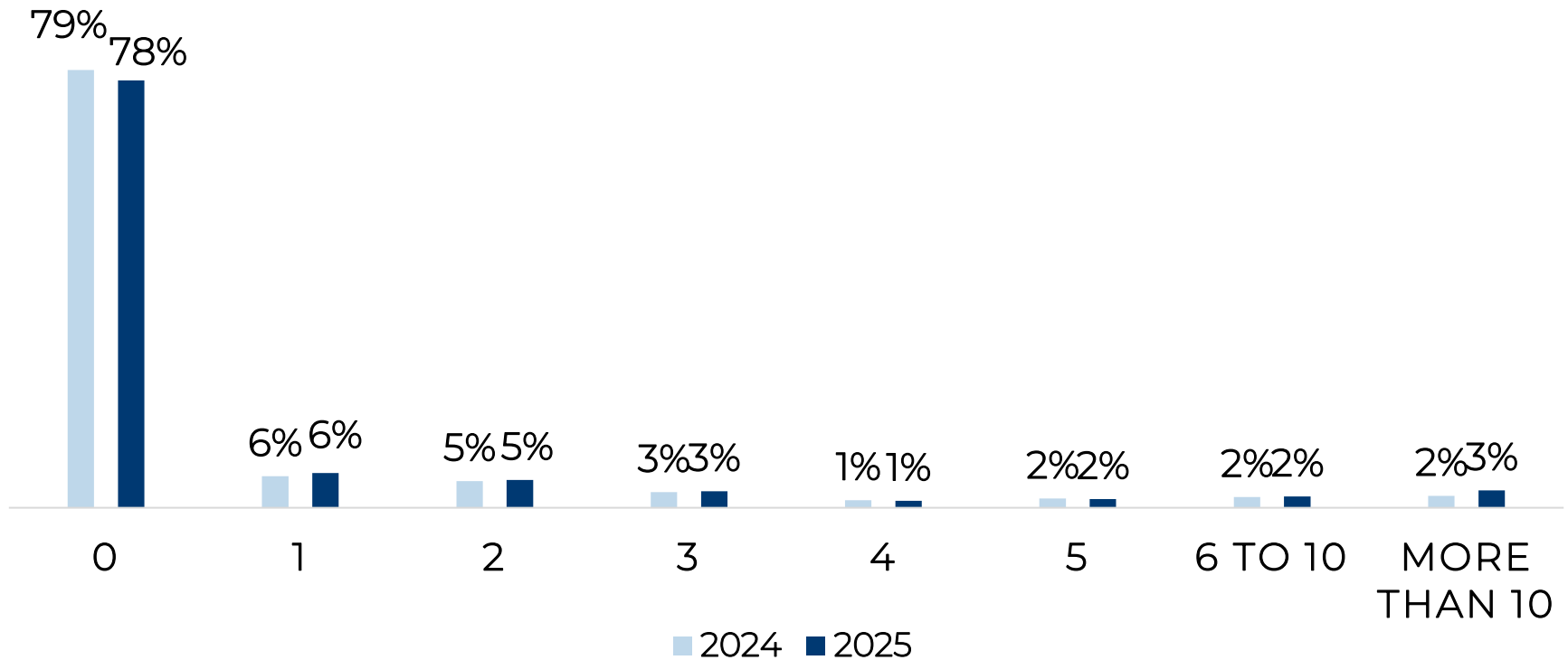


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# INTERNATIONAL BUSINESS TRENDS

