

HOUSTON REAL ESTATE MARKET UPDATE

THE HOUSTON MSA HOUSING MARKET REMAINS STEADY HEADING INTO SUMMER.

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 6.0% year-over-year in March 2025 from 41,170 sales to 38,584 sales.

JBREC also noted the March 2025 median price for new single-family homes was \$339,100, an increase of 18.1% year-over-year.

Existing Home Sales – [The Houston Association of Realtors \(HAR\)](#) reports that existing single-family home sales in April 2025 decreased 1.1% to 7,856 sales from 7,940 sales in April 2024.

The average price of an existing single-family home increased 0.5% to \$437,407 in April 2025, and the median price saw no change year-over-year to be \$339,990.

Pending single-family home sales increased 13.6% year-over-year to 9,460 pending sales in April 2025.

“While national housing market trends may be showing signs of increased volatility due to economic uncertainty, the Houston area remains on solid footing,” said HAR 2025 Chair Shae Cottar with LPT Realty. “The consistent pricing and growth in inventory offer a balanced perspective. For buyers, this typically means less competition and more opportunities to find a home that meets their specific needs and budget. For sellers, it emphasizes the importance of competitive pricing and effective marketing to stand out.”

The total active listings of single-family homes in the Houston area increased 30.3% to 54,978 active listings in April 2025.

Single-family home inventory increased by 1.3 months from 3.6 months of supply in April 2024 to 4.9 months in April 2025. 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](#) May press release, Texas' seasonally adjusted civilian labor force achieved a new high of 15,814,400.

The press release goes on to state that Texas added 215,500 nonfarm positions from April 2024 to April 2025. This reflected a 1.5% annual growth rate, which outpaced the nation by 0.3%.

“The Texas labor market continues its strong upward trajectory, adding more than 37,000 jobs in April and building on months of growth,” said TWC Commissioner Representing Employers Joe Esparza.

NEW HOME SALES	MARCH 2024	MARCH 2025	CHANGE
NEW HOME SALES (TTM)	41,170	38,584	-6.0%
NEW HOME MEDIAN SALES PRICE	\$287,200	\$339,100	18.1%
EXISTING HOME SALES	APRIL 2024	APRIL 2025	CHANGE
TOTAL ACTIVE LISTINGS	42,193	54,978	30.3%
SINGLE-FAMILY HOME SALES	7,940	7,856	-1.1%
SINGLE-FAMILY AVG. SALES PRICE	\$435,421	\$437,407	0.5%
SINGLE-FAMILY MEDIAN SALES PRICE	\$340,000	\$339,990	NO CHANGE
SINGLE-FAMILY MONTHS INVENTORY*	3.6 months	4.9 months	1.3 months
SINGLE-FAMILY PENDING SALES	8,327	9,460	13.6%

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