

# REAL ESTATE TRENDS & COMMUNITY NEWS

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## COMMUNITY NEWS



### FULSHEAR CARS & COFFEE - FEB. 2026

The Spring 2026 Fulshear Cars & Coffee, held in February, was an incredible way to kick off the year—featuring 50+ vehicles and hundreds of attendees from across Fulshear and beyond. From vintage classics to modern performance builds, the event delivered a vibrant, family-friendly atmosphere and continues to grow with each gathering, gaining momentum and attention throughout the Fulshear community.

A special highlight was the Kidz Korner, proudly sponsored by 5 Star Tracy Property Group, where local kids sold handmade crafts while building confidence and entrepreneurial skills.

The next Fulshear Cars & Coffee is scheduled for Saturday, May 16, 2026 — and we're looking forward to another strong turnout of cars, families, and community supporters.

To learn more about upcoming events, view professional photos, and stay connected with future event updates and community highlights, visit 5 Star Tracy Property Group.



## SPRING 2026 REAL ESTATE MARKET SNAPSHOT

As we move through 2026, the Houston-area housing market continues operating in a more balanced, strategy-driven environment. Inventory levels remain higher than the ultra-competitive years of 2021–2023, giving buyers more options and time to evaluate decisions. Days on market have normalized, pricing trends have stabilized, and negotiation leverage now plays a meaningful role in both buyer and seller outcomes.

Rather than urgency driving activity, today's market rewards preparation, realistic pricing, and informed decision-making. Buyers are approaching purchases thoughtfully, and sellers are seeing success when homes are positioned correctly from day one.



### KATY/FULSHEAR MARKET

**“Balanced, active, and adapting to buyer strategy.”**

In the Katy/Fulshear area, housing activity remains steady across a broad range of price points and home types. Median prices generally fall in the mid-\$400,000s to \$500,000s, with Fulshear values around \$520,000–\$527,000, reflecting modest year-over-year growth as inventory and buyer options expand.

Across the greater Katy corridor, trends vary by neighborhood, but increased inventory and longer marketing times compared to peak pandemic conditions reinforce the importance of strategic pricing and strong property presentation.

#### Key Points:

- Balanced negotiation landscape: Buyers benefit from more options and time to evaluate listings.
- Well-priced, well-presented homes still attract strong interest and sell efficiently.
- Smart pricing and presentation remain crucial for sellers to compete effectively.

## WEST HOUSTON MARKET & GREATER HOUSTON MARKET

Across West Houston and the Greater Houston region, early 2026 data paints a picture of market equilibrium:

- Inventory levels remain elevated compared with the lean conditions seen in the immediate post-pandemic years, leading to a more competitive environment for sellers and greater choice for buyers.
- Homes are spending more time on market than in recent peak-demand years — indicating increased buyer selectivity and measured decision-making.
- Median prices throughout Greater Houston have shown modest year-over-year gains as demand remains supported by population growth, job market stability, and continued inbound relocation.

These conditions reflect a shift away from seller-dominant pressure toward a balanced market where preparation, pricing accuracy, and condition matter most.

### **Key Points:**

- Buyers have expanded choices and stronger negotiation footing.
- Sellers must compete on price, condition, and presentation to attract qualified offers.
- Market trends reward preparedness over urgency.

### **2026 OUTLOOK – LOCAL & REGIONAL**

**“A year defined by balance, buyer confidence, and strategic positioning.”**

Housing market forecasts for 2026 continue to emphasize longer inventory cycles, stable pricing, and more informed decision-making:

- Inventory is expected to remain accessible, allowing buyers time to explore options without extreme competition.
- Mortgage rates are anticipated to stay in a range that supports homebuying activity — potentially easing modestly compared with prior peaks, though not collapsing back to historical lows.
- Price growth is forecasted to be moderate rather than explosive, favoring data-driven decision-making by both buyers and sellers.

### **For Buyers:**

Increased inventory, broader selection, and longer search windows enhance your negotiating leverage and allow time to make confident decisions.

### **For Sellers:**

Homes that are accurately priced, professionally prepared, and strategically marketed continue to perform well — but success in 2026 relies on realistic expectations and competitive positioning.

### **Bottom Line:**

2026 has shaped up to be a balanced, opportunity-rich market where strategy, preparation, and data matter more than timing or urgency alone.

## COMMUNITY SPOTLIGHT



**Family House**  
CLEANING

Established in 2008, Family House Cleaning is proudly owned and operated by Alessandra Silva. Specializing in both residential and commercial cleaning, the company is committed to delivering reliable, detail-oriented service with a personal touch. At Family House Cleaning, we don't just clean — “We make your house feel like home.”

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## 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.

### **SCHEDULE A CONSULTATION TODAY!**

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