

2022

**CENTRAL TEXAS INTERNATIONAL
HOMEBUYERS REPORT**

AUSTIN board
of **REALTORS**®

GLOBAL



The world has taken notice of Central Texas, and it is a popular destination for international investors and homebuyers due to its **resilient and diverse economy, high quality of life, and entrepreneurial and creative culture**. Central Texas has become the **go-to destination for significant technology hubs and innovative thinkers from around the globe**.

As the real estate market becomes more globalized, there is an increasing demand for real estate agents familiar with the needs of international investors and foreign national home buyers. We continue to embrace innovation, technology, and data in the global real estate industry to meet this demand. This will allow us to serve our community better and continue to position ourselves as a leading destination for real estate investment. **Viewing Central Texas real estate market trends through a global lens will give real estate agents a competitive edge in this growing market.**

Both domestic and global companies are investing in retaining and expanding their regional footprint. At the same time, the region has seen a boom in residential construction as investors look to capitalize on the area's increasing population.

The **2022 Central Texas International Homebuyers Report** respondents reported increased international transactions year over year, from 19% in 2021 to 41% in 2022. Respondents also reported an increase in transactions in a five-year lookback from 21% in 2021 to 49% in 2022. The dollar volume of foreign buyer purchases dipped slightly to \$613M in 2022 from \$634M in Central Texas 2021. The median home price of foreign buyers' purchases rose to \$513,900 in 2021 in Central Texas, up from \$428,100 in 2021 and \$381,030 in 2022. Purchase prices by international buyers continue to remain above the Austin Metropolitan Statistical Area (MSA) of \$500,000, which was reported during the same survey time period.

Of the eighteen-county area, 79% of the foreign buyers purchased in Travis County inside the City of Austin (23%), outside of the city of Austin (23%) to receive the largest share of foreign buyers totaling 46%. Williamson County had 33% of the foreign buyers in Central Texas, followed by Hays County, Bastrop, and Caldwell counties at 4%, 1%, and 1%, respectively.

Austin is a city that attracts a lot of foreign direct investment, so being able to help global clients navigate the Austin real estate market is a valuable skill.

EXECUTIVE SUMMARY

Global Real Estate and the Remote Worker

Remote working has many benefits, including the ability to live and work anywhere in the world. As remote working becomes more popular, Austin has been feeling the effects of both companies and people adopting the remote work life and choosing Austin as their destination. According to a recent Forbes study, remote workers are searching for locations with warm weather all year and reliable, high-speed internet. Austin and the surrounding community enjoy both—offering a sunny outdoor lifestyle and a technology and innovation hub throughout the region matched by a few communities. During the survey period, the Austin Chamber of Commerce reported over 32,000 jobs created in the Austin region with leading sectors in information technology, business, and financial services, defense and security, telecommunications, and manufacturing. A few companies that launched in Austin this past year include AnthemIQ, a commercial real estate search software, and CrowdStreet, an online commercial real estate investment marketplace, with a cryptocurrency mining company, Blockcap, all headquartered in Austin. This trend can also translate to an international lifestyle.

Global Recognition

International companies such as Dell Technologies, Whole Foods Market, and Vrbo are just some of the Austin-based companies with global operations. High-tech giants like Samsung and consumer-friendly brands like Disney are buying land and expanding into Central Texas. In addition, high-profile Silicon Valley companies, including Amazon, Google, Oracle, and Tesla, in some cases have moved their headquarters, and all have expanded their operations into Austin. First known as the “Live Music Capital of the World,” Austin has gained global recognition for its many festivals and attractions, such as the South by Southwest (SXSW) Festival and the Austin City Limits Music Festival. The Central Texas region is global in scope, with world-class education options. Students in the region have access to 29 public school districts, 27 charter school districts, and over 100 private schools. In addition, the University of Texas and 26 other public and private universities and colleges provide an ample supply of well-educated workers to area employers. Also, sports are adding to the regional spotlight with Austin FC, an American professional soccer club, and Formula One, the highest class of international racing for open-wheel single-seater formula racing cars sanctioned by the Fédération Internationale de l'Automobile (FIA) is getting Austin noticed on the international stage and reportedly contributed a significant economic impact on the Austin area economies.

International Investment—Residential & Commercial

Ranked the top exporter in the U.S. since 2002, Texas exported a record \$375 billion worth of goods in 2021 alone. Texas is a top global destination for foreign direct investment (FDI), with 33 foreign trade zones and more than 1,700 foreign corporations with ongoing operations in the state—making our population one of the most diverse in the country. Texas ranked third and accounted for 8% of all international home purchases in the U.S., behind Florida at 24% and California at 11%, according to the National Association of REALTORS® 2022 Profile of International Transactions in U.S. Residential Real Estate.

According to the Austin Chamber of Commerce, Austin garners 12 percent of the state's foreign direct investment (FDI) and has nearly 300 foreign-owned firms to its credit. Texas also ranks No. 2 in the U.S. for commercial real estate buyers working with REALTORS®, according to NAR's 2022 Commercial Real Estate International Business Trends Report.



REPORT HIGHLIGHTS

\$613 Million in Sales Dollar Volume

Foreign buyers purchased \$613 million of residential properties, or 3% of total home sales dollar volume in Travis, Williamson, Hays, Bastrop, and Caldwell counties from April 2021-March 2022. This remained virtually flat from \$634 million in 2021. The market still feels the effects of the COVID-19 pandemic from \$800 million in 2020.

Top Four Countries of Origin for Foreign Buyers in Central Texas

From April 2021-March 2022, the top four countries of origin for foreign buyers in Central Texas were **India** (21%), **Mexico** (10%), **China** (6%), and **Canada** (4%). India jumped to the top in 2022, bumping Mexico, China, and Canada, each down one spot from 2021.

Median Purchase Price

Foreign buyers' median purchase price is **\$513,900**, which is higher than the median sales price of foreign buyers nationally (\$366,100) and the Austin-Round Rock MSA median price (\$500,000) during the survey period.

Asia and the Americas

Central Texas remains a popular destination for homebuyers from **Asia and the Americas**. Foreign buyers from Asia/Oceania rose to 39% in 2022, up from 38% in 2021 and 29% in 2020. North and Latin America* dropped to 27% in 2022, from 32% in 2021 and 38% in 2020 of purchases in the Austin-Round Rock MSA.

International Destinations Targeted by Central Texas Residents

In 2022, respondents reported that **clients searching abroad** took a sharp downturn for Central Texas to 14% with a **sharp focus on four countries Mexico** (19%), **China** (8%), **Costa Rica** (6%), and **India** (5%). Other outbound countries that topped the list are **Italy** (3%), **the United Kingdom** (3%), **Brazil** (2%), **Canada** (2%), **Cambodia** (2%), **Chile** (2%), **Germany** (2%), **Iran** (2%), **Saint Lucia** (2%), and **Turkey** (2%).

International Investment Impact of the COVID-19 Pandemic

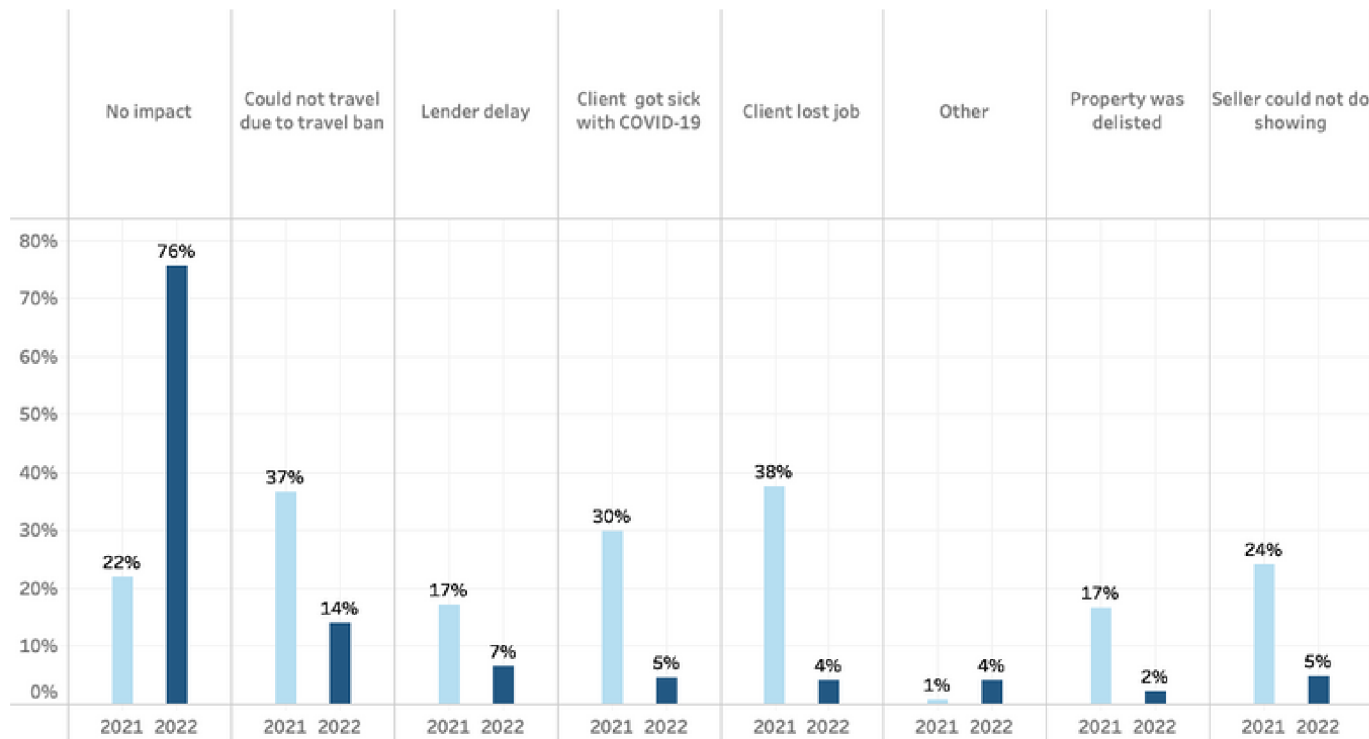
As the COVID-19 pandemic continued to challenge foreign travel, respondents saw a significant improvement from the 2021 Central Texas International Homebuyers survey, with 76% of respondents reporting COVID-19 has no impact on their client's ability to invest, while the clients who could not travel due to the travel ban dropped from 37% in 2021 to 14% in 2022 during the survey period. Respondents reported that the number of international transactions was up, the median price was up, and the overall international inbound market sales dollar volume was considered stable.

*Mexico is included in Latin America/Caribbean, although it is geographically part of North America.

INTERNATIONAL INVESTMENT IMPACT OF THE COVID-19 PANDEMIC

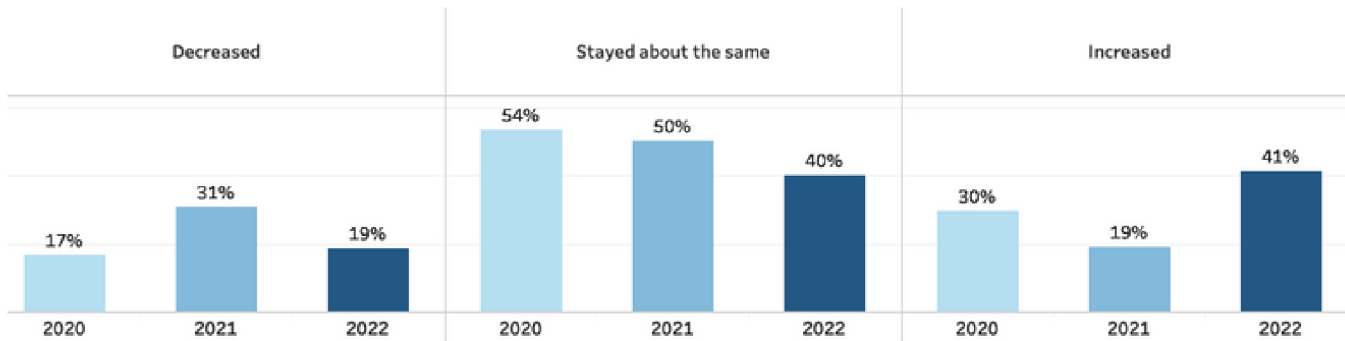
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PERCENTAGE DISTRIBUTION OF RESPONSES ON HOW COVID-19 IMPACTED TRANSACTIONS WITH NON-RESIDENT CLIENTS

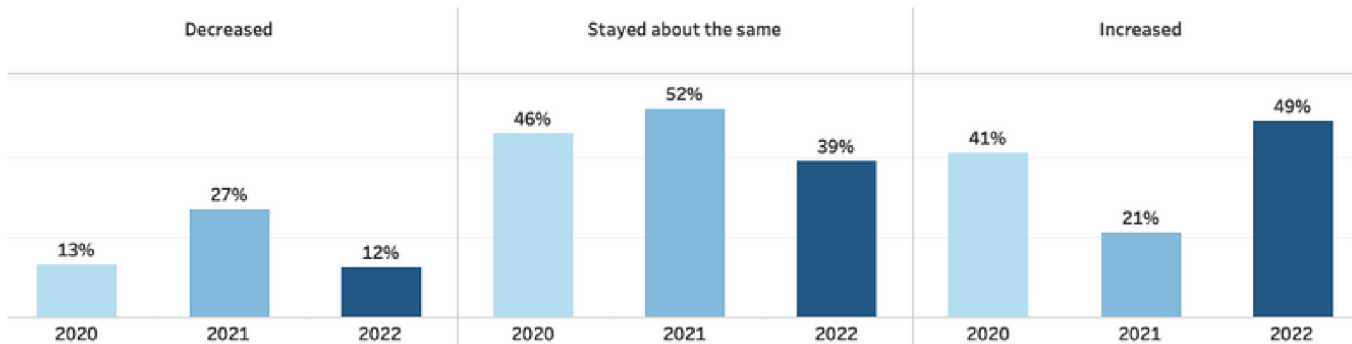


INTERNATIONAL INVESTMENT IMPACT OF THE COVID-19 PANDEMIC

MORE RESPONDENTS REPORTED AN INCREASE IN INTERNATIONAL TRANSACTIONS



OVER THE PAST FIVE YEARS



FOREIGN BUYER PURCHASES IN CENTRAL TEXAS

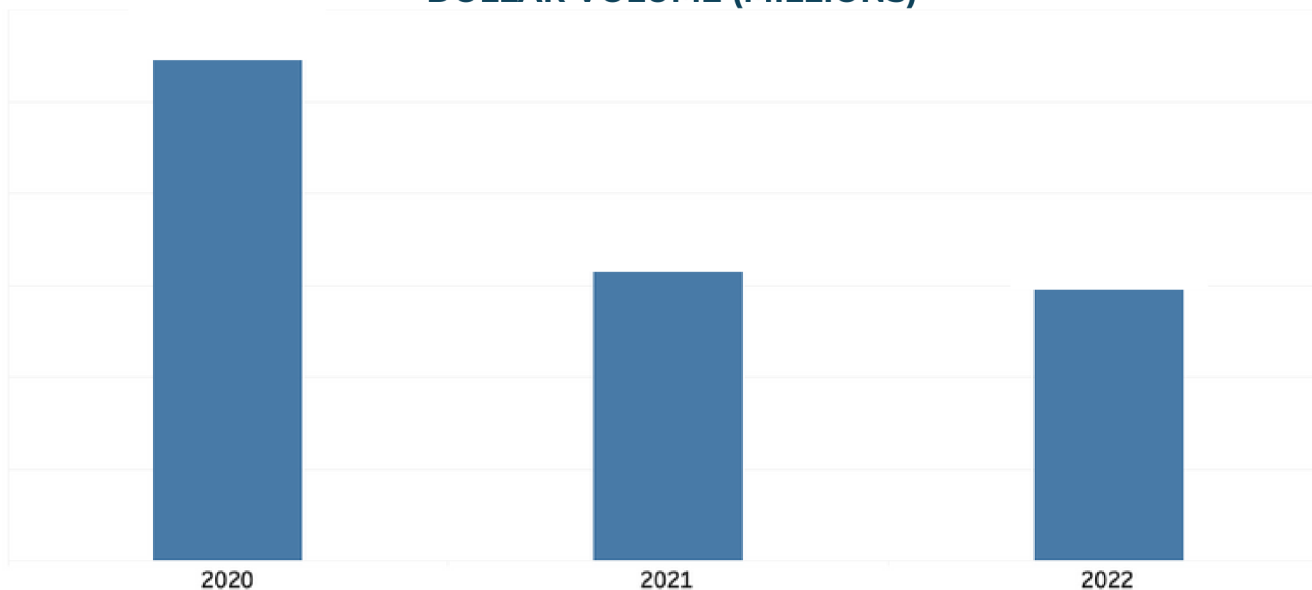
The world has taken notice of Central Texas, and it is a popular destination for international investors and homebuyers due to its resilient and diverse economy, high quality of life, and entrepreneurial and creative culture. Central Texas has become the go-to destination for significant technology hubs and innovative thinkers from around the globe.

