



JANUARY 2025

HOUSTON REAL ESTATE MARKET UPDATE

THE HOUSTON MSA MARKET RETURNED TO A MORE BALANCED PACE IN 2025.

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 7.0% year-over-year in November 2025 from 41,586 sales to 38,531 sales.

JBREC also noted the November 2025 median price for new single-family homes was \$325,800, a decrease of 0.5% year-over-year.

Existing Home Sales – [The Houston Association of Realtors \(HAR\)](#) reports that existing single-family home sales in December 2025 increased 2.8% to 7,456 sales from 7,255 sales in December 2024.

The average price of an existing single-family home increased 0.8% to \$425,535 in December 2025, and the median price saw an increase of 0.3% to be \$335,000.

Pending single-family home sales increased 12.0% year-over-year to 6,043 pending sales in December 2025.

“We’re selling just as many homes in the Houston area now as we did in 2019, which shows how far this market has come,” said HAR Chief Economist Dr. Ted C. Jones. “Houston is one of the few markets in the country that’s truly back to normal. The recovery a lot of people have been waiting for showed up in our region in 2025, and I think we’ll continue to see sales increase in 2026.”

Single-family home inventory increased by 0.5 months from 4.0 months of supply in December 2024 to 4.5 months in December 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](#) January press release, Texas' seasonally adjusted civilian labor force registered at 15,938,500.

The press release goes on to state that Texas added 146,300 nonfarm positions from November 2024 to November 2025. This reflected a 1.0% annual growth rate, which outpaced the nation by 0.4%.

“Texas’ increasing job numbers are encouraging, and it’s vital that these are good jobs that provide family-sustaining wages and benefits for Texas workers. We must continue to prioritize investments in skills training and development to ensure that all Texans can access these opportunities and share in the state’s prosperity,” said TWC Commissioner Representing Labor Alberto Treviño III.

NEW HOME SALES	NOVEMBER 2024	NOVEMBER 2025	CHANGE
NEW HOME SALES (TTM)	41,586	38,531	-7.0%
NEW HOME MEDIAN SALES PRICE	\$327,600	\$325,800	-0.5%
EXISTING HOME SALES	DECEMBER 2024	DECEMBER 2025	CHANGE
TOTAL ACTIVE LISTINGS	45,257	52,727	16.5%
SINGLE-FAMILY HOME SALES	7,255	7,456	2.8%
SINGLE-FAMILY AVG. SALES PRICE	\$422,270	\$425,535	0.8%
SINGLE-FAMILY MEDIAN SALES PRICE	\$333,936	\$335,000	0.3%
SINGLE-FAMILY MONTHS INVENTORY*	4.0 months	4.5 months	0.5 months
SINGLE-FAMILY PENDING SALES	5,394	6,043	12.0%

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