



**NOVEMBER 2025**

## **HOUSTON REAL ESTATE MARKET UPDATE**

### **STEADY PRICING AND RISING HOME INVENTORY SIGNAL A BALANCED HOUSTON MARKET AS WINTER ARRIVES.**

#### **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 September 2025 from 42,308 sales to 38,503 sales.

JBREC also noted the September 2025 median price for new single-family homes was \$319,000, a decrease of 1.4% year-over-year.

**Existing Home Sales** – [The Houston Association of Realtors \(HAR\)](#) reports that existing single-family home sales in October 2025 increased 3.2% to 7,419 sales from 7,187 sales in October 2024.

The average price of an existing single-family home increased 0.5% to \$423,955 in October 2025, and the median price saw a decrease of 1.5% to be \$330,000.

Pending single-family home sales increased 13.1% year-over-year to 7,822 pending sales in October 2025.

“Despite the government shutdown, homebuying interest in Houston remains solid,” said HAR Chair Shae Cottar with LPT Realty.

“Prices have softened, inventory is up, and mortgage rates are coming down—all of which are giving buyers more room to breathe. The frenzied pace of recent years has eased, and the market has leveled out, ultimately benefiting both buyers and sellers.”

Single-family home inventory increased by 0.8 months from 4.4 months of supply in October 2024 to 5.2 months in October 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:**

The [Texas Workforce Commission](#) data is not available at this time.

NEW HOME SALES	SEPTEMBER 2024	SEPTEMBER 2025	CHANGE
NEW HOME SALES (TTM)	42,308	38,503	-9.0%
NEW HOME MEDIAN SALES PRICE	\$323,400	\$319,000	-1.4%
EXISTING HOME SALES	OCTOBER 2024	OCTOBER 2025	CHANGE
TOTAL ACTIVE LISTINGS	48,716	59,903	23.0%
SINGLE-FAMILY HOME SALES	7,187	7,419	3.2%
SINGLE-FAMILY AVG. SALES PRICE	\$421,908	\$423,955	0.5%
SINGLE-FAMILY MEDIAN SALES PRICE	\$335,000	\$330,000	-1.5%
SINGLE-FAMILY MONTHS INVENTORY*	4.4 months	5.2 months	0.8 months
SINGLE-FAMILY PENDING SALES	6,914	7,822	13.1%

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