2020
\$800 MILLION

2021
\$634 MILLION

2022
\$613 MILLION

DOLLAR VOLUME (MILLIONS)



*Based on total home sales of \$23.8 billion on 40,178 properties in the counties of Travis (Outside Austin), Travis (Inside Austin), Bastrop, Williamson, Caldwell, and Hays during April 2021-March 2022; data was provided to the National Association of REALTORS® (NAR) from ACTRIS Multiple Listing Service (MLS) statistics and Austin Board of REALTORS®.

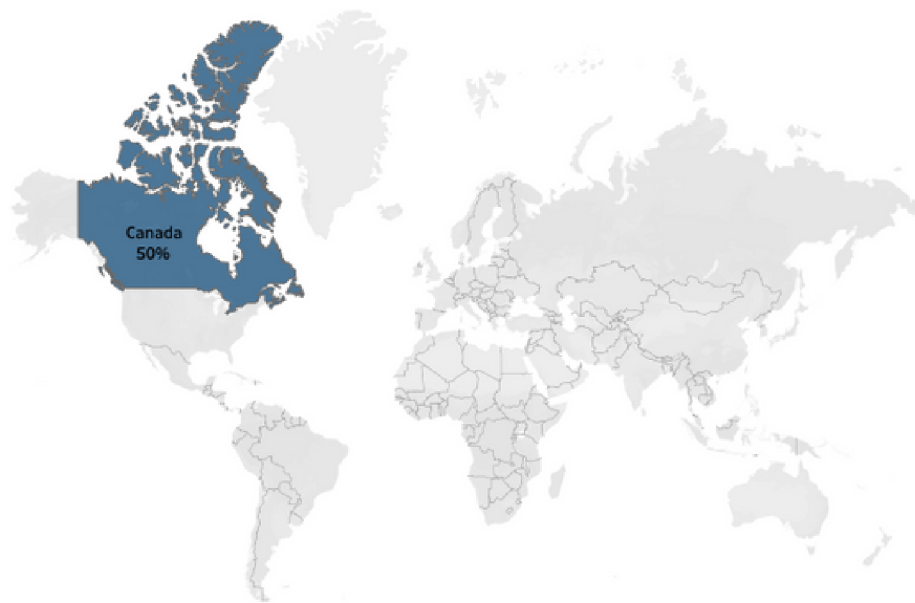
ORIGIN OF INTERNATIONAL BUYERS

Travis County

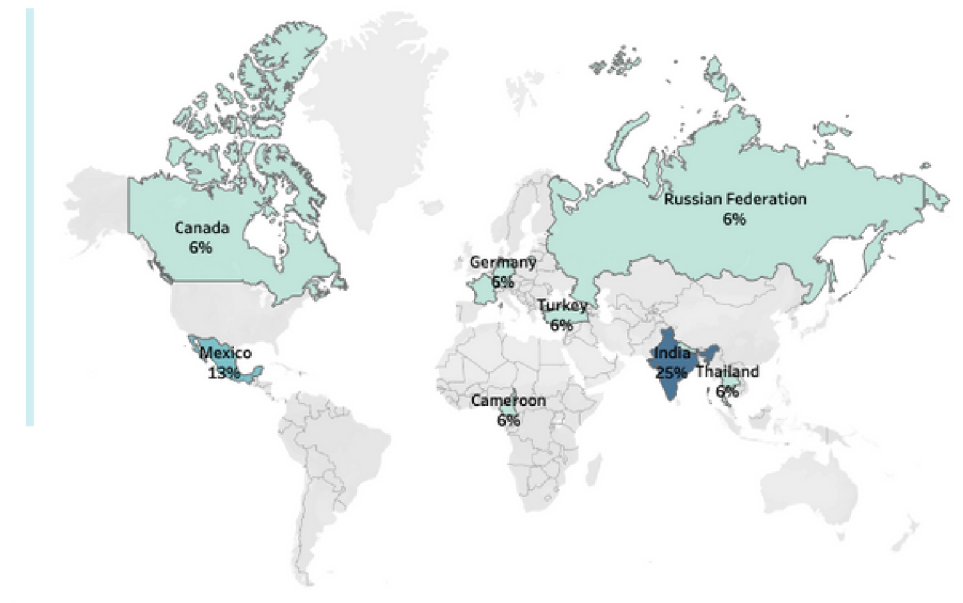
FOREIGN BUYERS IN THE COUNTRY

Travis County inside the City of Austin were from **Canada** (50%). Travis County outside of the City of Austin were from **India** (25%), **Mexico** (13%), **Canada** (6%), **Cameroon** (6%), **Germany** (6%), **Thailand** (6%), **Turkey** (6%), **Russia Federation** (6%).

INSIDE THE CITY OF AUSTIN



OUTSIDE THE CITY OF AUSTIN



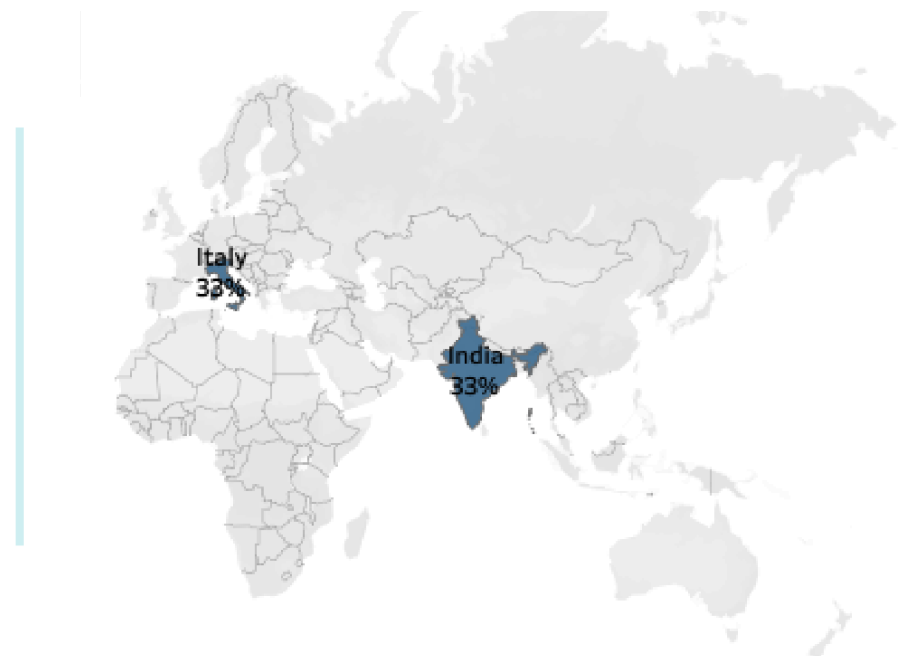
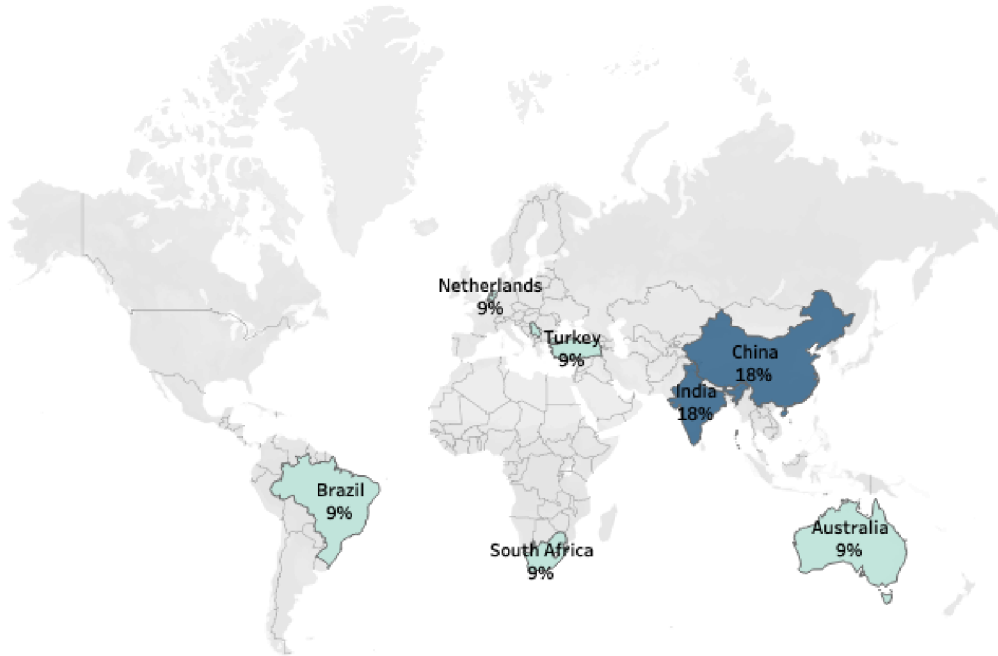
ORIGIN OF INTERNATIONAL BUYERS

Williamson & Hays County

FOREIGN BUYERS IN THE COUNTRY

Williamson County foreign buyers were from **China** (18%), **India** (18%), **Australia** (9%), **Brazil** (9%), **Netherlands** (9%), **South Africa** (9%), and **Turkey** (9%).

Hays County foreign buyers were from **India** (33%) and **Italy** (33%).



ORIGIN OF INTERNATIONAL BUYERS

Asia and the Americas

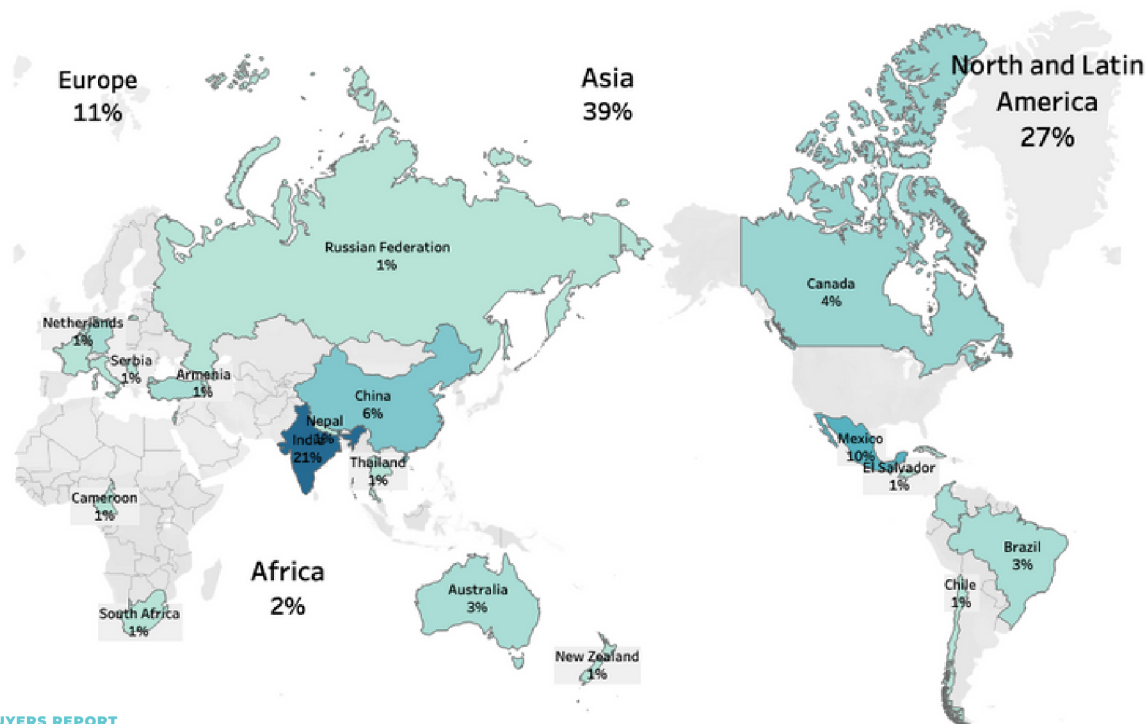
FOREIGN BUYERS IN CENTRAL TEXAS

As the world becomes increasingly interconnected, investors from all over are looking to capitalize on opportunities in new markets. Central Texas has become a popular destination for homebuyers from Asia and the Americas, as the region offers a variety of attractive features.

For Indian homebuyers, Central Texas provides an affordable alternative to expensive metropolitan areas like New York City and San Francisco. The region also offers a diverse range of housing options, from apartments and condos to single-family homes. And with its central location, Central Texas is a great place to live for commuters who work in Austin or San Antonio corridor.

By region of origin, Asia and Americas buyers emerged as the largest group of buyer—**Asia (39%)**, **North and Latin America (27%)**, **Europe (11%)**, and **Africa (2%)**.

MAIN REGION OF ORIGIN OF CENTRAL TEXAS FOREIGN BUYERS



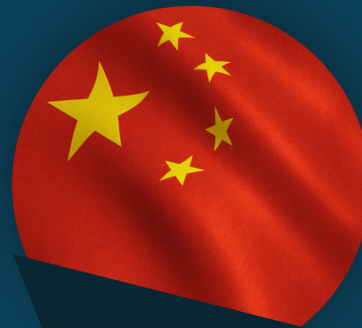
TOP 4 COUNTRIES OF ORIGIN INTERNATIONAL BUYERS IN CENTRAL TEXAS



INDIA 21%



MEXICO 10%



CHINA 6%



CANADA 4%

Among the top four countries, foreign buyer origins in Central Texas are from **India** (21%), **Mexico** (10%), **China** (6%), and **Canada** (4%). The median price for foreign buyers was **\$513,900** in **2022**, up from \$428,100 in 2021. Travis County (inside and outside of the City of Austin) saw the biggest impact of foreign buyers at **44%**, **Williamson County** at **34%**, with **Bastrop** and **Hays Counties** at **3%**, respectively.

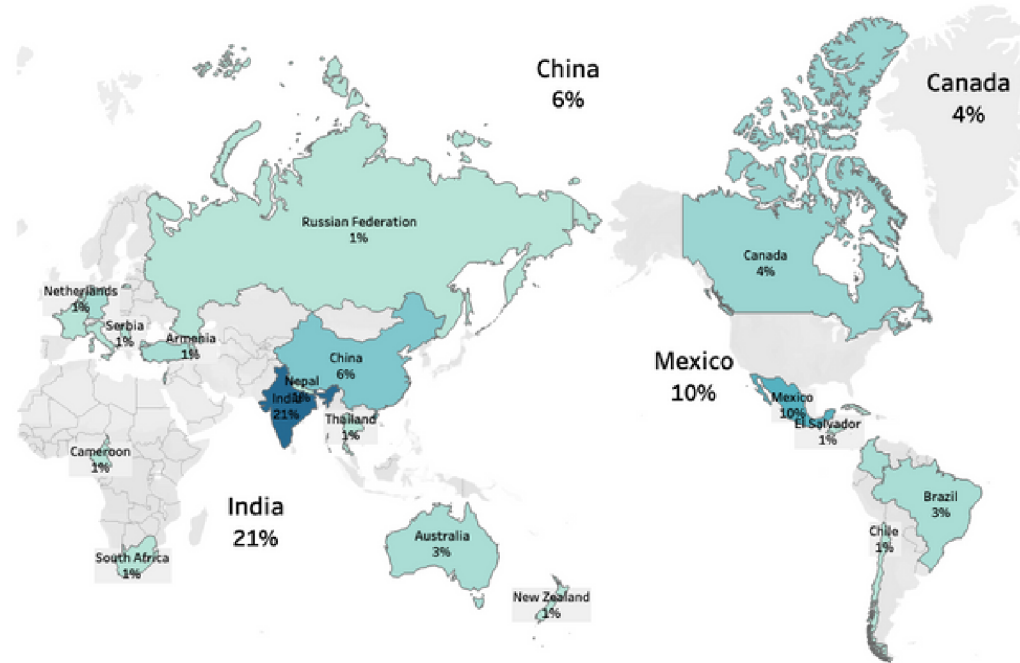
The leading price range for foreign buyers was between \$500,001-\$625,200 at 19%, while over 45% of the buyers purchased property over \$500,001. 63% of all foreign buyers in Central Texas used a U.S. mortgage to finance the property, 28% paid all cash, and 6% received financing from their home country. A suburban area was the leading type of area foreign nationals in Central Texas purchased at 58%, followed by a central city/urban area (26%), a small town (10%), and rural (6%), and the intended use is predominantly primary residence (59%), residential rental (25%) and vacation home/rental (6%).