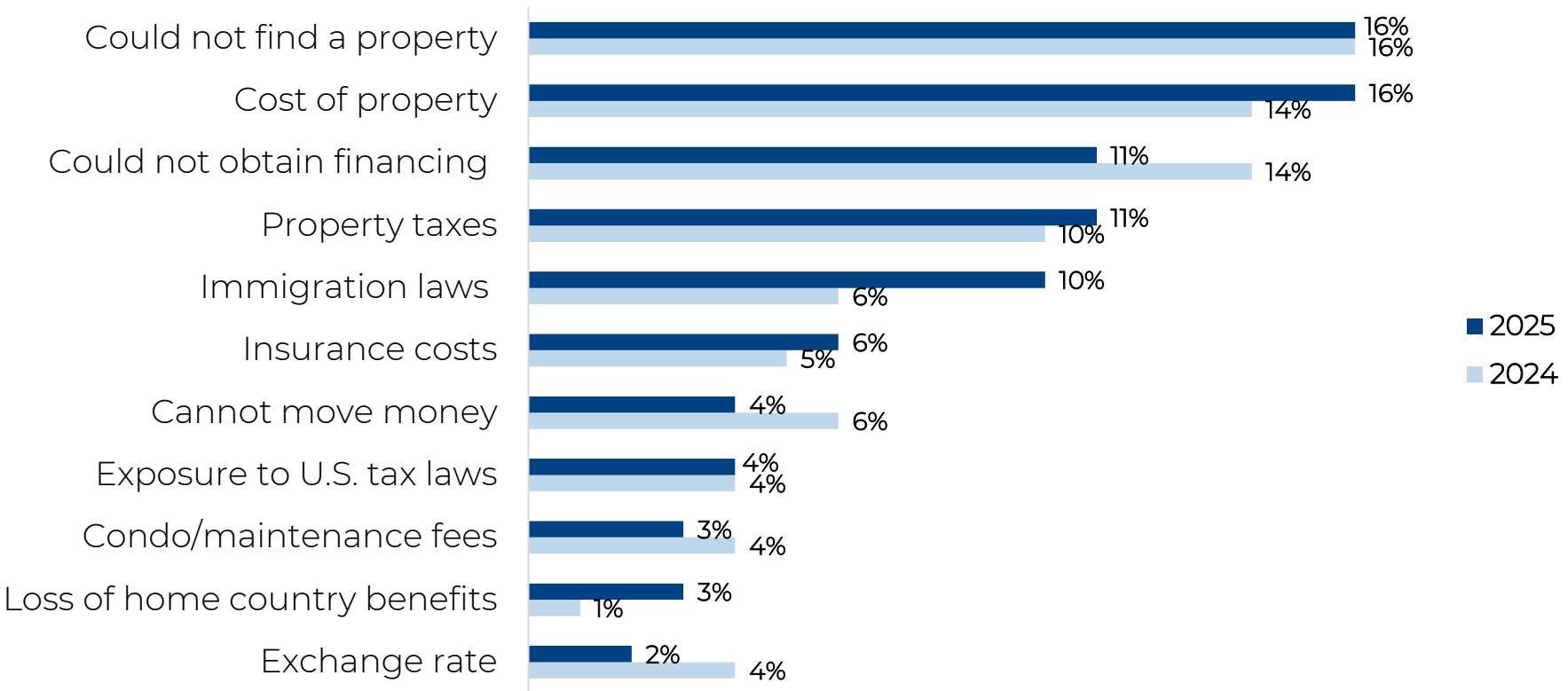
# 22% of Respondents Had an International Client Compared to 20% among all U.S. respondents nationally

