

Walton®

HOUSTON

REGIONAL MARKET REPORT • Q3 2023



2023



Houston is a lively city made up of ethnic and cultural diversity with nearly 1 out of every 4 residents born from another country. A genuine melting pot, the region's global influences are reflected in the many activities and events held throughout the year. Low cost of living, a mild climate and zero income tax has helped the city become the 4th largest city in the nation and highly ranked for quality of life. ⁽¹⁾



Low Cost of Living



Affordable Housing



Strong Job Market



No Individual or Corporate Tax

PEOPLE

Population	7,516,640
Projected % Change in 2023	1.4%
Median Age	38 y/o
Households	2,720,450
Median Household Income	\$76,338

Zonda - Market Report

LOCAL ECONOMY ⁽²⁾

The Houston metro is an epicenter for global industries including energy, manufacturing, medical, logistics and aerospace. Home to 26 Fortune 500 headquarters, the NASA Johnson Space Center and Texas Medical Center, the region is known for its innovation, competitive cost of doing business and pro-growth culture. Through one of the largest ports in the country, Port of Houston, and two international airports, Houston is one of the largest global trading hubs in North America that seamlessly connects companies to the world. The city welcomed 760+ expansion and relocation projects in the past two years making it a great place for employment opportunities.

JOBS

Unemployment Rate	4.4% (as of Sep 2023)
Total Jobs	3,373,100
Jobs Added Q3 2023	9,600

Bureau of Labor Statistics

RANK

- #1 - Most Diverse Metropolitan Area in the U.S.
- #5 - Most Populous Metro in the U.S.
- #7 - Largest Metro Economy in the U.S.

U.S. News & World Report

TOP EMPLOYERS

Houston Methodist	34,411
HEB	8,730
Walmart	6,575
HCA Houston Healthcare	6,391
United Airlines	5,089

JBREC

ECONOMIC DEVELOPMENT UPDATE

Sep '23 – Amazon plans to add around 5,100 new jobs in the Houston area as part of its push to add 28,000 new jobs in the state of Texas. Roles in the company's Houston-area facilities are warehouse related and include benefits ranging from healthcare insurance to pre-paid college tuition.

[Click here to read more](#)

Sep '23 - An ammonia power solutions company, Amogy, is set to invest \$40 million to expand its Houston facility. Amogy expects to open its new facility and employ around 200 people by the end of 2024, with most positions being engineering focused, as well as manufacturing, operations, and sales.

[Click here to read more](#)

Houston Business Journal

NEW OR NOTABLE EMPLOYERS

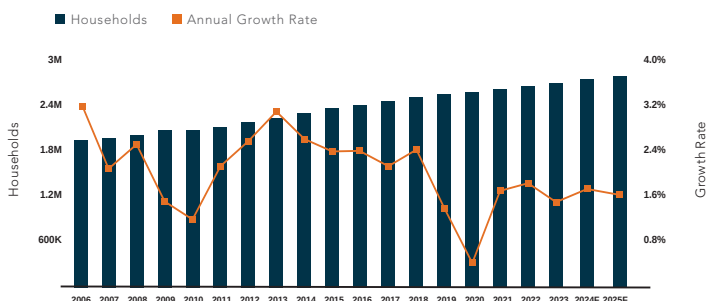
Coca-Cola Southwest
Phillips 66 (HQ)
Waste Management, Inc. (HQ)

Houston Chronicle

GROWTH TRENDS

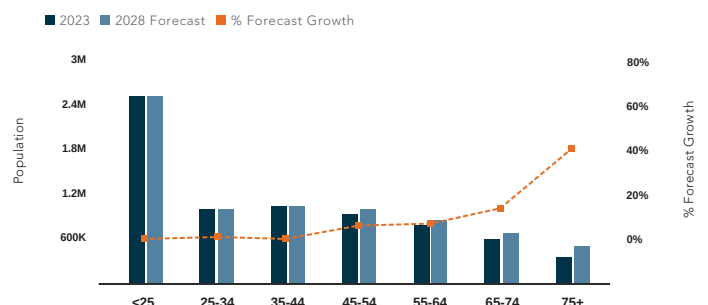
HOUSEHOLD GROWTH

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POPULATION GROWTH BY AGE

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NEW HOME MARKET

The Houston housing market's new median home price slowed in Q3, falling by 4% year-over-year. Single-family permits for future residential constructions increased by nearly 30% compared to the year before. Similarly, home starts in the Houston area increased by almost 19% year-over-year.