Respondents also reported that the source of foreign national client leads was previous client referrals (33%), a former client (13%), website/internet paid ad (13%), personal contact (10%), walk-in/phone call (10%), website organic (7%) and U.S. business contact (3%).

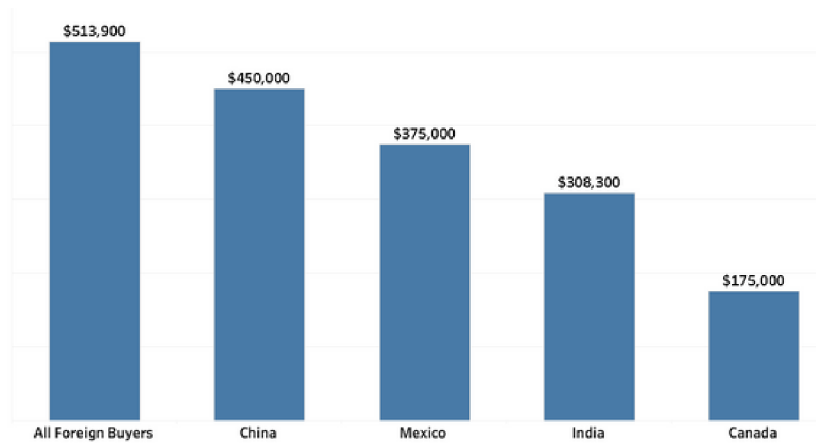
*China includes Mainland China, Taiwan, and Hong Kong

INTERNATIONAL BUYERS IN CENTRAL TEXAS

Top Countries of Origin

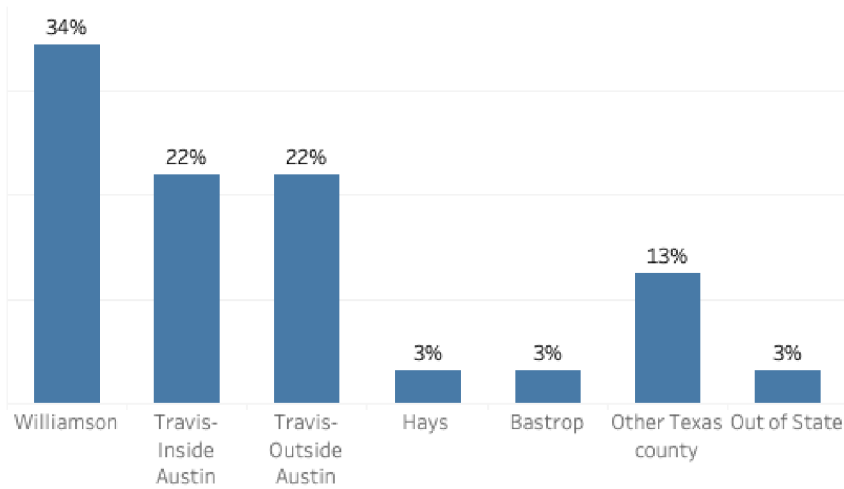


MEDIAN FOREIGN BUYER PURCHASE PRICE

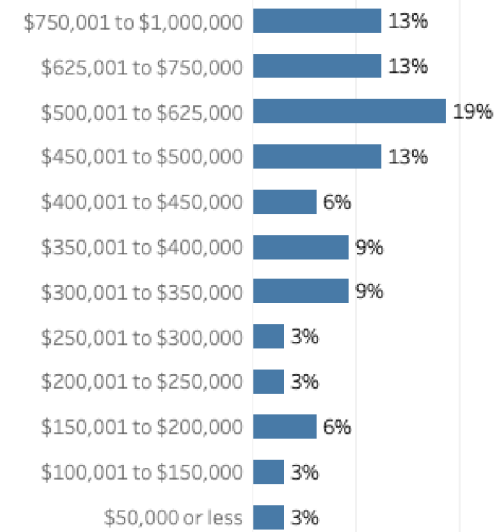


CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - OVERALL

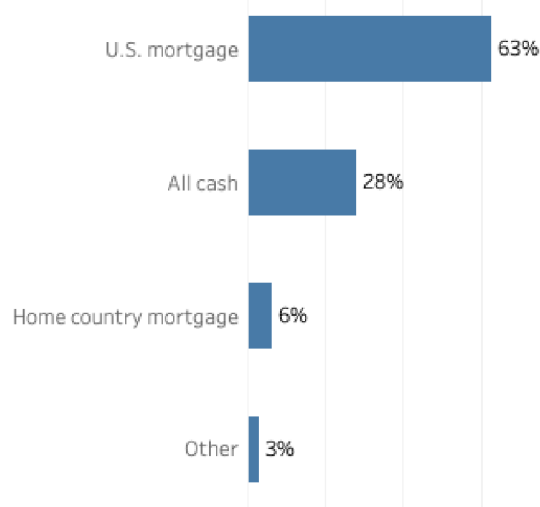
LOCATION OF PROPERTY PURCHASED



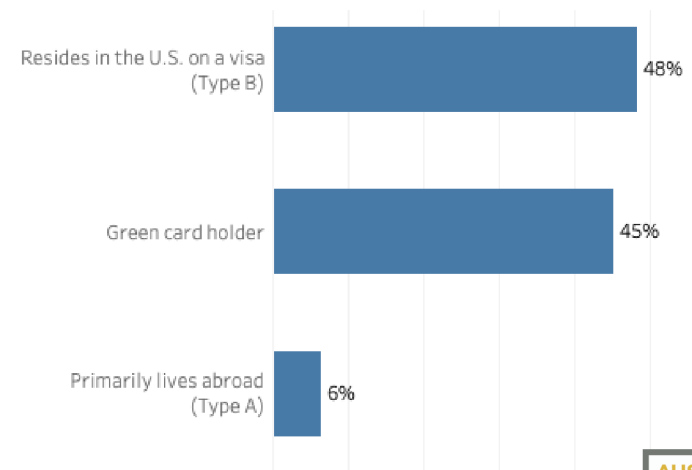
PRICE RANGE



TYPE OF FINANCING

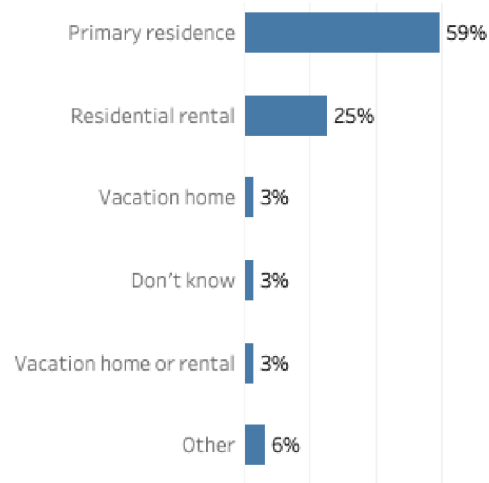


TYPE OF FOREIGN BUYER

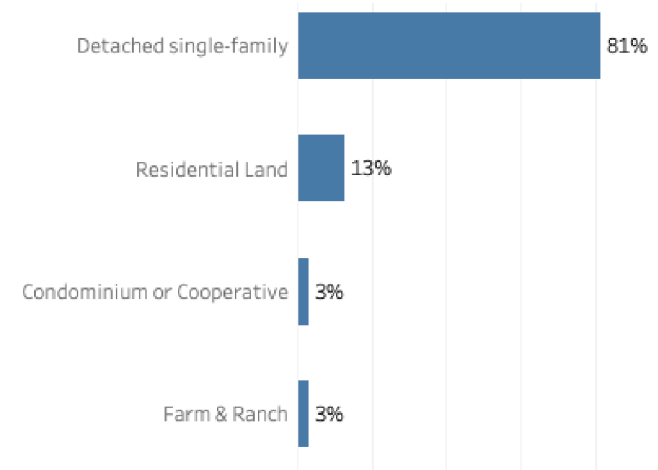


CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - OVERALL

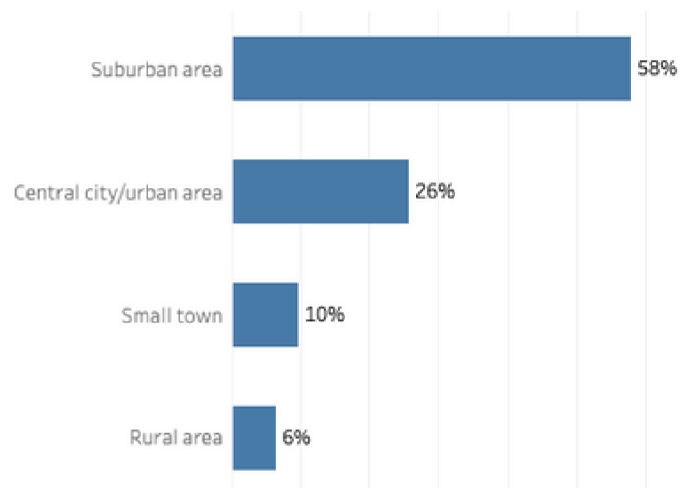
INTENDED USE



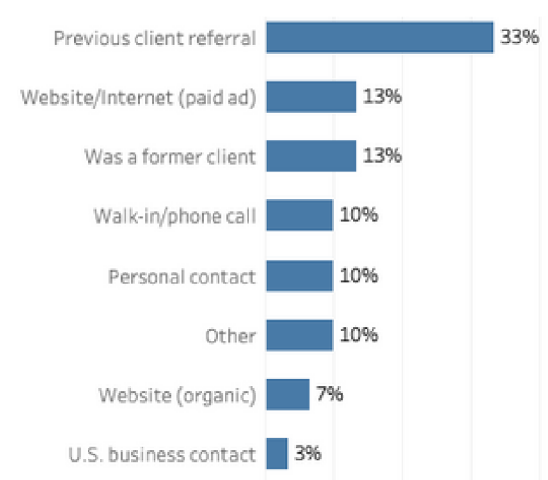
PROPERTY TYPE



TYPE OF AREA

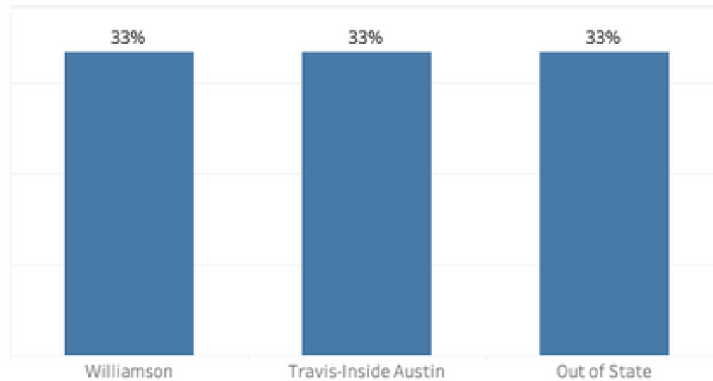


SOURCES OF LEADS

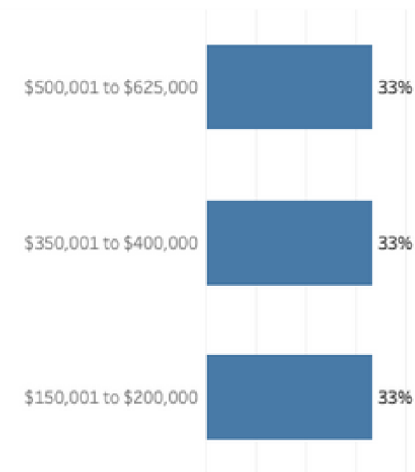


CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - OVERALL

LOCATION OF PROPERTY PURCHASED



PRICE RANGE



Of the eighteen-county area, 79% of the foreign buyers purchased in Travis County inside the City of Austin (23%), outside of the city of Austin (23%) to receive the largest share of foreign buyers totaling 46%. Williamson County had 33% of the foreign buyer purchases in Central Texas, followed by Hays County, Bastrop, and Caldwell counties at 4%, 1%, and 1%, respectively.

Foreign buyers overall were from **India** (77%), **Canada** (56%), **China** (35%), **El Salvador** (17%), **Turkey** (15%), **Australia** (9%), **Brazil** (9%), **South Africa** (9%), **Cameroon** (6%), **Thailand** (6%) and **Russia Federation** (6%).

CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - INDIA

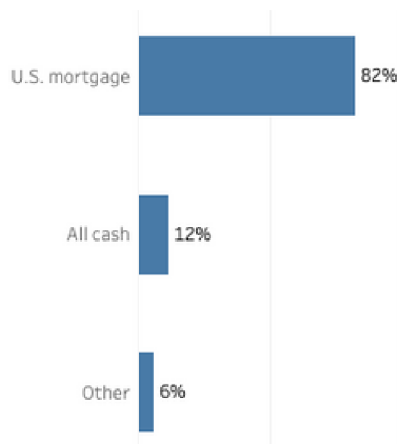


India took the top spot among the top foreign buyers in Central Texas. India leads with 53% percent of purchases in Williamson County, followed by 24% of the purchases in Travis County inside the City of Austin, 18% in Travis County outside the City of Austin, and 6% in Hays County.

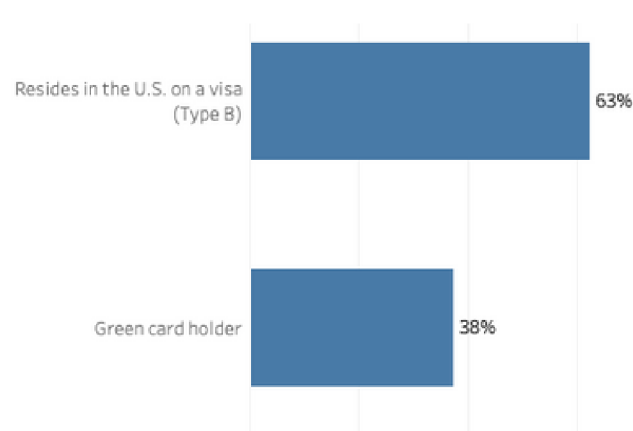
Most foreign buyers from India use U.S. mortgage financing (82%) to purchase a property, while 12% of purchases are all-cash purchases. Buyers from India focus on detached single-family home property type (94%) and 6% on residential land. The property is their primary residence (59%), and 35% of purchases are used as residential rental property. Buyers reside in the U.S. on a visa (63%) or are green card holders (38%).

Respondents also reported that the source of foreign national client leads from India were previous client referrals (50%), website/internet paid ads (13%), personal contact (10%), walk-in/phone calls (13%), website organic (13%) and U.S. business contact (6%).

