

JANUARY 2025

HOUSTON REAL ESTATE MARKET UPDATE

THE HOUSTON MSA SEES A RISE IN NEW AND EXISTING HOME SALES IN DECEMBER 2024.

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 increased 5.0% year-over-year in November 2024 from 37,129 sales to 38,850 sales.

JBREC also noted the November 2024 median price for new single-family homes was \$339,900, an increase of 8.4% year-over-year.

Existing Home Sales – [The Houston Association of Realtors \(HAR\)](#) reports that existing single-family home sales in December 2024 increased 16.3% to 7,162 sales from 6,160 sales in December 2023.

The average price of an existing single-family home increased 5.0% to \$425,150 in December 2024, and the median price increased 1.3% to \$334,290.

Pending single-family home sales increased 12.7% year-over-year to 5,910 pending sales in December 2024.

“Following two years of declining sales, 2024 brought a welcomed balance to the Houston housing market,” said HAR Chair Shae Cottar with LPT Realty. “While higher mortgage rates presented financial challenges for some consumers, the Houston market weathered these rate fluctuations better than many other regions across the country. I believe that the strong sales activity and expansive inventory we experienced in 2024 bodes well for home buyers and sellers in 2025.”

The total active listings of single-family homes in the Houston area increased 21.6% to 45,714 active listings in December 2024.

Single-family home inventory increased by 0.7 months from 3.3 months of supply in December 2023 to 4.0 months in December 2024. According to the National Association of Realtors, a balanced market falls between 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 achieved a new high of 15,575,900.

The press release goes on to state that Texas added 284,200 nonfarm positions since December 2023. This reflected a 2.0% annual growth rate, which outpaced the nation by 0.6%.

“Texas employers are creating jobs at a rate that outpaces the nation,” said TWC Commissioner Representing Employers Joe Esparza. “TWC offers a wide range of programs to meet the workforce needs of today and prepare Texans for projected job growth in the years ahead.”

NEW HOME SALES	NOVEMBER 2023	NOVEMBER 2024	CHANGE
NEW HOME SALES (TTM)	37,129	38,850	5.0%
NEW HOME MEDIAN SALES PRICE	\$313,500	\$339,900	8.4%
EXISTING HOME SALES	DECEMBER 2023	DECEMBER 2024	CHANGE
TOTAL ACTIVE LISTINGS	37,606	45,714	21.6%
SINGLE-FAMILY HOME SALES	6,160	7,162	16.3%
SINGLE-FAMILY AVG. SALES PRICE	\$404,724	\$425,150	5.0%
SINGLE-FAMILY MEDIAN SALES PRICE	\$330,000	\$334,290	1.3%
SINGLE-FAMILY MONTHS INVENTORY*	3.3 months	4.0 months	0.7 months
SINGLE-FAMILY PENDING SALES	5,246	5,910	12.7%

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