NEW MEDIAN CLOSING PRICE

\$325,600 — YoY **-4.3%**

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SINGLE-FAMILY PERMITS

Q3 2022
10,117
Q3 2023
13,144
29.9%



U.S. Census Bureau

TOP HOMEBUILDERS BY RANK

Rank	Homebuilder	Market Share
1.	D.R. Horton, Inc.	14.9%
2.	Lennar	11.4%
3.	Perry Homes	5.2%
4.	Meritage Homes	4.2%
5.	KB Home	3.3%
6.	Legend Home	3.2%
7.	Centex Homes	2.9%
8.	David Weekley Homes	2.8%
9.	Long Lake Ltd	2.7%
10.	Chesmar Homes	2.6%

Zonda - Metrostudy

MARKET SHARE

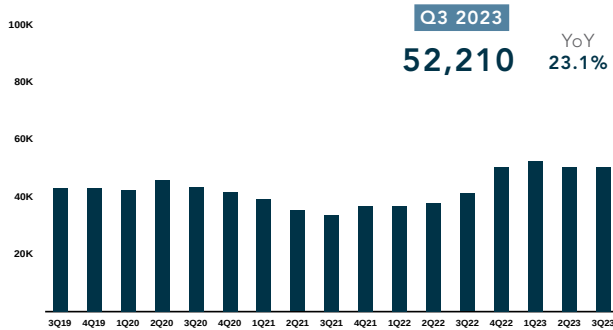
HOME STARTS

10,417 — YoY **18.9%**

Zonda - Metrostudy

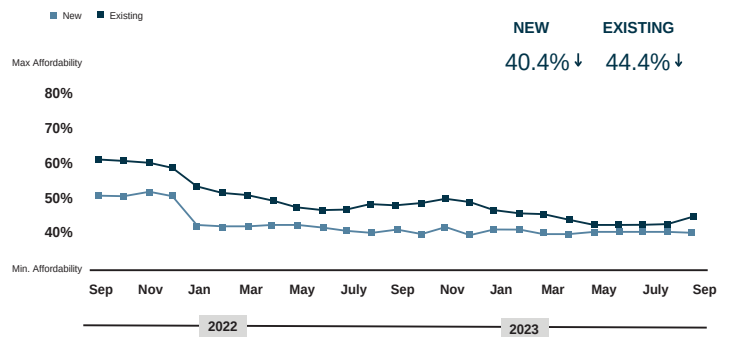
VACANT DEVELOPED LOTS

Zonda - Metrostudy



AFFORDABILITY RATIO

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EXISTING HOME MARKET

Sales of existing homes in the Houston area fell by 19% year-over-year as builders and homebuyers shifted their focus to the new home market given the lack of resale inventory. Houston's existing median home price fell by 2% year-over-year. Months' supply of existing homes was at 3.5 months to end the quarter, an increase of 8 weeks from one year ago.

EXISTING HOME SALES (TTM)

Q3 2022
106,412
Q3 2023
86,212
-19.0%

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EXISTING MEDIAN HOME PRICE

\$332,500 — YoY **-2.2%**

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MONTHS' SUPPLY

as of Sep. 2023 — YoY **3.5 mos** **0.8 mos**

Houston Association of Realtors

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REGIONAL MARKET REPORTS • Q3 2023

ALABAMA

HUNTSVILLE

ARIZONA

MARICOPA COUNTY
PINAL COUNTY

CALIFORNIA

NORTHERN CALIFORNIA
SOUTHERN CALIFORNIA
CENTRAL CALIFORNIA

COLORADO

DENVER
COLORADO SPRINGS

FLORIDA

CENTRAL FLORIDA
SOUTHEAST FLORIDA
NORTHEAST FLORIDA

GEORGIA

ATLANTA
SOUTHEAST GEORGIA

D.C. - VA - MD

MARYLAND
RICHMOND

NEVADA

LAS VEGAS

NORTH CAROLINA

CHARLOTTE

SOUTH CAROLINA

UPSTATE - SPARTANBURG

TENNESSEE

CHATTANOOGA
KNOXVILLE
NASHVILLE

TEXAS

DALLAS-FORT WORTH
AUSTIN
HOUSTON

UTAH

ST. GEORGE

WASHINGTON

SEATTLE
SPOKANE

NEW LAND ACQUISITIONS

For land sellers searching for a buyer contact us: infousa@walton.com

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