

# HOUSTON MARKET REPORT

# HOU

MARKET INSIGHTS • 3Q21



5.5%

Houston Unemployment Rate



24.8%

New Home Starts Up



13.0%

New Home Closings Up



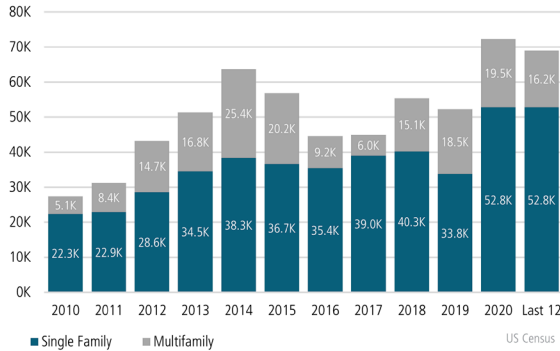
\$436,119

Average New Home Price

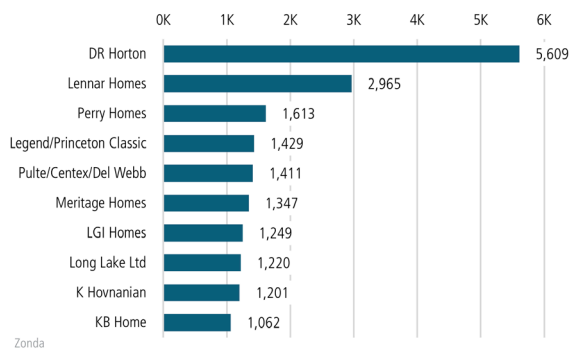


### NEW HOUSING TRENDS<sup>1</sup>

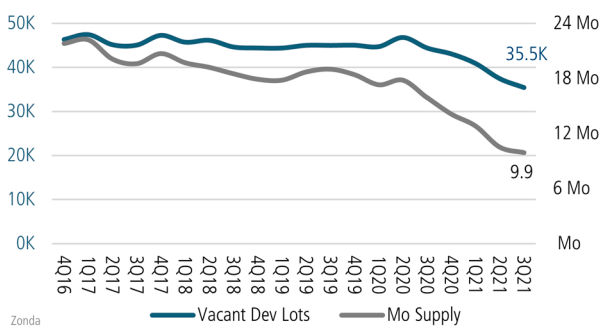
#### Single & Multi-Family Permits



#### 12 Month Homebuilder Ranking by Closings



#### Vacant Developed Lot Supply



#### ANNUALIZED NEW HOME STARTS



Sep 2020  
34,557  
Sep 2021  
43,138  
▲ 24.8%

#### ANNUALIZED NEW HOME CLOSINGS

13.0% ▲

Sep 2020  
33,812  
Sep 2021  
38,223

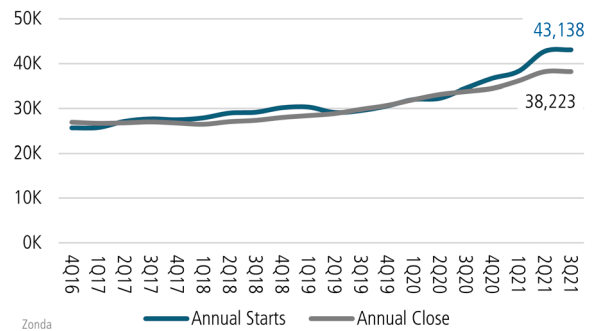


#### AVERAGE NEW HOME PRICE



Sep 2020  
\$360,165  
Sep 2021  
\$436,119  
▲ 21.1%

#### Annual Starts vs Closings



### MLS RESALE STATISTICS - SINGLE FAMILY HOMES<sup>2</sup>

#### ANNUALIZED CLOSED SALES

Sep 2020  
88,253  
▲ 24.0%  
Sep 2021  
109,394

#### MONTHS OF INVENTORY

Sep 2020  
3.3 Mo  
▼ -1.9 Mo  
Sep 2021  
1.4 Mo

#### MEDIAN SALE PRICE

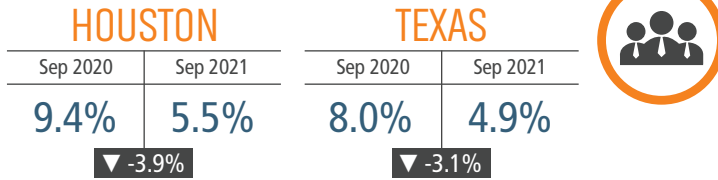
Sep 2020  
\$249,000  
▲ 20.5%  
Sep 2021  
\$300,000