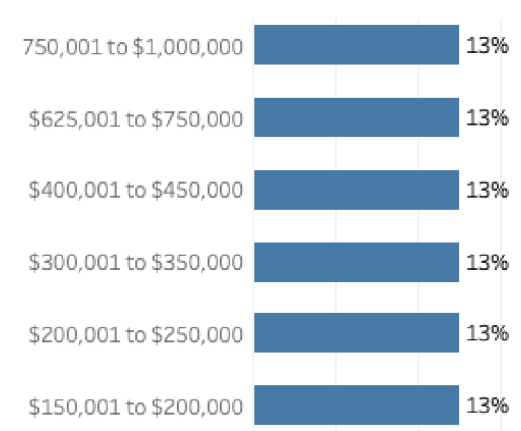
TYPE OF FINANCING



TYPE OF FOREIGN BUYER



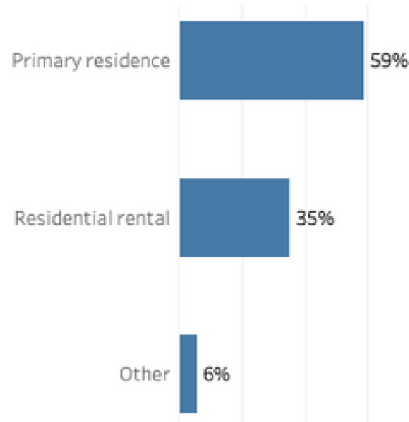
PRICE RANGE



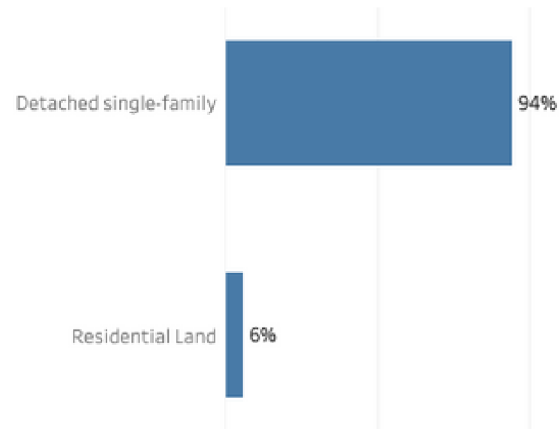
CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - INDIA



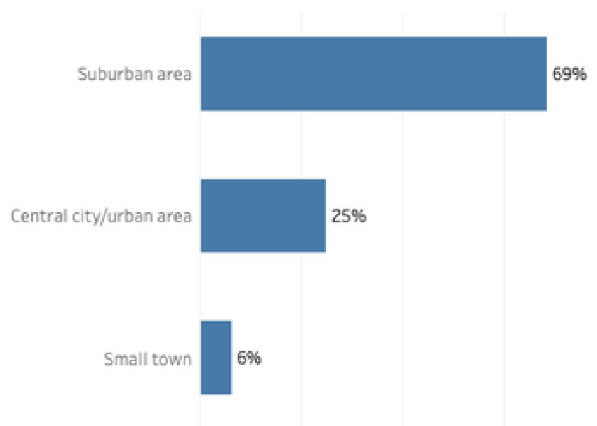
INTENDED USE



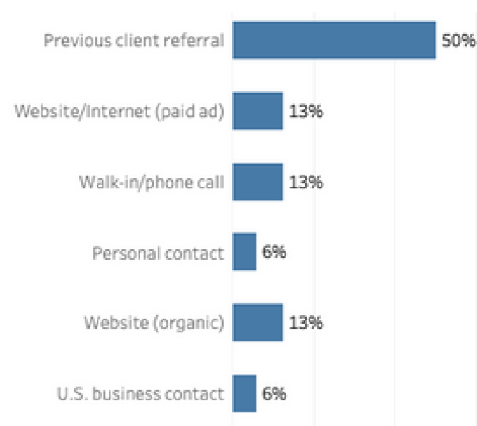
PROPERTY TYPE



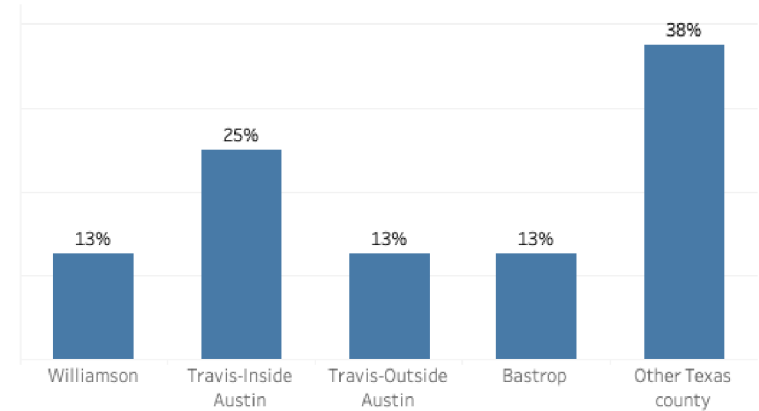
TYPE OF AREA



SOURCES OF LEADS



LOCATION OF PROPERTY PURCHASED



CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - MEXICO

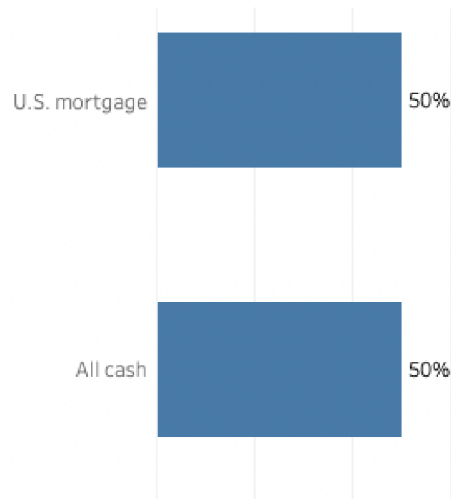
Mexico was ranked second among foreign buyers in Central Texas. Foreign buyers from Mexico purchased a property in Travis County inside the City of Austin (25%) and in Travis County outside the City of Austin (13%), with a combined total of 38%. Bastrop and Williamson County came in at 13%, while other Texas counties' choice (outside counties noted by name in the report) matched Travis County's 38%.

Most foreign buyers from Mexico split financing options evenly between U.S. mortgages (50%) and all-cash purchases (50%). Buyers from Mexico focus on detached single-family home property type (63%), 25% on residential land (6%), and 13% on farm and ranch properties. Fifty percent of buyers purchased the property as their primary residence (50%), 13% of purchases are used as a residential rental property, and 13% for vacation homes. Primarily Mexico buyers are residing in the U.S. on a visa (63%) or are green card holders (38%).

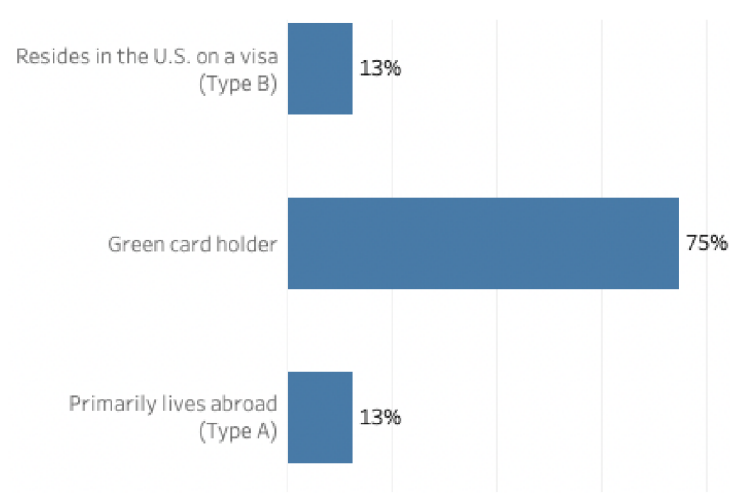
Respondents also reported that the primary sources of foreign national client leads from Mexico were previous client referrals (57%), website/internet paid ads (14%), and personal contact (14%).



TYPE OF FINANCING



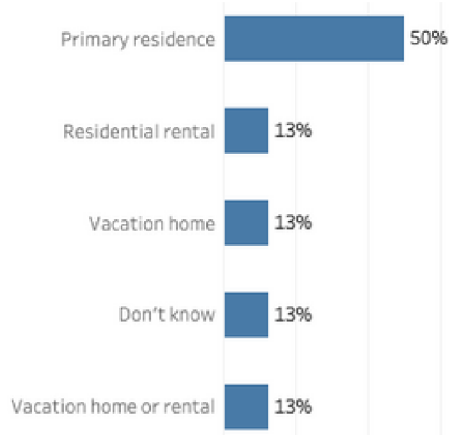
TYPE OF FOREIGN BUYER



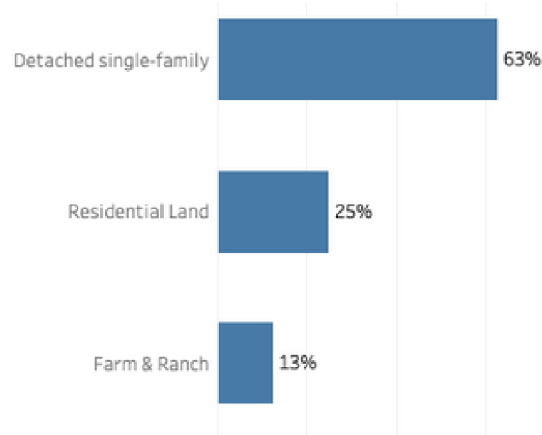
CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - MEXICO



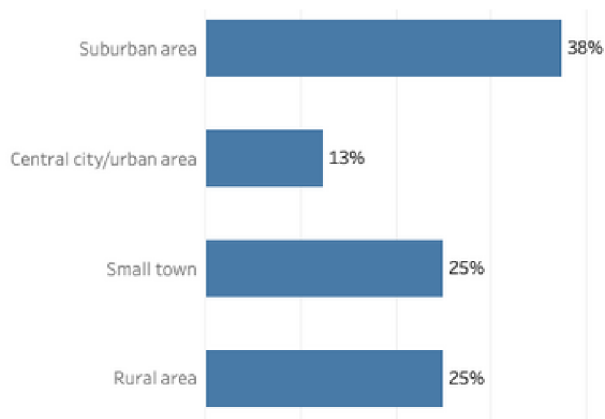
INTENDED USE



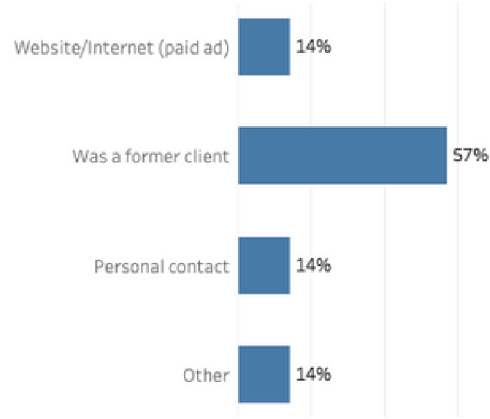
PROPERTY TYPE



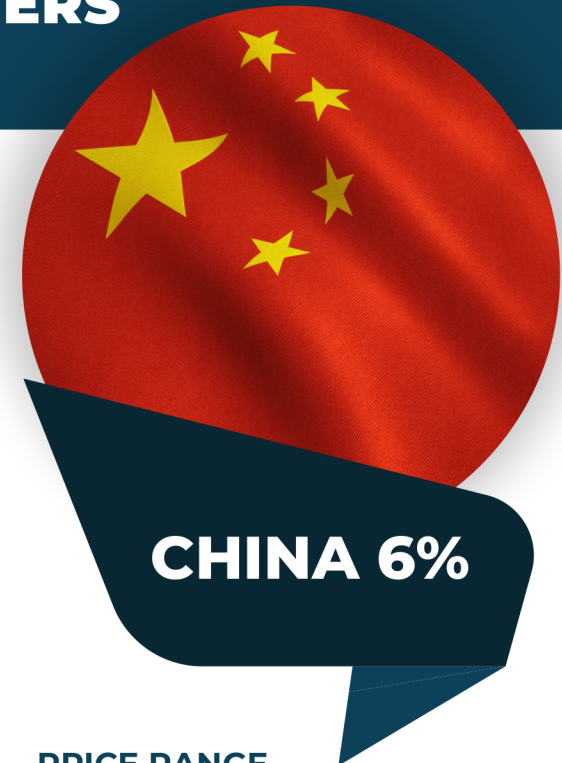
TYPE OF AREA



SOURCES OF LEADS



CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - CHINA

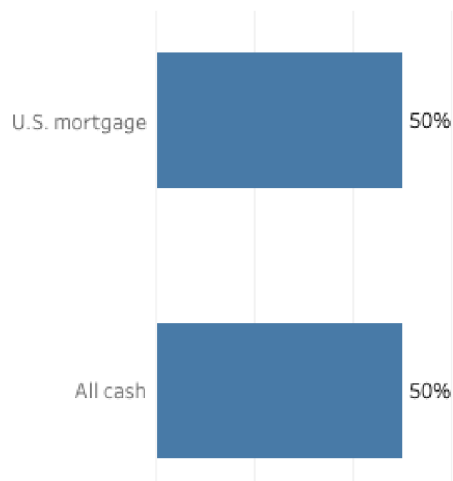


China was ranked third among the top foreign buyers in Central Texas. Foreign buyers from China purchased a property in Travis County outside the City of Austin (75%) and other Texas counties (25%). Respondents did not report any activity in Bastrop, Caldwell, or Hays counties.

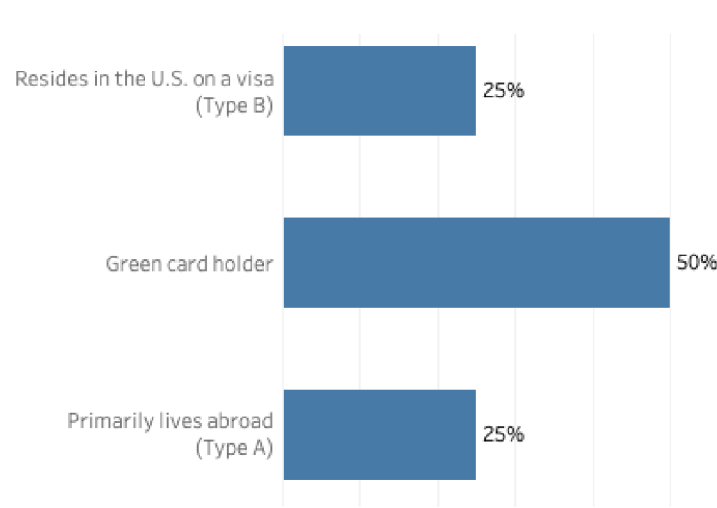
Most foreign buyers from China split financing options evenly between U.S. mortgages (50%) and all-cash purchases (50%). Buyers from China focused on detached single-family home property type (75%) and residential land (25%). The property is their primary residence (50%), and 25% of purchases are used as residential rental property. The type of foreign buyer was a U.S. green card holder (50%) or residing in the U.S. on a visa (25% Type A) and (25% Type B).

Respondents also reported that the primary sources of foreign national client leads from China were previous client referrals (25%), website/internet paid ads (25%), and walk-in/phone calls (25%).

