



**CONNOR
INVESTMENT**

REAL ESTATE

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HOUSTON REAL ESTATE MARKET UPDATE

THE HOUSTON MSA MARKET GAINED MOMENTUM IN AUGUST WITH STRONG GROWTH IN SINGLE-FAMILY HOME SALES, DRIVEN BY INCREASED INVENTORY AND STABLE PRICES.

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 July 2025 from 42,440 sales to 38,451 sales.

JBREC also noted the July 2025 median price for new single-family homes was \$338,900, an increase of 5.1% year-over-year.

Existing Home Sales – [The Houston Association of Realtors \(HAR\)](#) reports that existing single-family home sales in August 2025 increased 11.9% to 8,138 sales from 7,270 sales in August 2024.

The average price of an existing single-family home increased 0.6% to \$422,703 in August 2025, and the median price saw a decrease of 0.6% to be \$335,000.

Pending single-family home sales increased 10.1% year-over-year to 8,229 pending sales in August 2025.

“August brought the strongest sales gains we’ve seen so far this year, and that’s encouraging for both sides of the market,” said HAR Chair Shae Cottar with LPT Realty. “Buyers have more choices and negotiating power than they’ve had in more than a decade while sellers continue to benefit from solid demand. As mortgage rates continue to ease, I anticipate buyer activity will remain solid in the coming months.”

Total active listings of single-family homes in the Houston area increased 26.1% to 60,525 active listings in August 2025.

Single-family home inventory increased by 1 month from 4.4 months of supply in August 2024 to 5.4 months in August 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](#) September press release, Texas’ seasonally adjusted civilian labor force registered at 15,857,300.

The press release goes on to state that Texas added 195,600 nonfarm positions from August 2024 to August 2025. This reflected a 1.4% annual growth rate, which outpaced the nation by 0.5%.

“The addition of more than 17,000 jobs in August highlights Texas’ reputation as the best state for doing business,” said TWC Commissioner Representing Employers Joe Esparza. “TWC resources such as Skills Development grants, apprenticeships, and employer tax credits are empowering businesses to create opportunities locally and compete globally.”

NEW HOME SALES	JULY 2024	JULY 2025	CHANGE
NEW HOME SALES (TTM)	42,440	38,451	-9.0%
NEW HOME MEDIAN SALES PRICE	\$322,600	\$338,900	5.1%
EXISTING HOME SALES	AUGUST 2024	AUGUST 2025	CHANGE
TOTAL ACTIVE LISTINGS	48,009	60,525	26.1%
SINGLE-FAMILY HOME SALES	7,270	8,138	11.9%
SINGLE-FAMILY AVG. SALES PRICE	\$420,288	\$422,703	0.6%
SINGLE-FAMILY MEDIAN SALES PRICE	\$337,000	\$335,000	-0.6%
SINGLE-FAMILY MONTHS INVENTORY*	4.4 months	5.4 months	1.0 months
SINGLE-FAMILY PENDING SALES	7,472	8,229	10.1%

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