

JULY

2026

THE KENDRA HUDSON NEWSLETTER

THE B/CS REAL ESTATE REPORT



SELLING YOUR HOME IN A BUYERS MARKET!

We currently find ourselves in a bit of a buyers market here in Texas. As such, there are astute practices we can follow to help create the best possible financial outcomes when selling our home. In a buyers market, properties tend to sit a bit longer, and educated buyers are comparing your home to others very closely. Overpricing initially and planning to "reduce later" is typically a failed strategy, as your listing can become stale and forgotten. Buyers also tend to have very little imagination for how good a home could look after completing repairs or doing a remodel themselves. Instead of falling into these common traps as a seller, focus on making your home irresistible from day one. Price intelligently, not emotionally. Complete any deferred maintenance items such as painting or replacing worn out carpet. Have your home professionally or virtually staged, depersonalize the spaces and make sure the listing photography is top notch. Follow these steps and you will optimize your financial outcome in the end.

PERSONAL NOTE



In 45 days the Fall semester will start at Texas A&M, and there will be 50,000 more students back in our community. In the meantime, it's a fantastic time to visit all of your favorite restaurants and coffee shops around town. Enjoy the easy parking and short wait times at all your favorite spots! Trust me when I say that things will look much different by Labor day!!

BRYAN-COLLEGE STATION MARKET STATISTICS FOR JUNE 2026

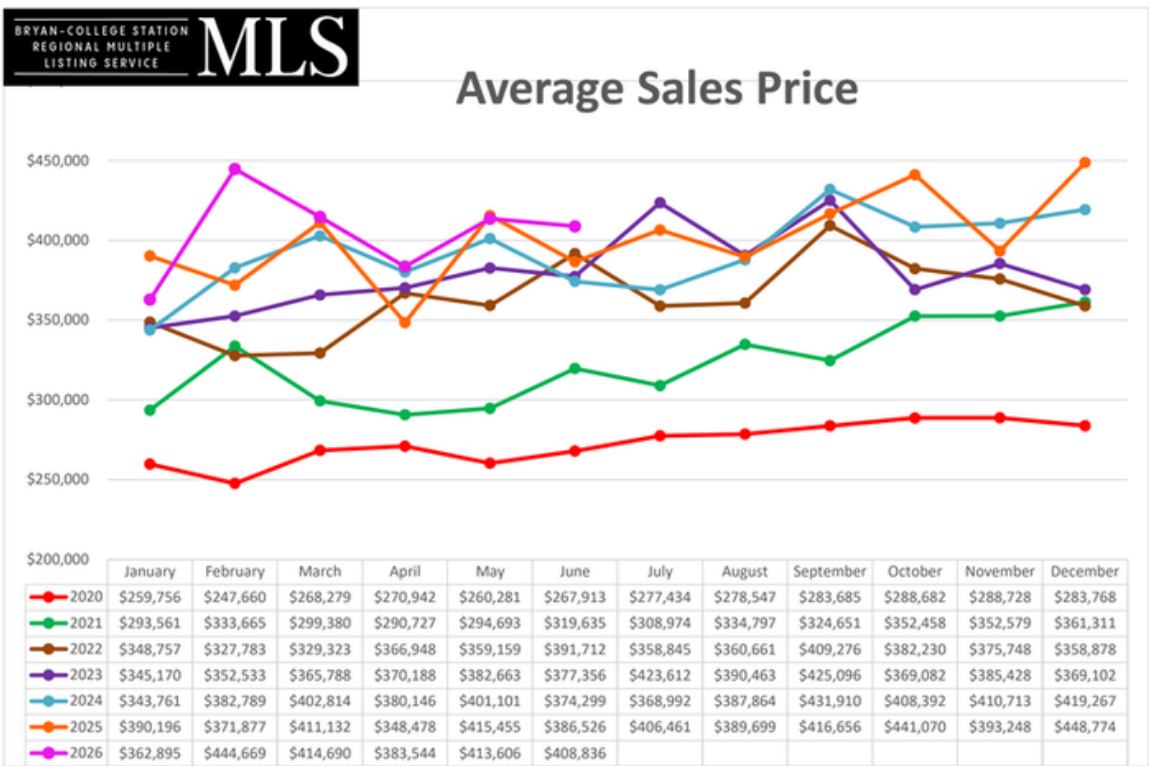
SALES CLOSED: 348

TOTAL SALES VOLUME: \$155,100,500

AVERAGE SALES PRICE: \$320,000

AVERAGE DAYS ON MARKET: 95

2026 BCS AVERAGE SALES PRICE



Click the button below to access the full BCS statistics report!

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5-STAR ZILLOW REALTOR
BRYAN/COLLEGE STATION



THE HUDSON TEAM LISTINGS

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