



REAL ESTATE TRENDS & COMMUNITY NEWS

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COMMUNITY NEWS



FULSHEAR CARS & COFFEE - DEC. 2025

The **Winter 2025 Fulshear Cars & Coffee** was a wonderful way to kick off the holiday season, welcoming local residents and car enthusiasts from across the region. A wide variety of vehicles—from vintage classics to modern performance cars—filled the event, creating a cheerful, family-friendly setting perfect for all ages.

A special highlight of this event was the Kids Corner, proudly sponsored by **5 Star Tracy Property Group**, where local kids had the opportunity to sell handmade crafts and creations. The Kids Corner was designed to encourage creativity, confidence, and early entrepreneurial skills—giving young vendors a chance to learn firsthand what it means to run a small business while engaging with the community.

Follow **5 Star Tracy Property Group** to learn more about upcoming community events and to see professional photos from Fulshear Cars & Coffee.



YEAR-END 2025 REAL ESTATE MARKET SNAPSHOT

As 2025 comes to a close, Houston-area housing markets have moved into a more balanced, data-driven environment. Inventory levels, days on market, pricing trends, and negotiation leverage now play a larger role in buyer and seller decision-making than timing alone.

KATY/FULSHEAR MARKET

“Pricing power exists — but only when the numbers make sense.”

In Katy and Fulshear, median sales prices remained relatively stable year-over-year, with outcomes varying by neighborhood and influenced by new construction activity. Inventory levels increased, reducing seller leverage and giving buyers more options. Days on market lengthened, and while many homes still sold near list price, overpriced listings frequently required adjustments. Builder incentives continued to compete directly with resale homes.

Key Points:

- Buyers have more leverage and time to negotiate.
- Sellers must price accurately and compete with builder incentives.

WEST HOUSTON MARKET

“More competition, fewer shortcuts.”

Across West Houston, inventory rose noticeably, increasing competition among sellers. Average days on market extended, especially in higher price ranges, as buyers became more selective and rate-sensitive. Closed sales declined year-over-year, and price reductions became more common, while multiple-offer situations were far less frequent than in prior years.

Key Points:

- *Buyers can be patient and negotiate more aggressively.*
- *Sellers must rely on strong pricing, condition, and presentation to stand out.*

GREATER HOUSTON MARKET “A large market finding its balance.”

Within Greater Houston, active listings increased, improving market liquidity and buyer choice. Inventory levels trended toward long-term equilibrium, contributing to flatter price growth. While the sales pace slowed, demand remained supported by job growth and population inflows, with buyer activity closely tied to interest-rate movement.

Key Points:

- Buyers benefit from increased selection and less urgency.
- Sellers need realistic expectations aligned with current demand.

2026 OUTLOOK

“A year that rewards strategy, not speculation.”

Most economic and housing forecasts point to 2026 shaping up as a balanced and opportunity-driven market rather than an extreme buyer's or seller's market. Modest price movement, steadier interest rates, and improved inventory levels should create favorable conditions for well-prepared participants on both sides of a transaction.

For Buyers:

Mortgage rates are expected to remain relatively stable, with potential for modest easing, improving affordability compared to prior years. Increased inventory and slower price growth give buyers more choice, more time, and greater negotiating leverage.

For Sellers:

While the market won't favor sellers the way it did in peak years, well-priced and well-presented homes should continue to perform well. Success in 2026 will depend on pricing accuracy, condition, and realistic expectations, rather than market momentum alone.

Bottom line:

2026 is shaping up to be a solid year to buy or sell, provided decisions are driven by data, preparation, and timing—not urgency.

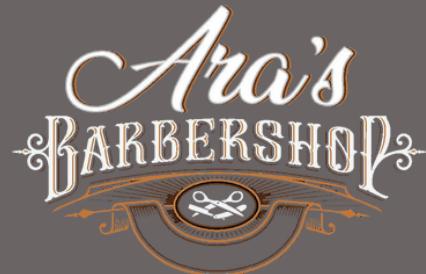
COMMUNITY SPOTLIGHT

TOP NOTCH PLUMBING

We're proud to spotlight **Top Notch Plumbing**, a family-owned local plumbing business serving the Katy/Fulshear and Greater Houston area. Owned and operated by Nik and Stela, Top Notch Plumbing is known for providing reliable, honest, and high-quality service, whether it's a small repair or a larger plumbing project. Their commitment to treating every customer like a neighbor truly reflects the heart of our community.

If you're looking for a trusted local plumber who takes pride in their work and stands behind it, Top Notch Plumbing is a great choice.

 Email: thetopnotchplumbing@gmail.com
 Call: 832-466-6262



We're excited to shine a spotlight on Ara's Barbershop, a beloved local barbershop right here in Fulshear. Owned and operated by Ara, who is not only a talented barber but also an active community leader, Ara's Barbershop has become a go-to destination for great haircuts, genuine conversation, and that hometown welcome we all appreciate.

Ara's isn't just about great style—he's deeply involved in the community, supporting local events and building connections one haircut at a time. With a reputation for professional skill and personal service, Ara continues to make our community stronger and more connected.

 Call: (832) 999-9088
 Learn more: www.arasbarbershop.com

ABOUT US



At **5 Star Tracy Property Group**, we combine experience, local expertise, and a commitment to excellence to guide you through every step of buying, selling, or leasing your home. We are passionate about delivering results while making your experience seamless and stress-free.

Contact Us

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