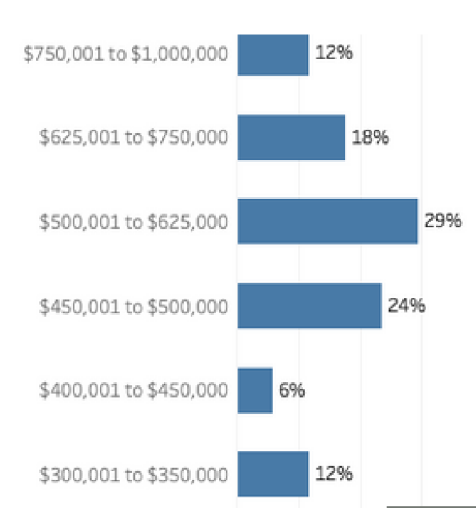
TYPE OF FINANCING



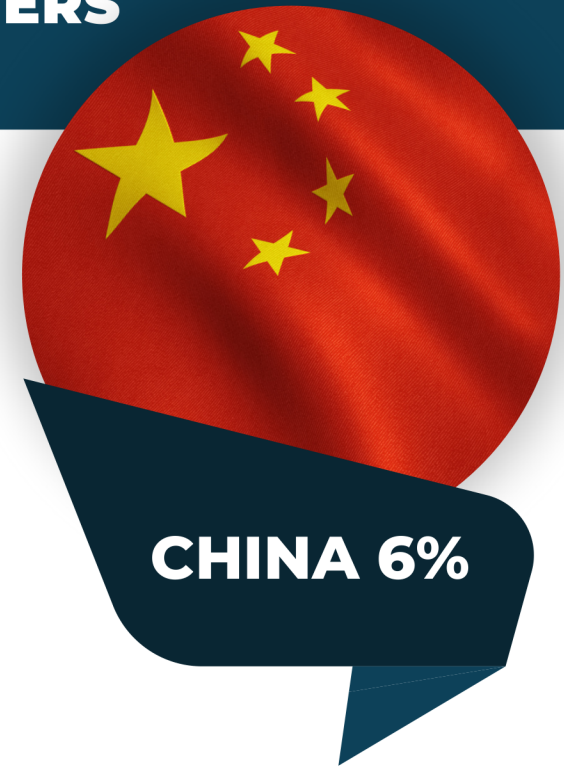
TYPE OF FOREIGN BUYER



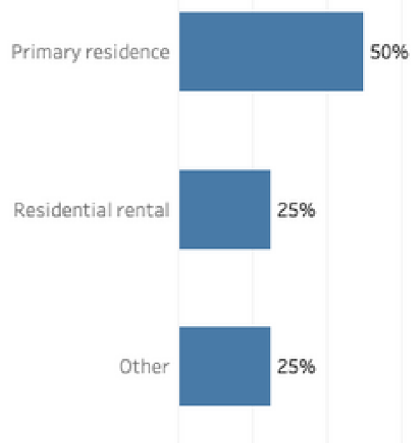
PRICE RANGE



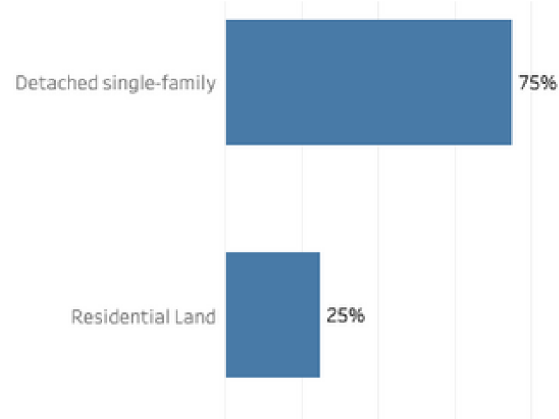
CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - CHINA



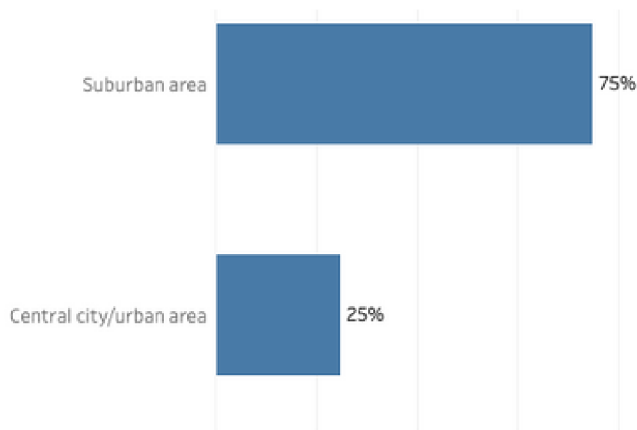
INTENDED USE



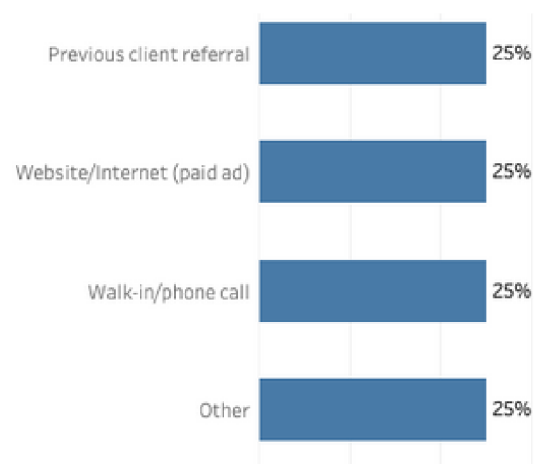
PROPERTY TYPE



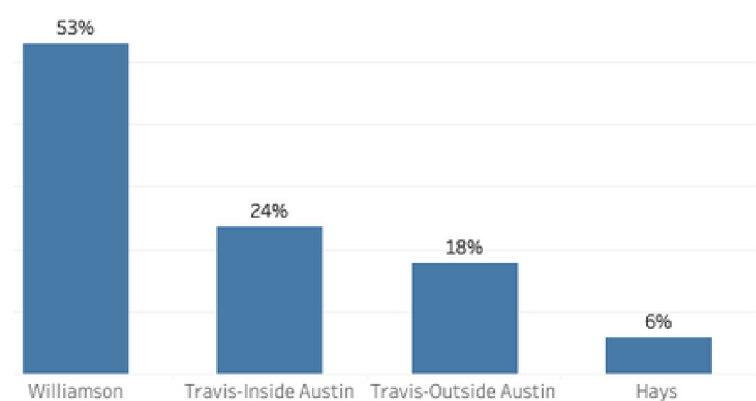
TYPE OF AREA



SOURCES OF LEADS



LOCATION OF PROPERTY PURCHASED



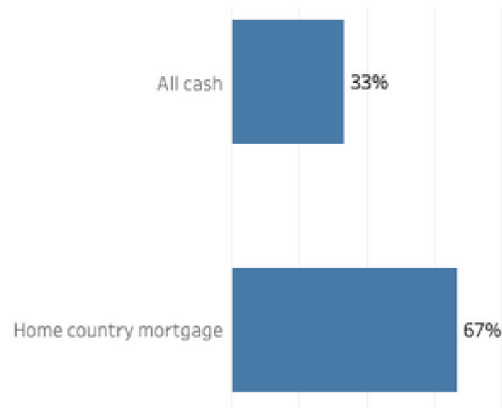
CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - CANADA

Canada was ranked fourth among the top foreign buyers in Central Texas. Foreign buyers from Canada purchased a property in Travis County inside the City of Austin (33%), Williamson County (33%), and out of the State of Texas (33%).

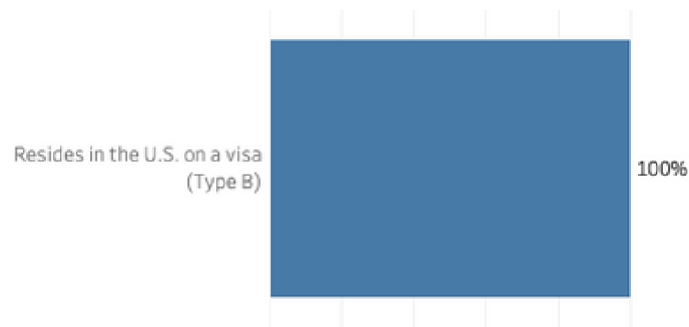
Most foreign buyers from Canada used financing options from their home country (67%) or paid all cash (33%). Buyers from Canada focused on detached single-family home property type (67%) and condominiums (33%) and were less likely to purchase in a suburban area (33%) and look to the city center or urban environment (67%). The property is their primary residence (100%). The type of foreign buyer resides in the U.S. on a visa (100% Type B). Respondents also reported the main sources of foreign national client leads from Canada were previous client referrals (33%), or personal contacts (33%).



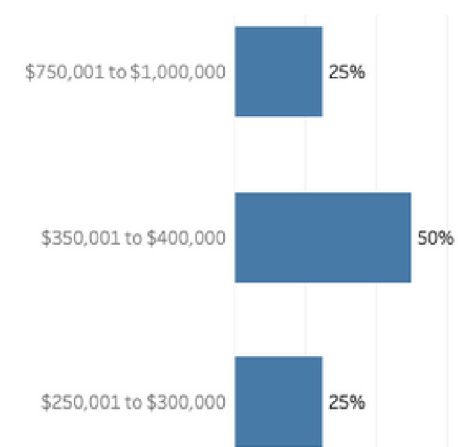
TYPE OF FINANCING



TYPE OF FOREIGN BUYER



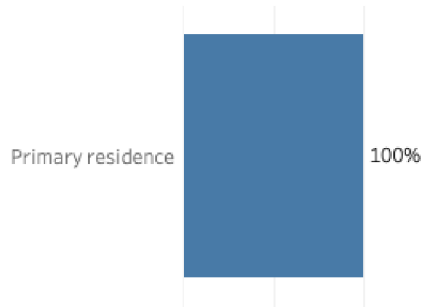
PRICE RANGE



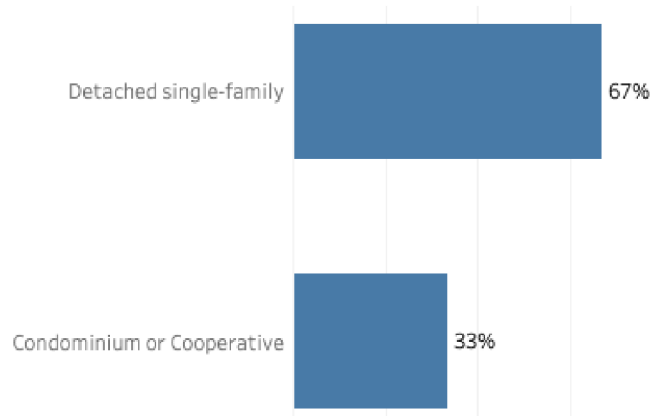
CHARACTERISTICS OF TOP FOREIGN BUYERS IN CENTRAL TEXAS - CANADA



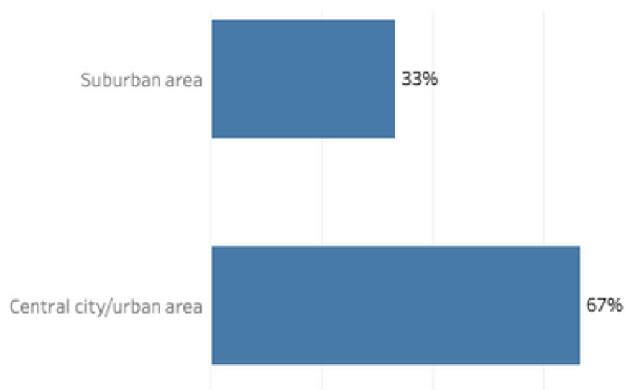
INTENDED USE



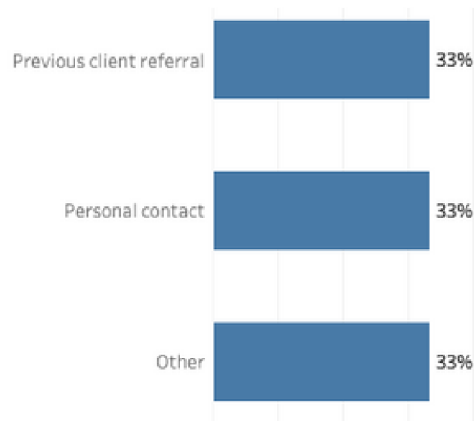
PROPERTY TYPE



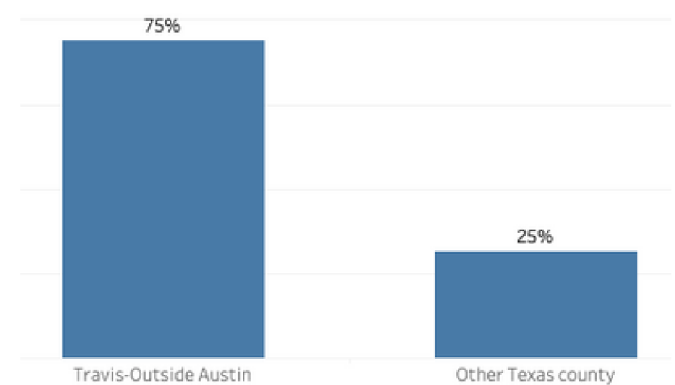
TYPE OF AREA



SOURCES OF LEADS

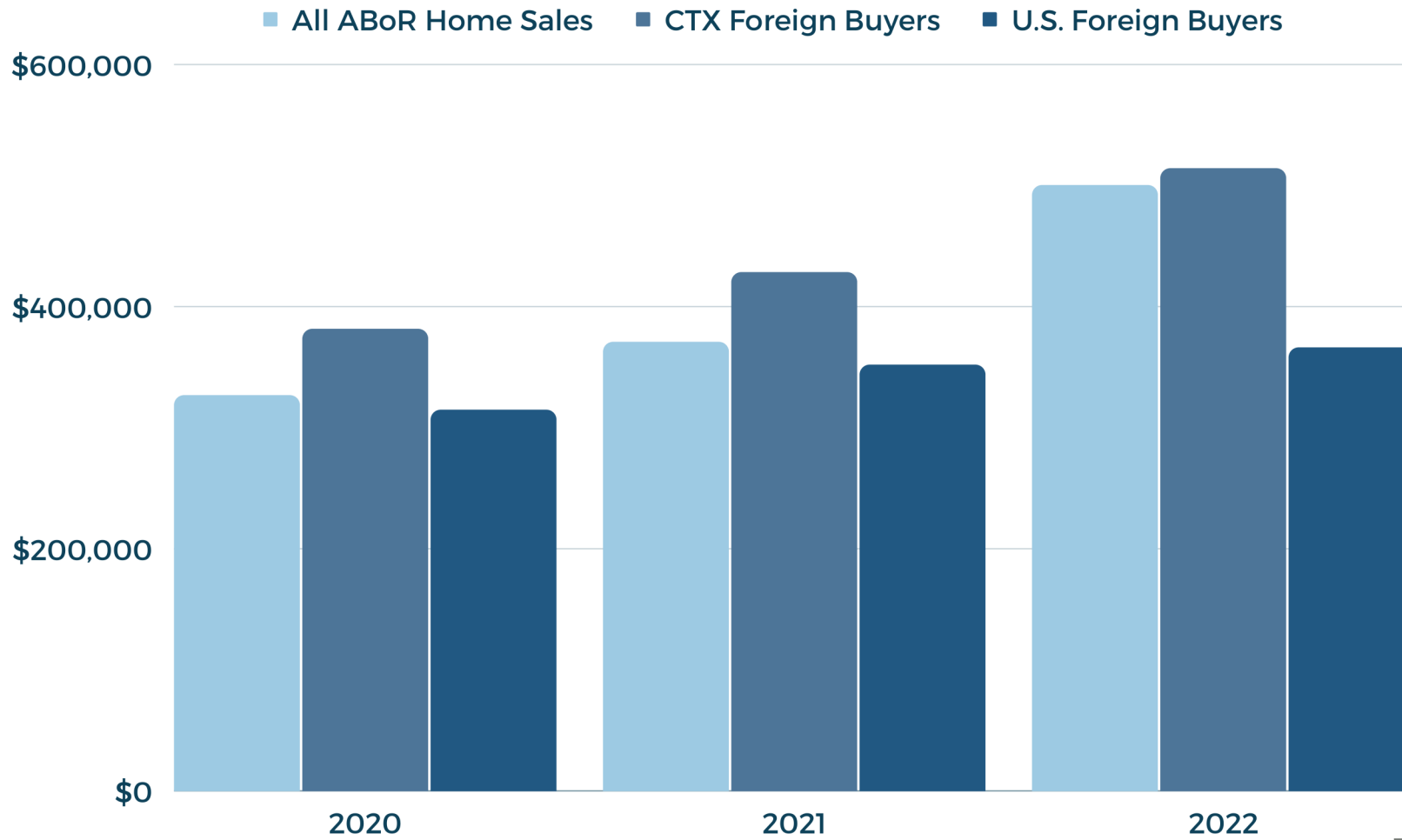


LOCATION OF PROPERTY PURCHASED



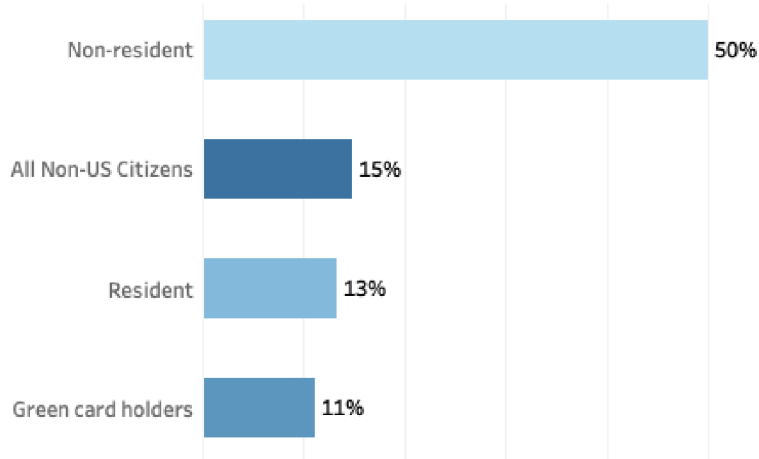
MEDIAN INTERNATIONAL BUYER HOME PRICE – \$513,900

Green card holders typically purchased properties at a higher price point of \$530,000, while non-resident buyers (Type A) had the lowest median price at \$487,500 during the survey period. Austin's ACTRIS MLS reported that the median purchase price for U.S. residents was \$500,000 during the reporting period.

