



Colliers

MULTIFAMILY

Q3 2025

Houston

*“With occupancy at 90% – the strongest in four years – Houston’s multifamily market outperformed broader Texas trends, aligning more closely with national momentum in pricing and absorption”*

**Danny Rice | President**



# Houston

**OVERALL OCCUPANCY RATE**

90.0% ▲ YOY ▲ Forecast

**NET ABSORPTION (Units)**

10.3K ▲ YOY ▲ Forecast

**UNDER CONSTRUCTION (Units)**

8.0K ▼ YOY ▲ Forecast

**Average Monthly Rent (Effective)**

\$1,272 ▼ YOY ▲ Forecast

**MARKET TRENDS**

- Houston’s multifamily market achieved its strongest absorption performance in four years, with 10,293 units absorbed – nearly twice the number of units delivered during the third quarter.
- Each property class except Class A posted their highest absorption levels – also within four years – although Class A properties accounted for 42.7% of the total despite seeing both quarterly and annual declines.
- The surge in absorption contributed to increased occupancy levels overall and across all property types both quarterly and annually.
- Construction activity continues falling, down 16.5% quarter over quarter and 54.0% year over year.
- Rents have declined both from last quarter and year over year.
- The Northwest submarket led the region in activity, recording the highest volume of units delivered, absorbed and under construction.

**HISTORIC COMPARISON**

	Q3 2025	Q2 2025	Q3 2024
<b>Total Inventory (Existing Units)</b>	787,507	784,031	772,647
<b>New Supply (Units Delivered)</b>	5,794	2,275	4,931
<b>Demand (Units Absorbed)</b>	10,293	7,573	4,746
<b>Occupancy</b>	90.0%	89.1%	88.3%
<b>Under Construction (Units)</b>	7,985	9,024	17,343
<b>Average Monthly Rent (Effective)</b>	\$1,272	\$1,278	\$1,285

**MARKET FUNDAMENTALS**

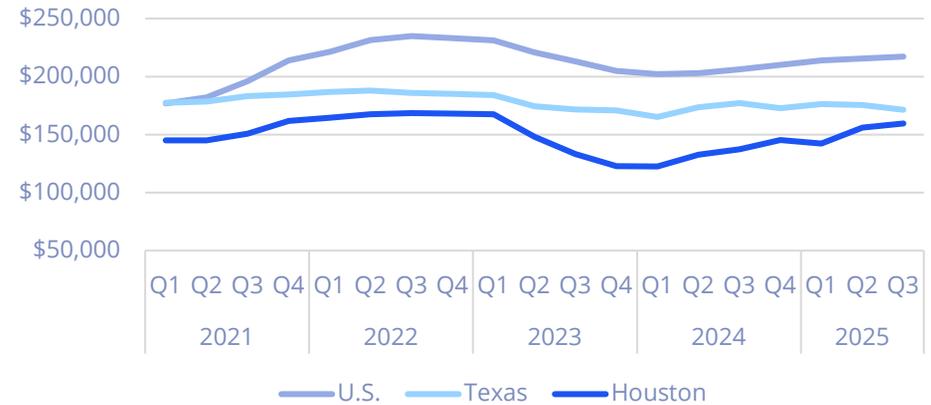


Source: Colliers, mri apartment data

# Houston Sales Volume & Pricing

- Houston’s multifamily investment sales volume reached \$1.2 billion in the third quarter – reflecting a modest decline quarter over quarter and year over year – yet rolling four-quarter volume rose 8.3% compared to the same period last year, signaling sustained investor interest.
- The average sales price per unit in Houston climbed to \$159,625 in Q3, marking a 2.4% increase from the previous quarter and a notable 16.2% year-over-year gain.
- National trends mirrored Houston’s momentum, with the U.S. average sales price per unit rising both quarterly and annually. In contrast, Texas’ average sales price declined 2.3% quarter over quarter and 3.1% year over year.
- Average cap rates remained stable across Houston, Texas and the U.S. at 5.8% quarter over quarter, with only a minimal 20-basis-point variance year over year.