#### ANNUALIZED SALES VOLUME

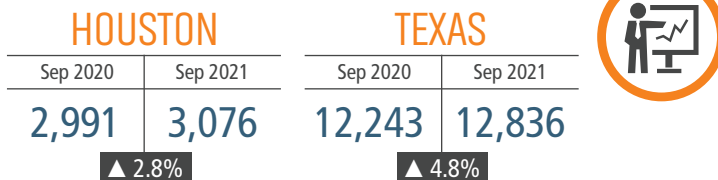
Sep 2020  
\$26.9B  
▲ 39.5%  
Sep 2021  
\$37.5B

## ECONOMIC TRENDS<sup>3</sup>

### UNEMPLOYMENT RATE (unadjusted)



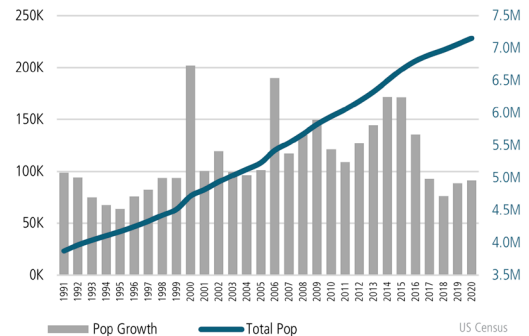
### TOTAL NONFARM EMPLOYMENT (in thousands)



### EMPLOYMENT CHANGE



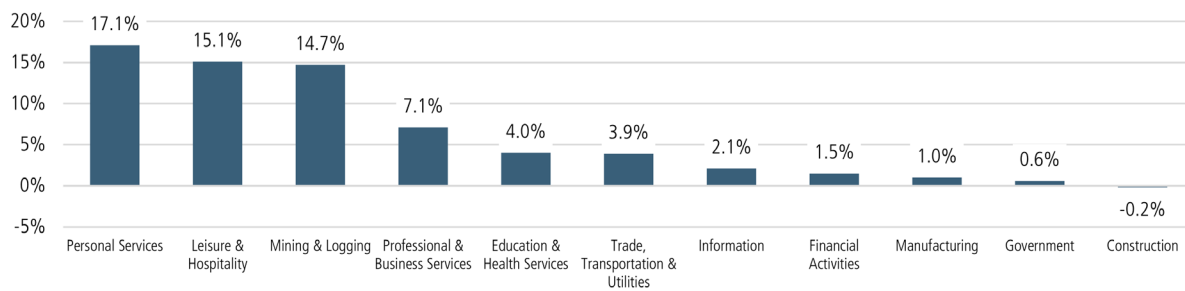
### Population Growth & Total Population



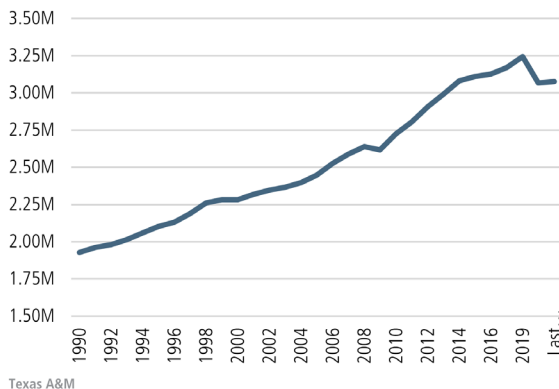
### 30 Year Fixed Mortgage Rate



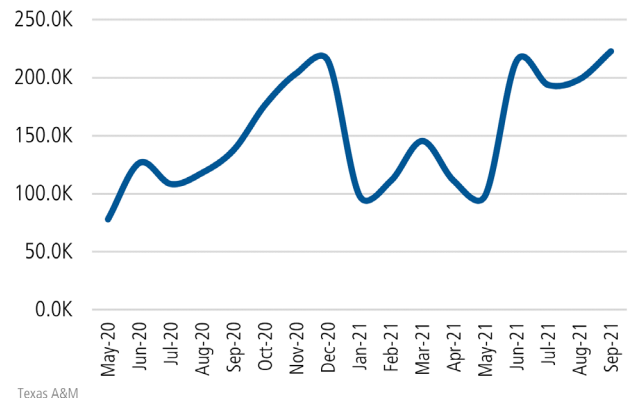
### YOY Change in Employment By Sector



### Total Employment



### Houston Jobs Recovered Since April 2020



# THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM

SALES • CAPITAL • M&A • CONSERVATION • ADVISORY



26 Offices Across the Nation



70+ Specialized Advisors



40+ Staff Professionals



\$32+ Billion in Sales Since 1987

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CASA GRANDE, AZ  
PRESCOTT, AZ  
TUCSON, AZ  
IRVINE, CA  
BAY AREA, CA  
COACHELLA VALLEY, CA  
PASADENA, CA  
ROSEVILLE, CA  
SAN DIEGO, CA  
SANTA BARBARA, CA  
VALENCIA, CA  
JACKSONVILLE, FL

ORLANDO, FL  
TAMPA, FL  
ATLANTA, GA  
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PORTLAND, OR  
CHARLESTON, SC  
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