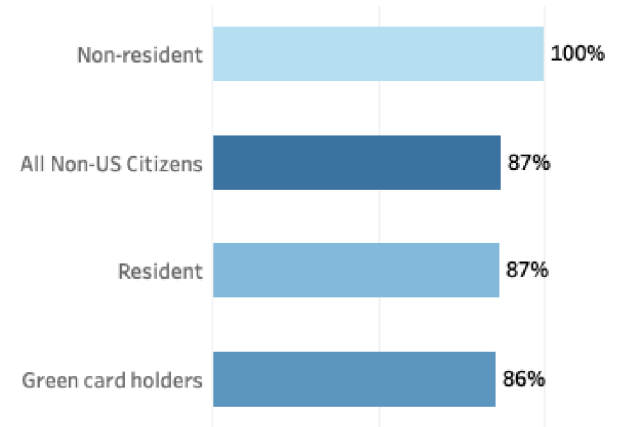


MEDIAN INTERNATIONAL BUYER HOME PRICE – \$513,900

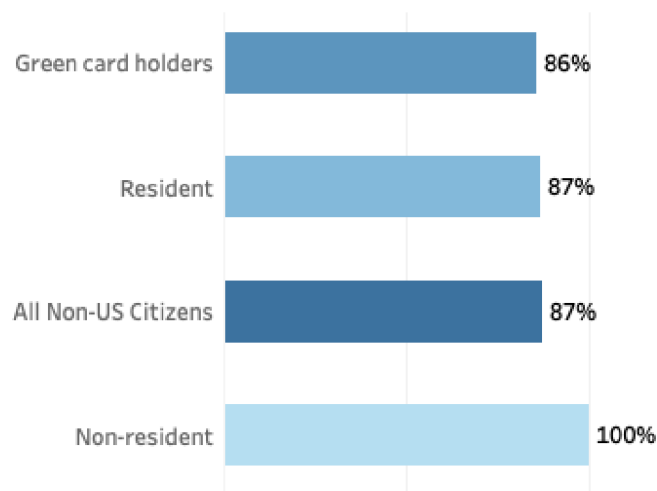
NON-RESIDENT BUYERS TEND TO PAY CASH



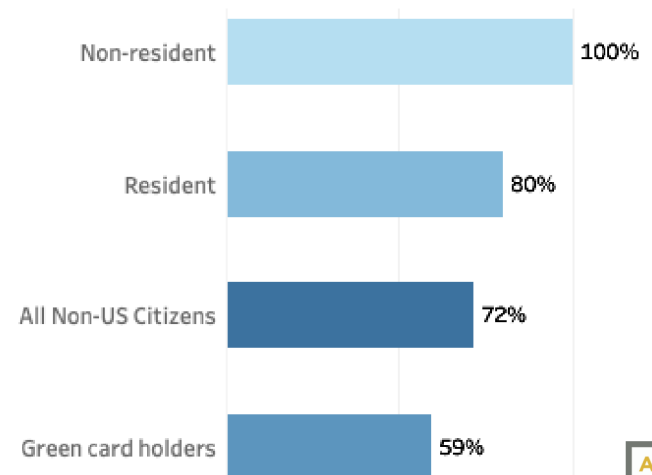
NON-RESIDENT HAVE HIGHEST SHARE OF SINGLE-FAMILY HOME PURCHASES



NON-RESIDENT BUYERS (TYPE A) HAD THE LOWEST SHARE OF PRIMARY RESIDENCE PURCHASES BECAUSE THEY TEND TO BUY VACATION OR RENTAL PROPERTIES

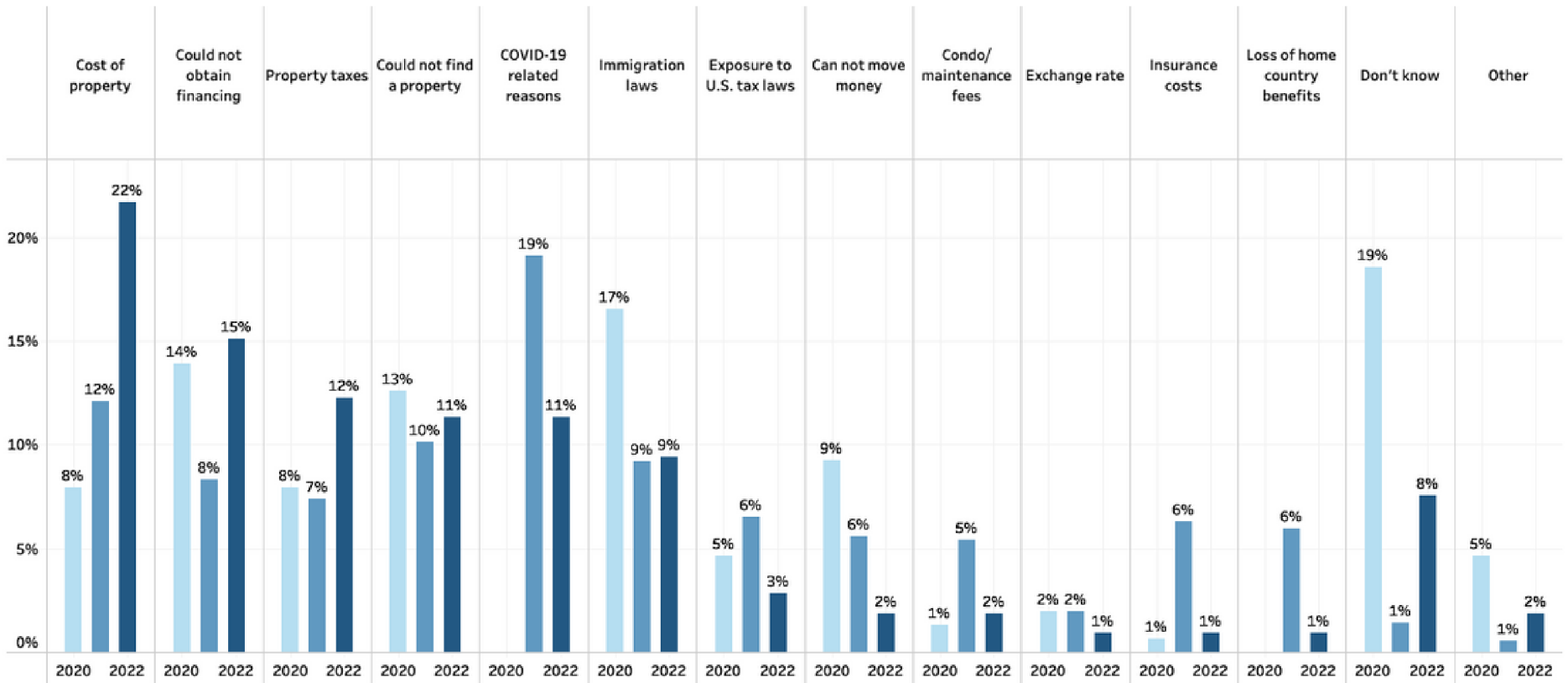


NON-RESIDENT BUYERS (TYPE A) HAD THE HIGHEST SHARE OF PURCHASES IN SUBURBAN, SMALL TOWN, RURAL, OR RESORT AREAS



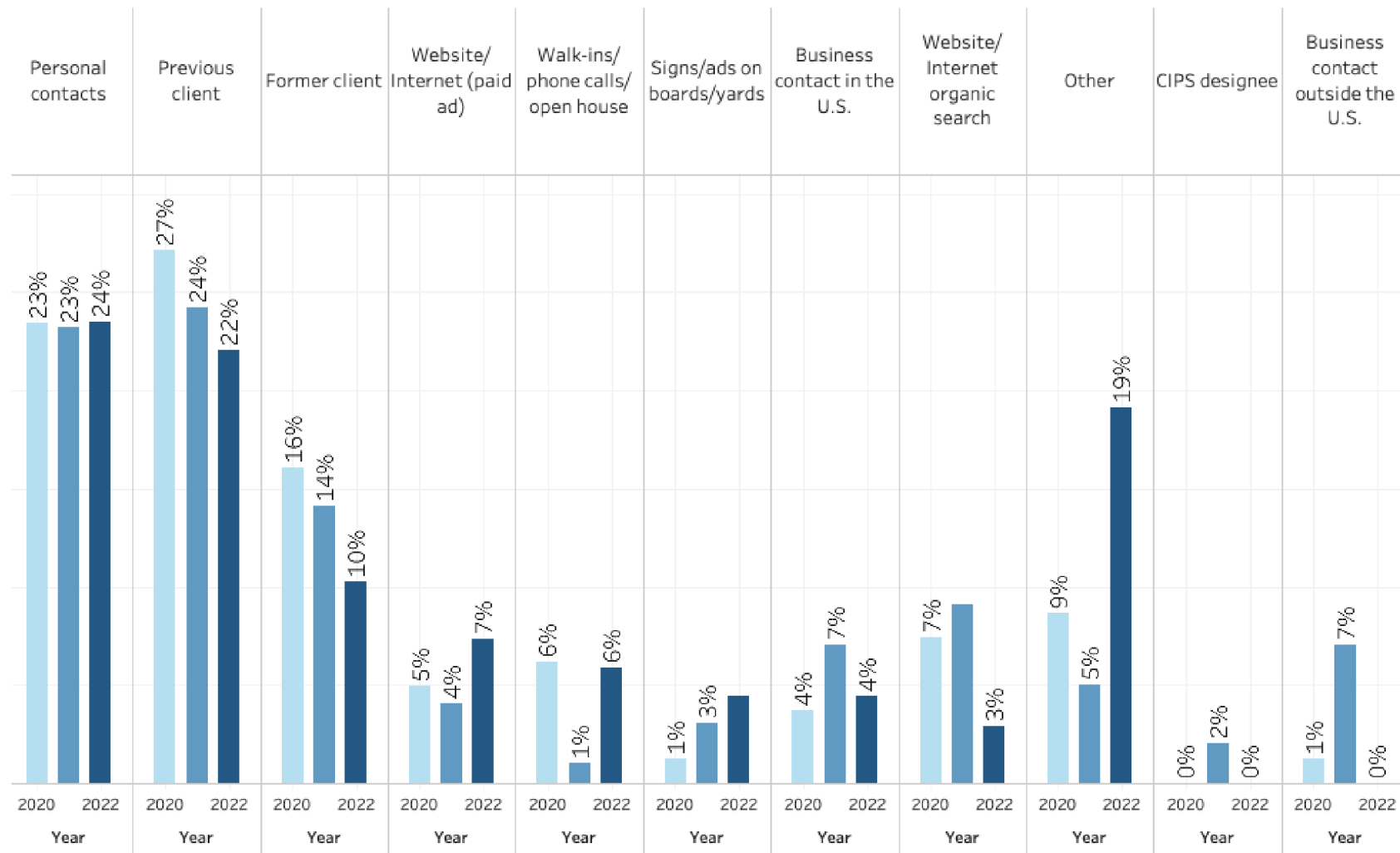
REASONS INTERNATIONAL CLIENTS DID NOT PURCHASE CENTRAL TEXAS PROPERTY

A larger fraction of respondents reported the **cost of the property** (22%), **could not obtain financing** (15%), **property taxes** (12%), and **could not find a property** (11%) as a reason why the client decided not to purchase U.S. property. COVID-19-related reasons were still a factor among foreign buyers but saw an improvement dropping from 19% in 2021 to 11% in 2022.



BUILD A GLOBAL REFERRAL BUSINESS

Personal contacts, former clients, and referrals from former clients and business contacts accounted for **60% of leads** and referrals among agents who worked with foreign clients who purchased residential property.

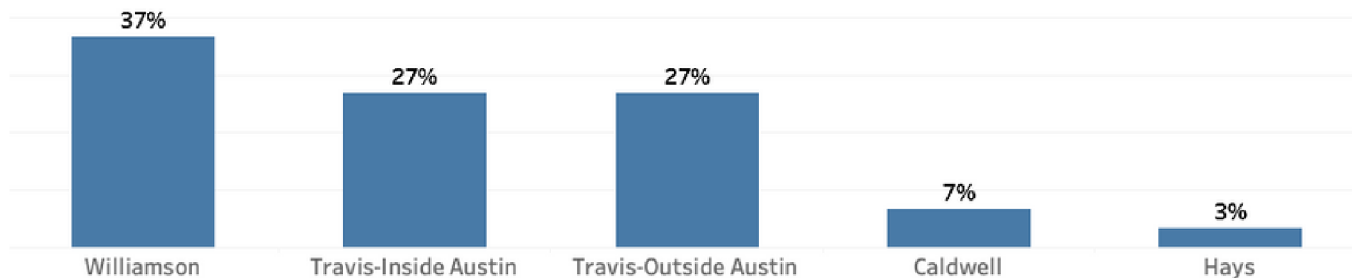


CENTRAL TEXAS FOREIGN CLIENTS WHO SOLD U.S. RESIDENTIAL PROPERTY

Respondents reported working with international clients who sold U.S. residential property within Central Texas was led by Mexico (14%), Brazil, Columbia, China-Taiwan, Germany, India, Iraq, Honduras, Luxembourg, Nepal, Turkey, the United Kingdom, and Vietnam (3%, respectively). Fifty-four percent of the properties were sold in Travis County, followed by 37% of the properties sold in Williamson County. Caldwell County had 7%, and Hays County had 3% of foreign clients who sold their U.S. residential property.

