



**AUGUST 2025**

## **HOUSTON REAL ESTATE MARKET UPDATE**

THE HOUSTON HOUSING MARKET MAKES A SHIFT TOWARDS BALANCE AND SUSTAINABILITY AS WE MOVE INTO THE SECOND HALF OF THE YEAR.

### **The Houston Housing Market:**

**New Home Sales** – John Burns Real Estate Consulting (JBREC) reported that sales of new single-family housing (measured in a trailing 12 months) in the Houston area decreased 9.0% year-over-year in June 2025 from 42,436 sales to 38,643 sales.

JBREC also noted the June 2025 median price for new single-family homes was \$326,700, a increase of 11.1% year-over-year.

**Existing Home Sales** – [The Houston Association of Realtors \(HAR\)](#) reports that existing single-family home sales in July 2025 increased 9.2% to 8,300 sales from 7,601 sales in July 2024.

The average price of a existing single-family home decreased 1.9% to \$434,664 in July 2025, and the median price saw a decrease of 3.1% to be \$339,000.

Pending single-family home sales increased 32.2% year-over-year to 8,693 pending sales in July 2025.

HAR Chair Shae Cottar with LPT Realty weighed in on the market saying, “The rising inventory levels have led to modest price adjustments by sellers. While some homeowners are adjusting their expectations, many homes are still attracting solid offers. This is a good indicator that the Houston market continues to be in a relatively healthy and balanced spot.”

Total active listings of single-family homes in the Houston area increased 31.1% to 61,144 active listings in July 2025.

Single-family home inventory increased by 1.3 months from 4.2 months of supply in July 2024 to 5.5 months in July 2025. According to the National Association of Realtors, a balanced market falls within 4.0 - 6.0 months of inventory.

### **The Houston and Texas Economy:**

According to the [Texas Workforce Commission's](#) August press release, Texas' seasonally adjusted civilian labor force registered at 15,848,800.

The press release goes on to state that Texas added 232,500 nonfarm positions from July 2024 to July 2025. This reflected a 1.6% annual growth rate, which outpaced the nation by 0.6%.

“Texas continues to foster job growth across a wide range of industries,” said TWC Commissioner Representing Employers Joe Esparza. “TWC works every day to ensure that the workforce powering our economy is trained, supported, and ready to grow alongside the businesses that call Texas home.”

NEW HOME SALES	JUNE 2024	JUNE 2025	CHANGE
NEW HOME SALES (TTM)	42,436	38,643	-9.0%
NEW HOME MEDIAN SALES PRICE	\$294,100	\$326,700	11.1%
EXISTING HOME SALES	JULY 2024	JULY 2025	CHANGE
TOTAL ACTIVE LISTINGS	46,629	61,144	31.1%
SINGLE-FAMILY HOME SALES	7,601	8,300	9.2%
SINGLE-FAMILY AVG. SALES PRICE	\$443,207	\$434,664	-1.9%
SINGLE-FAMILY MEDIAN SALES PRICE	\$350,000	\$339,000	-3.1%
SINGLE-FAMILY MONTHS INVENTORY*	4.2 months	5.5 months	1.3 months
SINGLE-FAMILY PENDING SALES	6,578	8,693	32.2%

\*Months inventory estimates the number of months it will take to deplete current active inventory based on the prior 12 months sales activity.