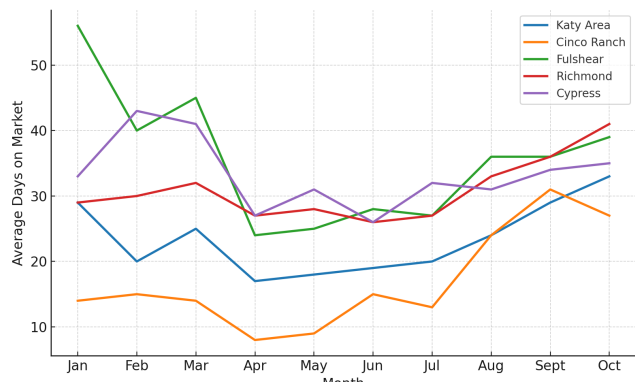


Five Star Real Estate Market Update

Local Expertise. Proven Performance. Serving the Fulshear, Katy & Greater Houston Markets.

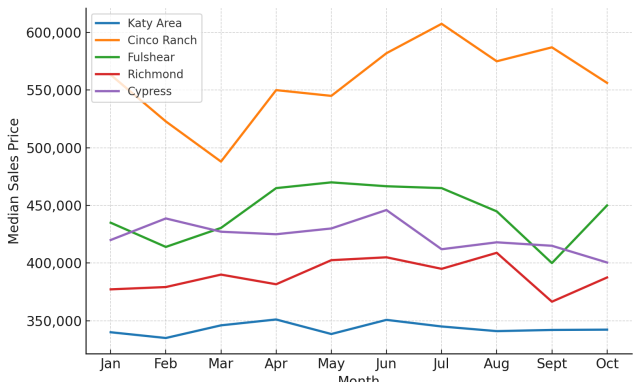
LOCAL MARKET SNAPSHOT

Average Days on Market



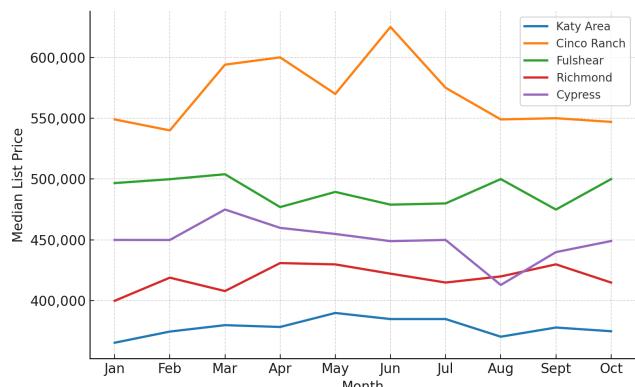
Average time on market rose modestly across most areas in October. Katy and Richmond each saw about a **14% increase** from September, while Fulshear ticked up roughly **8%**. Cypress held steady with only a **3% rise**, and Cinco Ranch actually improved, dropping **13% month-to-month**. Compared to January, days on market are up **13% in Katy** and **41% in Richmond**, while Fulshear's pace has quickened by **30%**. Overall, homes are lingering a bit longer this fall, signaling slightly less urgency from buyers.

Median Sales Price



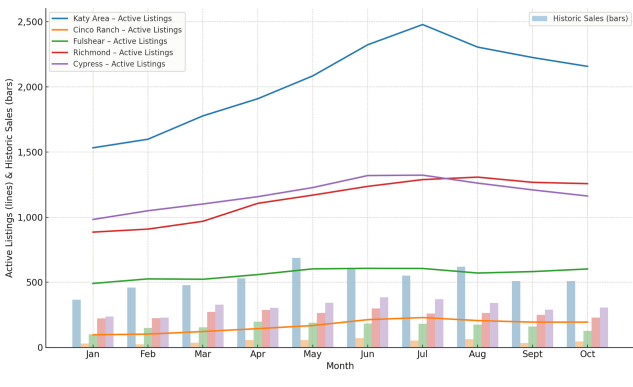
Prices were stable to slightly higher in October, with Fulshear posting the largest month-to-month gain of about **13%**, followed by Richmond up **6%** and Katy essentially unchanged. Cypress slipped **3%** and Cinco Ranch fell roughly **5%**. Since January, median prices are up **3–4% in Fulshear and Richmond**, while Katy has gained less than 1%, and Cypress and Cinco Ranch remain a bit below their starting levels. The overall takeaway: pricing remains firm but regionally uneven.