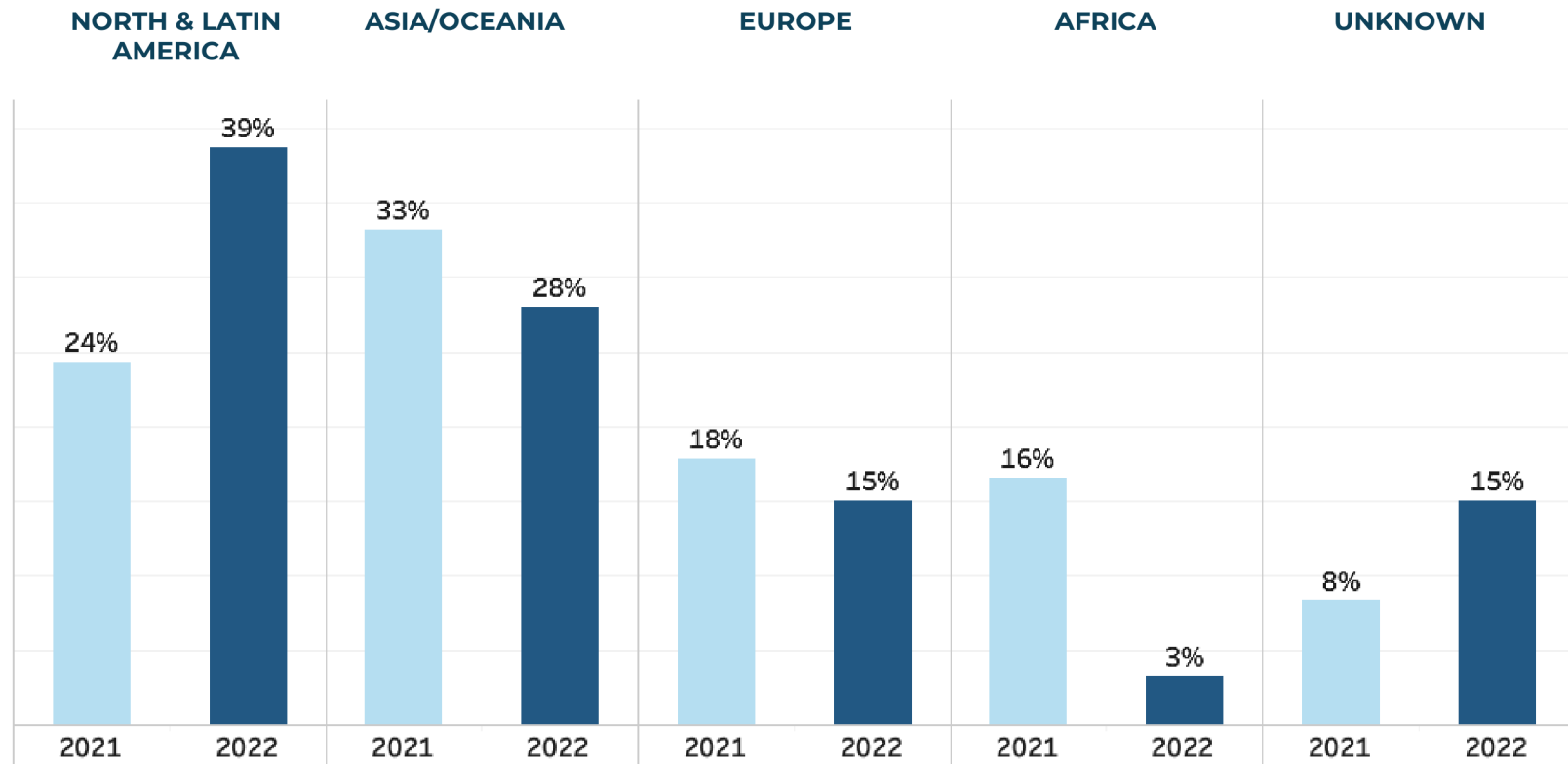


LOCATION OF SOLD PROPERTY



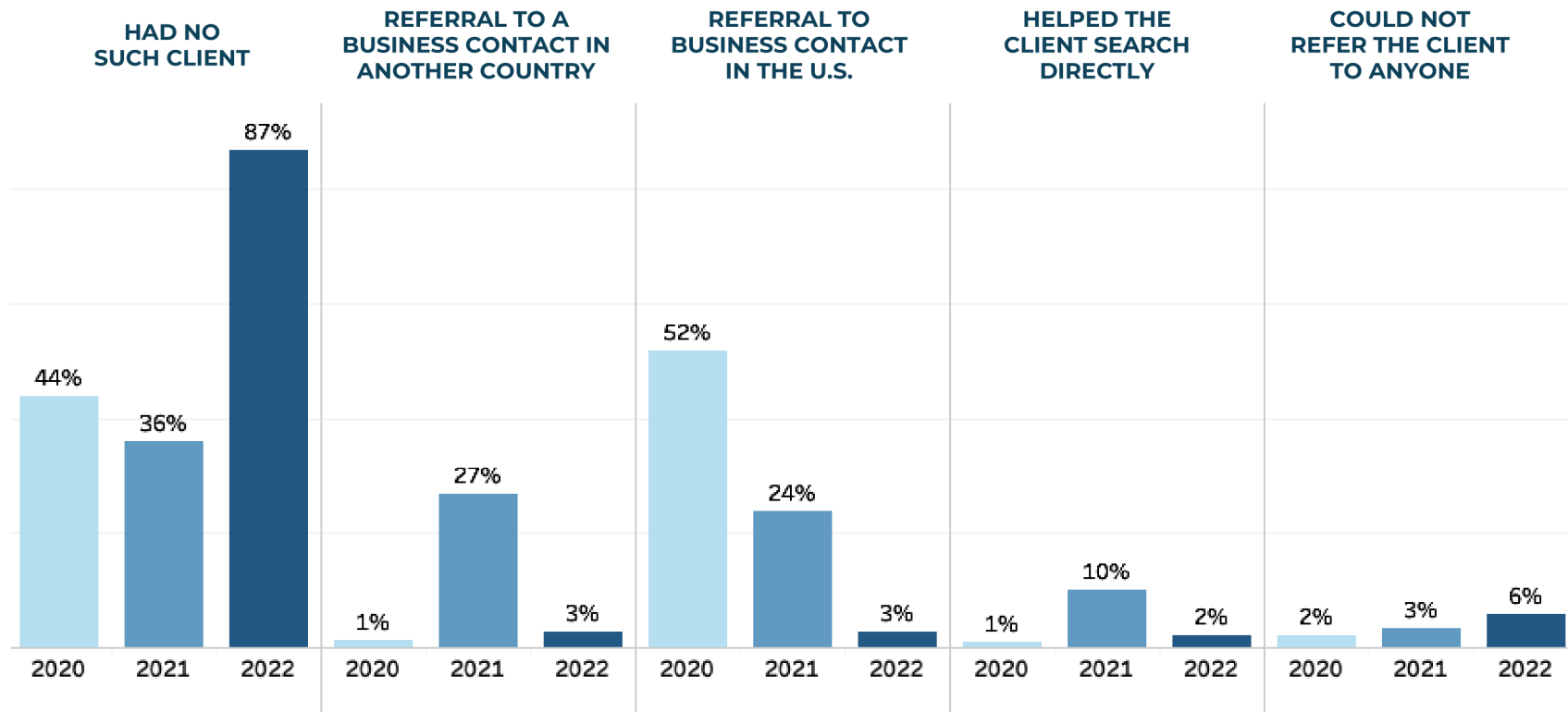
LEASE TRANSACTIONS

Central Texas REALTORS® also work with international clients seeking to lease a property. Among the respondents, 39% worked with a client from North and Latin America, up from 24% in 2021. Twenty-eight percent (28%) reported a client from Asia/Oceania, 15% reported working with a client from Europe, and 3% from Africa.



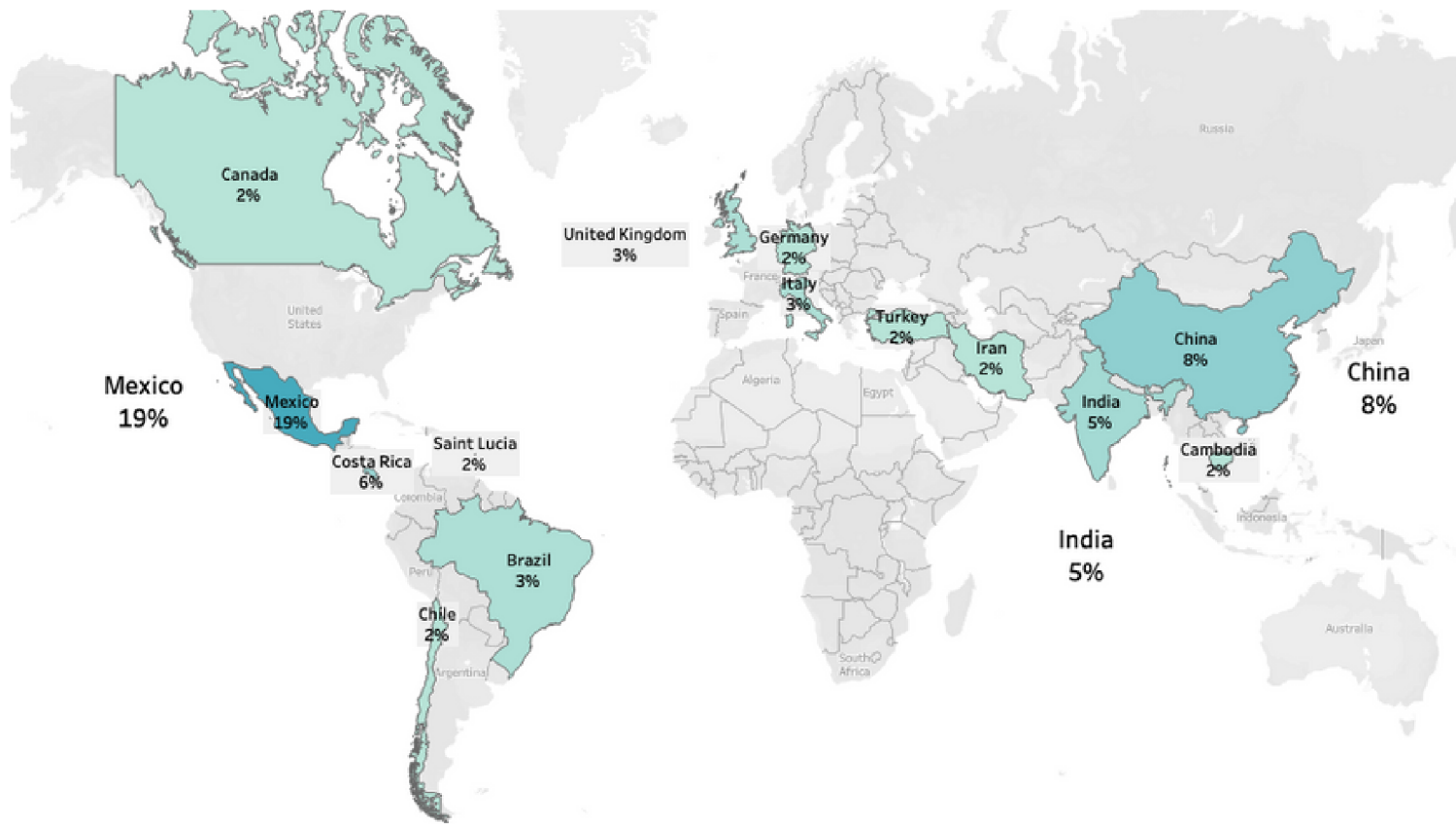
SEARCHING ABROAD

Many respondents reported that they did not have clients searching for homes abroad in 2022, suggesting that international investment may not be a priority for many individuals in the current market. Respondents reported that referrals to a business contact in another country were down 24% in 2022, with just 6% of respondents referring clients to another business contact. Two percent of respondents were able to help the client directly.



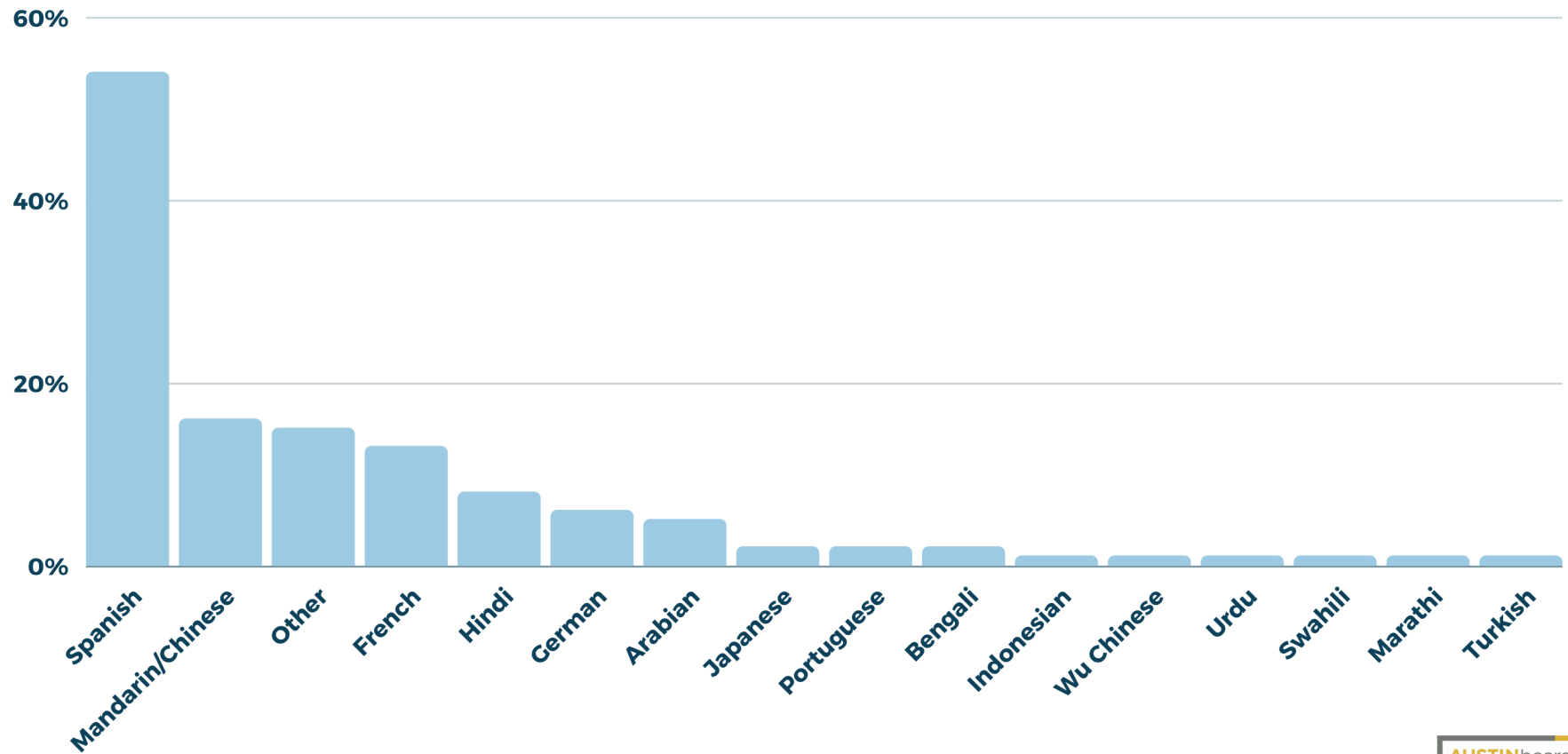
CENTRAL TEXAS SEARCHING ABROAD

In 2021, 64% of respondents reported Central Texas clients looking to **invest or move virtually everywhere in the world**. That was significantly higher than the national numbers for many years and may have been a byproduct of the COVID-19 pandemic lockdown. In 2022, respondents reported that **clients searching abroad** took a sharp downturn for Central Texas to 14% with a **sharp focus on four countries Mexico (19%), China (8%), Costa Rica (6%), and India (5%)**. However, that still trends higher than the national average of 11%, according to the National Association of REALTORS® Profile of International Transactions in U.S Residential Real Estate 2022. Other outbound countries that topped the list are **Italy (3%), the United Kingdom (3%), Brazil (2%), Canada (2%), Cambodia (2%), Chile (2%), Germany (2%), Iran (2%), Saint Lucia (2%), and Turkey (2%)**.



AUSTIN BOARD OF REALTORS® MEMBERS SPEAK MANY LANGUAGES

Of the respondents surveyed, languages spoken other than English in the Central Texas survey are **Spanish 54%**, **Mandarin Chinese 16%**, **French 13%**, **Hindi 8%**, **Japanese 3%**, **Standard Arabic 5%**, **Standard German 5%**, **Bangladesh 2%**, **Portuguese 2%**, **Russian 2%**, **Wu Chinese 2%**, **Marathi 1%**, **Swahili 1%**, **Turkish 1%**, **Indonesian 1%**, **Other 15%** including **Tamil, Telugu and Western Punjabi**.



GLOBAL REACH + PARTNERSHIPS

ABoR Global Business Alliance + Global Ambassadors + Global Advisors

The Austin Board of REALTORS® (ABoR) and our continued commitment to global partnerships are opening hearts, minds, and markets by thinking globally to help our members thrive locally. ABoR Global Business Alliance (Network/Council), Global Ambassadors, and Global Advisory group have forged a unique business model to serve our members and international markets better. ABoR is among the over 130 Global Councils across 28 states in the U.S. that is affiliated with the National Association of REALTORS® global programming.

NAR Bilateral Partnerships

The National Association of REALTORS® has 104 unique bilateral partnerships in 76 countries around the globe, representing seven million real estate professionals. Among those partnerships are forty-four Ambassador Associations at the local and state levels. In August 2020, ABoR was invited to represent NAR as the Ambassador Association to Ireland, building on a bilateral agreement signed in 2015 between NAR and the Institute of Professional Auctioneers and Valuers.

Institute of Professional Auctioneers and Valuers (IPAV)

In July 2022, the Austin Board of REALTORS® took the first international trip as an association to attend the Institute of Professional Auctioneers & Valuers (IPAV), the National Association of REALTORS® counterpart in Ireland. We met with the IPAV leadership at their headquarters in Dublin and attended their Annual General Meeting in Athlone, Ireland. As a featured speaker on the Emerald Isle, ABoR CEO Emily Chenevert, helped ABoR take the next big step in building relationships with real estate associations worldwide.

Each partnership and agreement are unique, but the common thread is designing collaborations to elevate the real estate industry's best practices worldwide. To learn more about ABoR and IPAV efforts, visit [ABoR.com/globalireland](https://www.abor.com/globalireland).



