

REAL ESTATE TRENDS & COMMUNITY NEWS

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COMMUNITY NEWS



UPCOMING - FULSHEAR CARS & COFFEE

We're gearing up for the next **"The Original" Fulshear Cars & Coffee on Saturday, May 16, 2026**, sponsored by 5 Star Tracy Property Group, and it's shaping up to be one you won't want to miss.

This event will feature some very special and unique vehicles that are sure to turn heads, along with another strong turnout from across Fulshear and the surrounding communities.

A major highlight is the **Kidz Korner**—where local kids sell handmade crafts and build real-world entrepreneurial skills. We encourage everyone to stop by and support these young entrepreneurs—it's one of the most meaningful parts of the event.

Great cars. Great coffee. Great community.

Follow and like our **Fulshear Cars & Coffee Facebook Page** for updates, featured vehicles, and event announcements.



COMMUNITY SPOTLIGHT



Fence Stainers

www.fence-stainers.com

This month, we're proud to spotlight Billy Delk, owner of Fence Stainers—a business built on quality work, reliability, and strong community values.

Billy is an active part of the Fulshear community, especially through his involvement with Thrive Church, where he consistently shows up to serve and support others. That same character carries into his business—he's known for being dependable, detail-oriented, and committed to doing things the right way.

If you're looking to enhance and protect your fence while supporting a great local business, Billy and Fence Stainers are a fantastic choice.

Learn more at: <https://fencestainers.com>

REAL ESTATE MARKET SNAPSHOT

As we move further into 2026, the Houston-area housing market continues to operate in a more balanced, strategy-driven environment. Inventory levels remain elevated compared to the ultra-competitive years of 2021–2023, giving buyers more options and greater flexibility in their decision-making. Days on market have normalized, price growth has leveled off, and negotiations are now a key part of the process for both sides.

Today's market is less about urgency and more about execution. Buyers are taking a more measured approach, while sellers are seeing the best results when homes are well-prepared, properly priced, and effectively marketed from day one.



KATY/FULSHEAR MARKET

“Balanced, competitive, and increasingly driven by strategy.”

The Katy/Fulshear housing market remains active, with a healthy level of inventory providing buyers more options than in recent years. In Fulshear specifically, median home values are trending in the mid-\$400,000s, with broader averages and active listings indicating pricing support into the \$500,000+ range depending on size, age, and location .

Over the past year, a steady flow of sales alongside elevated active listings points to a balanced market environment, where supply and demand are more aligned. Homes are still selling at solid price points, but increased competition and longer marketing times compared to peak conditions reinforce the importance of proper positioning.

Key Points:

- **Balanced conditions:** Inventory levels support a more even playing field between buyers and sellers.
- **Selective buyer activity:** Buyers have more choices and are taking a more measured, value-driven approach.
- **Execution matters:** Well-priced, well-presented homes continue to attract strong interest and sell efficiently.

CURRENT INTEREST RATES

“Stabilized, but still shaping buyer strategy.”

Mortgage rates in early 2026 have settled into a relatively stable range, though they remain elevated compared to the historic lows seen in 2020–2021. As of early April, 30-year fixed rates are generally hovering in the mid-6% range (approximately 6.4%–6.6%), while 15-year rates are typically in the mid-5% range .

After briefly dipping closer to 6% earlier this year, rates have moved slightly higher in recent weeks due to inflation concerns and broader economic factors.

While today’s rates are higher than pandemic-era levels, they remain below long-term historical averages, and buyers are increasingly adapting to this “new normal” range.

WEST HOUSTON MARKET & GREATER HOUSTON MARKET

“A more balanced Houston market means opportunity for buyers and accountability for sellers”

Across West Houston and the broader Greater Houston region, early 2026 data continues to reflect a more balanced and normalized housing market.

Inventory levels remain elevated compared to the historically low supply seen from 2021–2023, providing buyers with increased options across most price points. At the same time, closed sales volume remains steady, indicating that demand is still present, just more selective.

Homes are generally experiencing longer marketing times, and list-to-sale price spreads have widened slightly, reinforcing the importance of realistic pricing and proper positioning. Median home prices across the Houston area have shown modest year-over-year growth, supported by continued population growth, job stability, and ongoing relocation into the region.

Overall, the market has shifted away from the urgency of prior years into an environment where strategy, condition, and pricing discipline drive results.

Key Points:

- **Balanced conditions:** Supply and demand are more aligned across most segments.
- **More selective buyers:** Increased inventory allows for greater comparison and negotiation.
- **Execution matters:** Homes that are well-prepared and properly priced continue to perform best.

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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