



Key Texas Realtor Stats 2011

Prepared for Realtors® and Mortgage Lenders

By Referrals Matters and Referralsmatters.com

Buyers and Sellers in Texas

34% of 2011 Texas Home Buyers were First Time buyers in 2011 – NAR

The Median Household Income for 2011 Buyers was \$92,300 – NAR

They typical Texas Buyer saw 10 homes in 10 weeks before buying, 2011 – NAR

92 % of buyers were satisfied with the purchase process in Texas, 90% - NAR

Selection of Real Estate Agents—Nar, 2011

79 % of Real estate clients based their Realtor Selection on Relationship and Personal Characteristics

14 % based Knowledge of Agent,

3 % based on Brokerage or Company Association.

Texas Real Estate Sales

57 % of Texas Homes were sold in 2 Months or less

68 % of Texas Homes were sold in 3 Months or less

Realtor Referral Stats

Nearly 9 out of 10 recent Texas home purchasers would recommend their Realtor – NAR

83% of Sellers would recommend or use Realtor® again, 2011 – NAR

However only, 14% actually used their Realtor again, 2011 – NAR