



OCTOBER 2025

HOUSTON REAL ESTATE MARKET UPDATE

EXISTING HOME SALES INCREASE IN THE HOUSTON MSA AS THE MARKET SETTLES INTO FALL.

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 10.0% year-over-year in August 2025 from 43,114 sales to 38,786 sales.

JBREC also noted the August 2025 median price for new single-family homes was \$330,700, an increase of 13.4% year-over-year.

Existing Home Sales – [The Houston Association of Realtors \(HAR\)](#) reports that existing single-family home sales in September 2025 increased 5.3% to 7,399 sales from 7,025 sales in September 2024.

The average price of an existing single-family home increased 2.0% to \$421,655 in September 2025, and the median price saw a decrease of 2.1% to be \$327,000.

Pending single-family home sales increased 11.2% year-over-year to 7,676 pending sales in September 2025.

“The past few months have brought lower mortgage rates, and it has helped boost buyer confidence,” said HAR Chair Shae Cottar with LPT Realty.

“We are mindful that economic uncertainty and the current government shutdown could impact the market in the weeks ahead—particularly since new National Flood Insurance Program policies cannot be issued right now. Even so, I believe the market is heading into the final months of 2025 on more balanced footing.”

Total active listings of single-family homes in the Houston area increased 24.7% to 59,876 active listings in September 2025.

Single-family home inventory increased by 0.9 months from 4.3 months of supply in September 2024 to 5.2 months in September 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:

Due to the government shutdown, [Texas Workforce Commission](#) data is not available at this time.

NEW HOME SALES	AUGUST 2024	AUGUST 2025	CHANGE
NEW HOME SALES (TTM)	43,114	38,786	-10.0%
NEW HOME MEDIAN SALES PRICE	\$291,600	\$330,700	13.4%
EXISTING HOME SALES	SEPTEMBER 2024	SEPTEMBER 2025	CHANGE
TOTAL ACTIVE LISTINGS	48,002	59,876	24.7%
SINGLE-FAMILY HOME SALES	7,025	7,399	5.3%
SINGLE-FAMILY AVG. SALES PRICE	\$413,573	\$421,655	2.0%
SINGLE-FAMILY MEDIAN SALES PRICE	\$333,900	\$327,000	-2.1%
SINGLE-FAMILY MONTHS INVENTORY*	4.3 months	5.2 months	0.9 months
SINGLE-FAMILY PENDING SALES	6,900	7,676	11.2%

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