## Average Price per Unit



Source: Colliers, MSCI Real Capital Analytics

## Average Cap Rate



Source: Colliers, MSCI Real Capital Analytics

## Houston Sales Volume



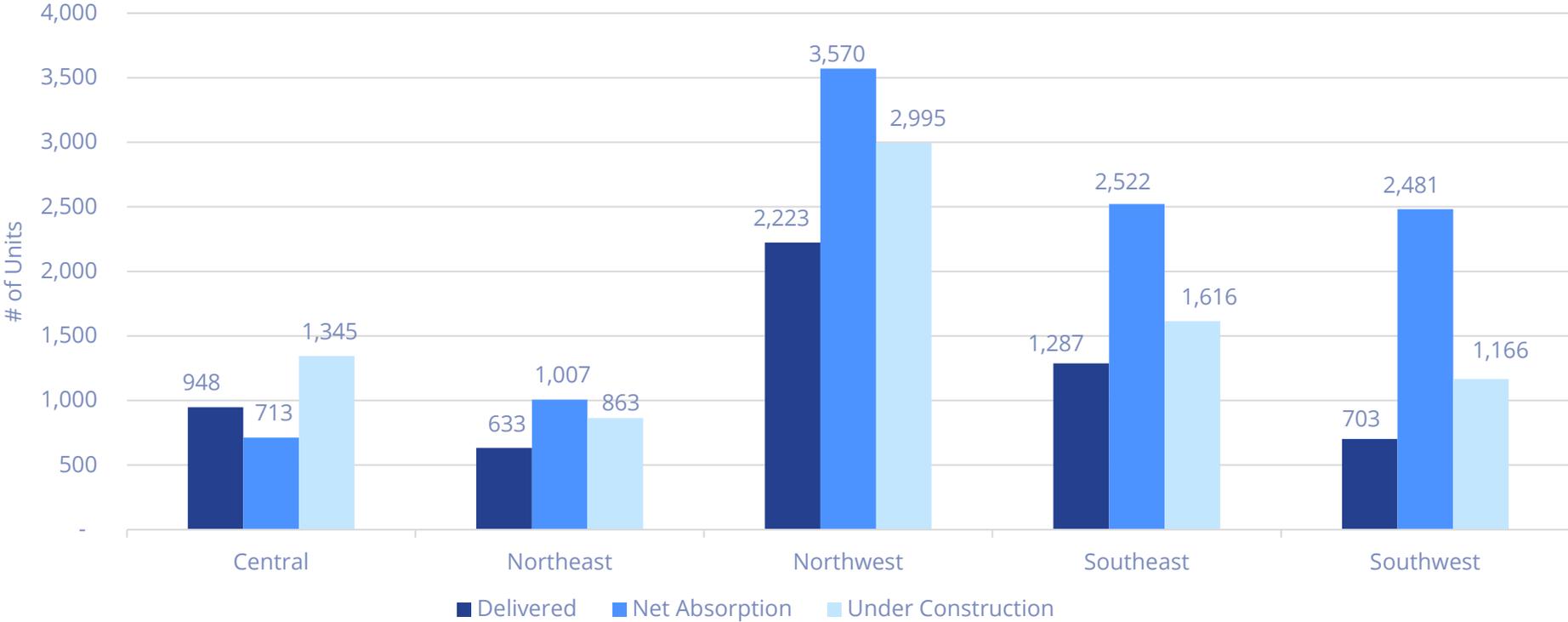
Source: Colliers, MSCI Real Capital Analytics

# Market Statistics

HOUSTON	# OF UNITS	MONTHLY RENT PER UNIT (\$)	CURRENT ABSORPTION # OF UNITS	PREVIOUS ABSORPTION # OF UNITS	CURRENT OCCUPANCY RATE (%)	PREVIOUS OCCUPANCY RATE (%)
<b>Class A</b>	208,981	\$1,730	4,393	5,385	85.6%	84.9%
<b>Class B</b>	298,603	\$1,263	2,052	1,426	92.1%	91.4%
<b>Class C</b>	215,280	\$988	3,260	791	91.8%	90.2%
<b>Class D</b>	64,643	\$780	588	(29)	89.3%	88.4%
<b>Total Market</b>	<b>787,507</b>	<b>\$1,272</b>	<b>10,293</b>	<b>7,573</b>	<b>90.0%</b>	<b>89.1%</b>

Source: Colliers, mri apartment data

### Houston Multifamily Activity by Submarket Q3 2025



Source: Colliers, MSCI Real Capital Analytics

## Global Stats

Colliers (NASDAQ, TSX: CIGI) is a global diversified professional services and investment management company. Operating through three industry-leading platforms – Real Estate Services, Engineering, and Investment Management – we have a proven business model, an enterprising culture, and a unique partnership philosophy that drives growth and value creation. For 30 years, Colliers has consistently delivered approximately 20% compound annual returns for shareholders, fueled by visionary leadership, significant inside ownership and substantial recurring earnings. With more than \$5.0 billion in annual revenues, a team of 24,000 professionals, and more than \$100 billion in assets under management, Colliers remains committed to accelerating the success of our clients, investors, and people worldwide. Learn more at [corporate.colliers.com](https://corporate.colliers.com), X [@Colliers](https://twitter.com/Colliers) or [LinkedIn](https://www.linkedin.com/company/colliers).

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## Sources

Colliers | mri apartment data | MSCI Real Capital Analytics



\$5.0B+

ANNUAL  
REVENUE

70

COUNTRIES WE  
OPERATE IN

\$100B+

ASSETS UNDER  
MANAGEMENT

46,000

LEASE AND SALE  
TRANSACTIONS

2B

SQUARE FEET  
MANAGED

24,000

PROFESSIONALS

*Number of countries includes affiliates*

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