



NEWS RELEASE

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Spring Surge in Listings Shifts Market Power to Homebuyers in Collin County

PLANO, Texas—Collin County Area Realtors (CCAR) reports that increased new listings provided homebuyers significantly more choices and negotiating power, resulting in increased activity and lower prices in April.

New listings in Collin County increased by 20.5% compared to April 2024 (2,945 vs. 2,445). This, combined with a softening in the median sales price, down 3.9% to \$480,000, allowed buyers to enter the spring market with greater confidence.

Buyers had 56.4% more homes to choose from year-over-year (5,653 vs. 3,615), increasing the county's housing supply to 4.1 months, 1.3 months more than the same time last year. A balanced market is typically considered to have around a 6-month supply.

With more homes on the market, properties stayed listed 13 days longer on average (53 days vs. 40 in April 2024), and sellers received 95.7% of their original list price, down from 97.8% the year prior.

“More homes available for buyers means less pressure to rush decisions, and buyers are taking time to find the right fit and negotiate favorable terms,” said CCAR President Jennifer Parker. “This shift reflects a healthier, more balanced market.”

Meanwhile, the number of homes under contract rose 19.2% year-over-year, signaling buyers actively responded to the expanding inventory and improved market conditions in April.

Statewide, housing inventory rose 32.2% year-over-year, reaching 5.2 months of supply. Meanwhile, Texas' median home price remained flat with a decrease of 0.3% to \$339,990. County-level trends varied:

- Dallas County: Up 1.3% to \$385,000
- Harris County: Down 2.7% to \$321,245
- Travis County: Unchanged at \$535,000

As the spring market gains momentum, Collin County continues to trend toward greater balance, offering opportunities for buyers and a more sustainable pace for sellers.

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