INTERNATIONAL MEMORANDUMS OF UNDERSTANDING PARTNER

Asociación Mexicana de Profesionales Inmobiliarios (AMPI)

On September 30, 2020, the Austin Board of REALTORS® and the Asociación Mexicana de Profesionales Inmobiliarios (AMPI) signed a Memorandum of Understanding (MOU) between the two organizations.

The MOU has been a thoughtful and strategic alliance to help ABoR and AMPI memberships develop vital cross-border collaboration. By putting in place a Memorandum of Understanding, we look to exchange information, promote professionalism, provide broader educational opportunities for our respective memberships, and continue strengthening our international collaboration. This will continue our efforts to help México and our Texas agents become more knowledgeable in each other's marketplace and how to facilitate cross-border referrals best. This MOU signifies our continued efforts to assist our members in growing their cross-border businesses.

According to NAR's 2022 International Transactions in U.S. Residential Real Estate Profile, Texas was among the top three U.S. states for foreign buyer destinations. And Texas was the top destination among buyers and investors from México, with an overall investment north of the border of \$2.9 Billion. Working together ensures our members provide the best consulting and support for their clients with international transactions.

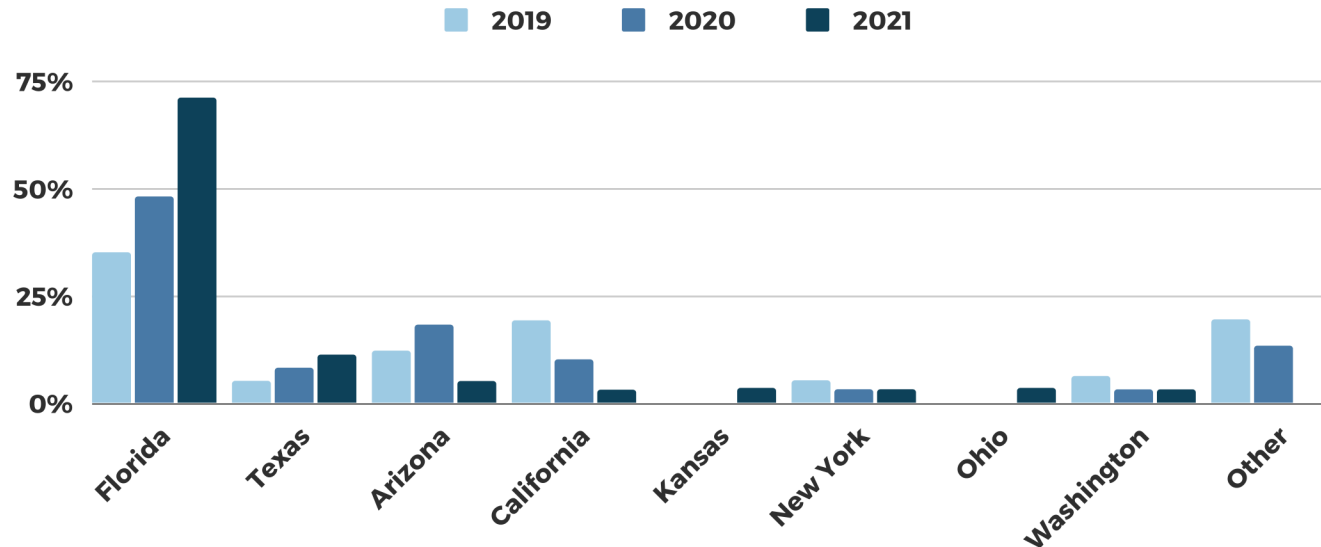


INTERNATIONAL MEMORANDUMS OF UNDERSTANDING PARTNER

The Canada Real Estate Association (CREA)

ABoR and CREA established a Memorandum of Understanding in June 2020 that remains in place as the two organizations develop cross-border collaborations. Among ongoing market updates, joint programming, and networking events, CREA invited the ABoR Global Liaison to represent the one U.S. representative position on their 2021-2022 CREA Global Committee.

The most recent data from **The Canadian Real Estate Association (CREA) 2021 Profile of International Activity in Canadian Real Estate Survey** research reports that **Texas is the number two state of choice among Canadians** when buying real estate in the U.S., behind Florida (71%), yet ranks ahead of Arizona (5%), California (3%), Kansas being the most recent to join their ranking at 3%, New York (3%), Ohio (3%), Washington (3%). It was conducted online between January and February 2022.



CREA Survey respondents' answers were based on the 12-month period beginning in January 2021 and ending in December 2021. The survey had a strong response rate of 6%, a total of 9,170 members, yielding an overall margin of error of plus or minus 1%, 19 times out of 20.

	Florida	Texas	Arizona	California	Kansas	New York	Ohio	Washington	Other
2019	35%	5%	12%	19%	0%	5%	0%	6%	19%
2020	48%	8%	18%	10%	0%	3%	0%	3%	13%
2021	71%	11%	5%	3%	3%	3%	3%	3%	0%



GLOBAL TECHNOLOGY + EDUCATION

REACH Labs – Global Reach

In 2021, ABoR was chosen by NAR as one of four REALTORS® associations across the U.S. to develop and pilot a local extension of NAR REACH. **REACH Labs is an Austin-based extension of the NAR REACH accelerator** that gives ABoR members a seat at the table in discovering emerging technologies for the real estate industry. From participating in live **Innovation Showcase** pitch events to scouting for leads as an ABoR Tech Ambassador to exploring possible benefits or investments for your business, REACH Labs is a gateway to the entrepreneurial innovation happening in Austin's backyard and beyond.

In a never-ending search for technologies that support our members, we seek to find proptech and fintech companies developed and launched in Central Texas. But that does not exclude ABoR from looking beyond our borders for ideas, solutions, and innovation. We continue to look for tech to support our members diligently daily. As part of the ABoR global and technology initiatives, ABoR has met with leadership from the Institute of Professional Auctioneers and Valuers (IPAV-Ireland), PROPERTYMARK from the United Kingdom, and NAEA PROPERTYMARK from Northern Ireland, among many tech companies throughout the U.S., with an eye towards future collaborations and market understanding. While we focus on Central Texas and our local market, **we are thinking globally to help you thrive locally.**

Certified International Property Specialist (CIPS)

CIPS education will provide real estate agents with the foundational knowledge and resources to position themselves as a global practitioner in their local market. The CIPS Institute is a five-day (40-hour continuing education) institute that will satisfy the education requirements to apply for a CIPS designation, the only international designation recognized by the National Association of REALTORS®.

The **CIPS® designation is for REALTORS® from the United States and abroad**, as well as association staff and volunteer leaders who wish to develop or grow their international real estate business. Earning the CIPS designation will provide you with the knowledge, research, network, and tools to globalize your business. **To learn more about earning your CIPS designation, visit: <https://www.abor.com/cips>**

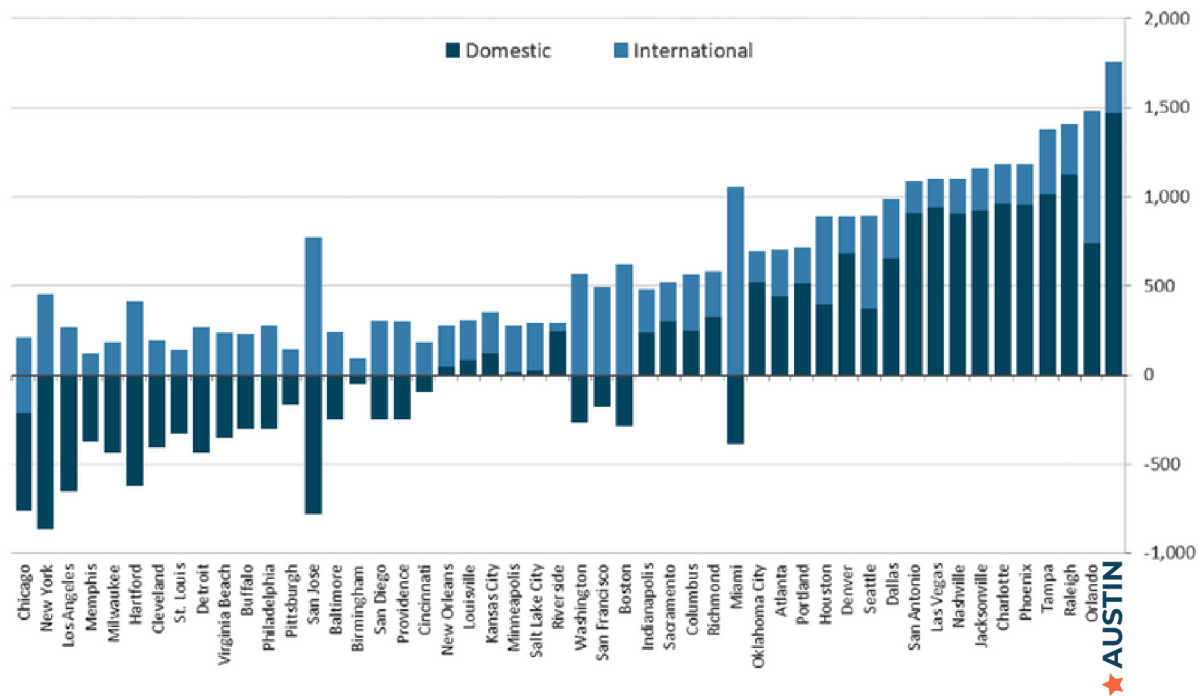
To learn more about the Austin Board of REALTORS® global programming and member resources visit **[ABoR.com/document/2022-global-handbook](https://www.abor.com/document/2022-global-handbook)**.



WHY AUSTIN?

According to the **U.S. Census Bureau Net Migration Report**, Austin ranks first among the top 50 largest metros for new residents as a percent of the total population, with a growing international impact.

Investors indicate a sustained shift towards secondary and tertiary U.S. cities, according to the 2022 AFIRE International Investor Survey report. This year's **top cities for planned investment** included **Austin** along with **Atlanta, Boston, and Dallas**, among an overall positive outlook for U.S. real estate assets among global investors.



Texas was the third top foreign buyer destination, with an 8% share of foreign buyers nationally, according to the **NAR Profile of International Transactions in U.S. Residential Real Estate 2022** report. Thirty-one percent of Texas buyers came from Latin America/Caribbean, and 27% from Europe. Texas was the top destination among Mexican buyers and the second top destination among Colombian buyers.

The **2022 Central Texas International Homebuyers Report** will help Austin-area real estate professionals better understand the market they call home and serve homebuyers, sellers, renters, and investors in Austin's growing, global community.

WHO IS AN INTERNATIONAL CLIENT?

Global Clients

The international clientele that real estate professionals serve spans a broad range of consumers, including:

- Foreign Buyers Living Abroad
- Immigrants
- First-Generation Americans
- Americans Buying Abroad
- Clients with International Connections
- Investment Buyers

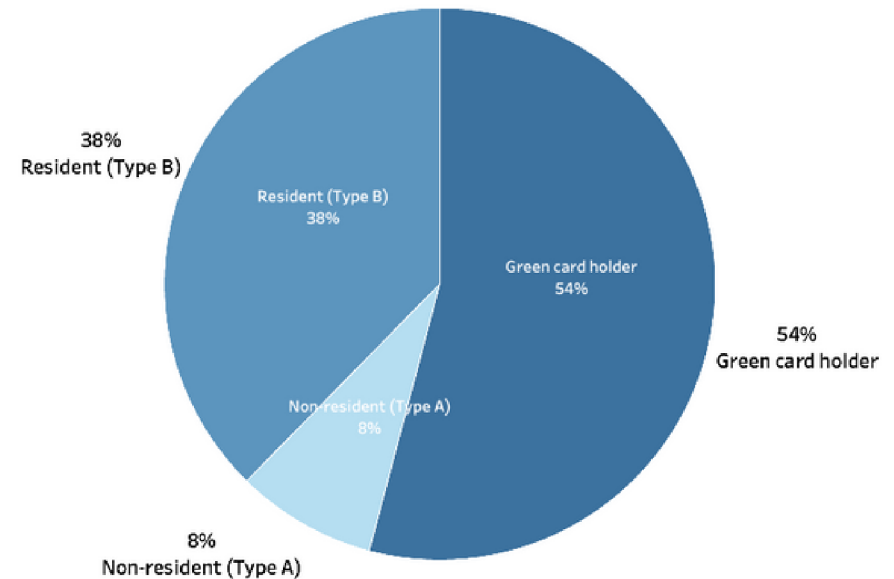
In This Study

In this study, the terms "international client" or "foreign client" refers to three types of non-U.S. citizens:

Type A: Non-U.S. citizens who primarily reside outside the U.S. and who don't stay in the U.S. year-round.

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 (green card holders) who have been in the U.S. for less than two years as of the time of the transaction.

Not Type A or Type B: Non-U.S. citizens who are immigrants (green card holders) who have been in the U.S. for more than two years as of the time of your transaction.



ABOUT THE REPORT

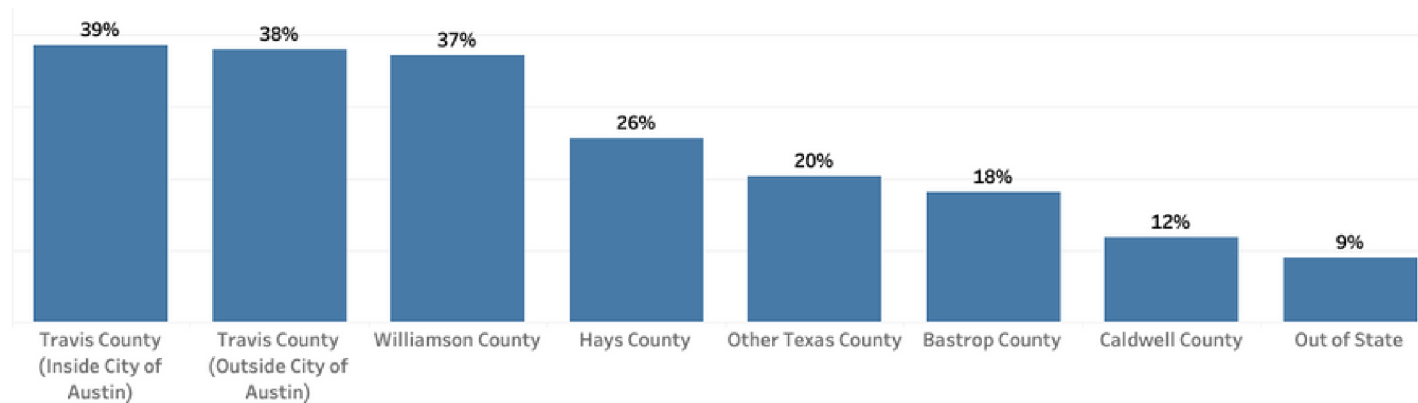
Report Objective

To provide international insight for our members to increase opportunities to build an international business and better serve their clients.

Methodology

The 2022 Central Texas International Homebuyers Report is comprised of survey responses from 1,698 Central Texas REALTORS® regarding international home sales activity between March 2021 and April 2022 in the Austin-Round Rock Metropolitan Statistical Area (MSA). Survey data was aggregated against residential home sales data for the Austin-Round Rock MSA from the ACTRIS MLS and the National Association of REALTORS® (NAR), who conducted the study.

Business Areas of Respondents



FOR MORE INFORMATION

AUSTIN BOARD OF REALTORS®

Emily Chenevert, Chief Executive Officer
Christine G. Wren, Special Programs Lead, Global Liaison, REACH Labs
CIPS, C2EX, TRLP, GREEN, GRI, ABR, PSA, AHWD



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The National Association of REALTORS®, “The Voice for Real Estate,” is America’s largest trade association, representing 1.5 million members, including NAR’s institutes, societies, and councils, involved in all aspects of the real estate industry. NAR membership includes brokers, salespeople, property managers, appraisers, counselors, and others engaged in 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. Working for America’s property owners, the National Association provides a facility for professional development, research, and exchange of information among its members and to the public and government to preserve the free enterprise system and the right to own real property.

NATIONAL ASSOCIATION OF REALTORS® RESEARCH GROUP

The Mission of the National Association of REALTORS® Research Group is to collect and disseminate timely, accurate, and comprehensive real estate data and to conduct an economic analysis to inform and engage members, consumers, policymakers, and the media in a professional and accessible manner.

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