Median List Price



Asking prices eased slightly in most markets this October — Katy was down about **1%**, Richmond off **3%**, and Cinco Ranch dipped just **0.5%**. Fulshear and Cypress moved the other direction, up **5%** and **2%**, respectively. From January to October, list prices have edged higher in **Katy (+3%)** and **Richmond (+4%)**, stayed nearly flat in **Fulshear (+1%)** and **Cypress (-0%)**, and ticked lower in **Cinco Ranch (-0.4%)**. Sellers appear to be calibrating expectations while buyers continue to test the market's price ceiling.

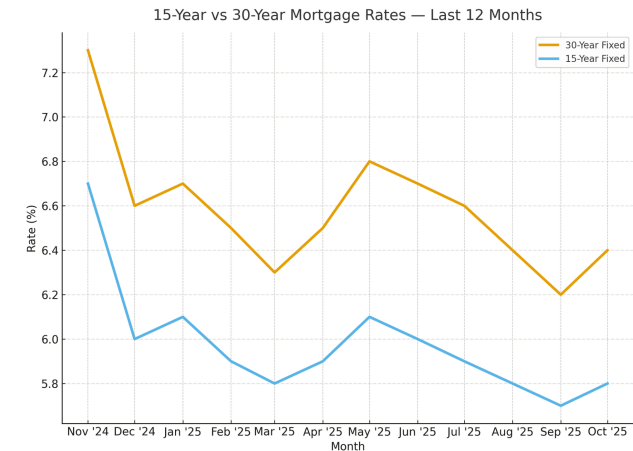
Active Listings v. Closed Sales



October's market held steady with only slight shifts in supply and demand. Active listings dipped **3% in Katy** and **1% in Richmond**, while **Fulshear rose 3%** and **Cinco Ranch stayed flat**. Compared with January, inventory remains significantly higher — up **41% in Katy**, **42% in Richmond**, and **100% in Cinco Ranch** — offering buyers more selection. Closed sales climbed **35% in Cinco Ranch** and **6% in Cypress**, while **Fulshear** and **Richmond** softened modestly. Year-to-date, most areas still show growth, with sales up **40% in Katy**, **54% in Cinco Ranch**, and **29% in Fulshear**, underscoring steady demand amid a more balanced market.

MORTGAGE RATE TRENDS

Over the past year, both 15-year and 30-year mortgage rates have followed a similar path—peaking in late 2024 before easing through mid-2025. The 30-year rate has hovered in the mid-6% range this fall, while the 15-year rate remains roughly half a point lower. This slight spread continues to offer advantages for well-qualified buyers seeking shorter loan terms or refinancing opportunities. As rate volatility subsides, the market is finding a more balanced footing—creating a steadier environment for buyers, sellers, and lenders alike.



WHAT THIS MEANS FOR YOU?

For Sellers

Homes are taking a bit longer to sell, and buyers have more options than earlier in the year. Pricing competitively and presenting well remain key to standing out. The good news: motivated buyers are still active, and well-priced homes continue to move quickly.

For Buyers

More inventory and steady prices mean better choices and room to negotiate. The market has shifted toward balance, giving buyers time to find the right fit without rushing — a welcome change from the fast pace seen earlier this year.

UPCOMING EVENTS

Save the Date: Cars & Coffee Fulshear

5 Star Tracy Property Group is excited to host the next quarterly **Cars & Coffee Fulshear** on **Saturday, December 13, 2025**. Come out and enjoy a morning filled with incredible rides—both classic and modern—alongside fresh coffee, donuts, and great company. It's the perfect way to connect with neighbors, car enthusiasts, and our local community.

[Read More](#)



ABOUT US

At **5 Star Tracy Property Group**, our mission is to help clients achieve their real estate goals with expert guidance, exceptional service, and trusted results. Serving **Fulshear, Katy, and the Greater Houston area**, we deliver a seamless, stress-free experience for buyers, sellers, and investors while actively reinvesting in and strengthening our community.



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