## NUMBER OF INTERNATIONAL CLIENTS WHETHER OR NOT CLIENT PURCHASED A PROPERTY



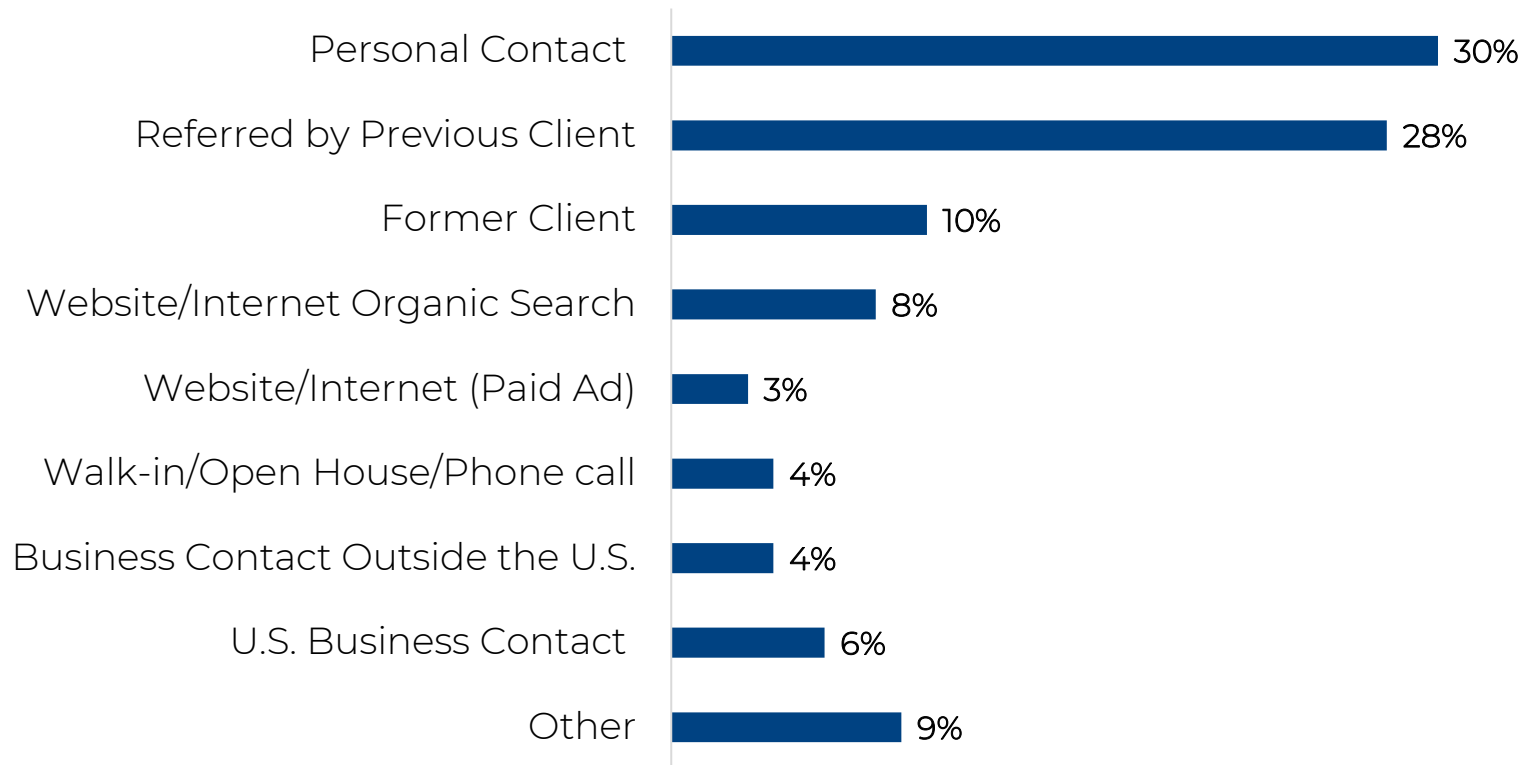
# Reasons Client Decided Not to or Could Not Purchase Property: Inventory & Property Costs

## REASONS FOREIGN CLIENT DECIDED NOT TO PURCHASE PROPERTY



# 78% of Leads Came From Personal/Business Contacts

## SOURCE OF LEADS/REFERRALS





# Appendix: Calculation of Foreign Buyer Purchases

Estimation of Foreign Buyer Purchases in the Houston Association of REALTORS® Market Area April 2024 - March 2025		
Line 1	Foreign Buyer Purchases in Texas	7,500
Line 2	Foreign Buyer Purchases in HAR Market Area*	1,900
Line 3	Share of Type A foreign buyers	34%
Line 4	Share of Type B foreign buyers	66%
Line 5	Non-resident (Type A) foreign buyer purchases (units)	650
Line 6	Resident (Type B) foreign buyer purchases (units)	1,250
Line 7	Average foreign buyer purchase price of Type A buyers	\$592,000
Line 8	Average foreign buyer purchase price of Type B buyers	\$538,900
Line 9	Dollar volume of homes purchased by Type A buyers	\$384,800,000
Line 10	Dollar volume of homes purchased by Type B buyers	\$673,625,000
Line 11	Dollar volume of homes purchased by foreign buyers	\$1,058,425,000
Memo items		
Line 12	HAR closed sales	85,277
Line 13	Foreign buyer purchases as a percent of closed sales	2.2%

\*Calculations assume that HAR share of foreign buyers to total Texas foreign buyers is the same as HAR's market share of all closed sales.

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

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Founded in 1918, the Houston Association of REALTORS® (HAR) is a 50,000-member organization of real estate professionals engaged in every aspect of the industry, including residential and commercial sales and leasing, appraisal, property management and counseling. It is the largest individual dues-paying membership trade association in Houston as well as the second largest local association/board of REALTORS® in the United States.



## NATIONAL ASSOCIATION OF REALTORS®

As America's largest trade association, the National Association of REALTORS® is involved in all aspects of residential and commercial real estate. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics. For free consumer guides about navigating the homebuying and selling transaction processes – from written buyer agreements to negotiating compensation – visit [facts.realtor](https://facts.realtor).

## NATIONAL ASSOCIATION OF REALTORS® Research Group

The Mission of the NATIONAL ASSOCIATION OF REALTORS® Research Group is to produce timely, data-driven market analysis and authoritative business intelligence to serve members, and inform consumers, policymakers and the media in a professional and accessible manner.

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