



DECEMBER 2025

HOUSTON REAL ESTATE MARKET UPDATE

THE HOUSTON MSA MARKET BALANCES WITH MODERATING SALES AND STABLE PRICES IN DECEMBER 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 October 2025 from 41,658 sales to 38,562 sales.

JBREC also noted the October 2025 median price for new single-family homes was \$325,800, a decrease of 2.9% year-over-year.

Existing Home Sales – [The Houston Association of Realtors \(HAR\)](#) reports that existing single-family home sales in November 2025 decreased 2.3% to 6,347 sales from 6,499 sales in November 2024.

The average price of an existing single-family home increased 0.8% to \$422,552 in November 2025, and the median price saw a decrease of 1.5% to be \$325,000.

Pending single-family home sales increased 7.2% year-over-year to 6,784 pending sales in November 2025.

“Houston’s housing market is setting into a balanced pace,” said HAR Chair Shae Cottar with LPT Realty. “Buyers now have more time, more options and a little more breathing room to negotiate. Sellers are still attracting offers, but realistic pricing and expectations make all the difference.”

Single-family home inventory increased by 0.7 months from 4.3 months of supply in November 2024 to 5.0 months in November 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](#) December press release, Texas’ seasonally adjusted civilian labor force registered at 15,879,000.

The press release goes on to state that Texas added 168,000 nonfarm positions from September 2024 to September 2025. This reflected a 1.2% annual growth rate, which outpaced the nation by 0.4%.

“Texas’ job market and labor force continue to grow because we have a dynamic workforce system that fosters opportunity for businesses and workers alike,” said TWC Chairman Joe Esparza.

NEW HOME SALES	OCTOBER 2024	OCTOBER 2025	CHANGE
NEW HOME SALES (TTM)	41,658	38,562	-7.0%
NEW HOME MEDIAN SALES PRICE	\$335,700	\$325,800	-2.9%
EXISTING HOME SALES	DECEMBER 2024	DECEMBER 2025	CHANGE
TOTAL ACTIVE LISTINGS	48,525	57,961	19.4%
SINGLE-FAMILY HOME SALES	6,499	6,347	-2.3%
SINGLE-FAMILY AVG. SALES PRICE	\$419,307	\$422,552	0.8%
SINGLE-FAMILY MEDIAN SALES PRICE	\$330,000	\$325,000	-1.5%
SINGLE-FAMILY MONTHS INVENTORY*	4.3 months	5.0 months	0.7 months
SINGLE-FAMILY PENDING SALES	6,327	6,784	7.2%

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