

The Woodlands Hills

5 Huge Mistakes TO AVOID When Buying Here

Insider tips from a resident Realtor who knows
this market inside and out. (2026 Edition)



CANDIS HIDALGO
RESIDENT & REALTOR® IN
THE WOODLANDS HILLS



Before You Fall in Love With a Home...

The Woodlands Hills is one of the most exciting master-planned communities in the Greater Houston area — and I'd know, because I live here. As a resident Realtor, I get an inside look at this market every single day: the deals, the pitfalls, and everything the builder's brochure won't tell you. Whether you're eyeing new construction or a resale gem, avoid these five mistakes before you fall in love with a home.

MISTAKE #1

Not Budgeting for the MUD Tax

The base property tax rate in The Woodlands Hills ranges from 2.0%–2.13% depending on where you live — but that doesn't tell the whole story. There's an additional 1%+ MUD (Municipal Utility District) tax on top of that, bringing your total rate to over 3%. If you escrow your taxes into your monthly payment, this difference adds up to hundreds of dollars per month.

You still have your Homestead Exemption, of course — but make sure you're running the numbers on the full tax rate before you fall in love with a home that may be outside your real budget.

3%+ Your total effective tax rate when you include the MUD tax. Budget accordingly!

MISTAKE #2

Taking Builder Pricing and "Incentives" at Face Value

It's 2026 and we're in a Buyer's Market — which means the leverage is in your hands, not the builder's. When a builder advertises a "low price" or a "special incentive," that's a starting point, not a final offer. Savvy buyers know there's almost always room to negotiate — on price, on upgrades, on closing costs, on interest rate buydowns. Don't leave money on the table by assuming the advertised deal is the best one available.

MISTAKE #3

Walking Into the Model Home Without a Realtor

This one can literally cost you tens of thousands of dollars. The builder's sales rep is friendly, knowledgeable, and 100% working for the builder — not for you. Their job is to get the best price and terms for their employer.

Every month when I analyze home sales data in The Woodlands Hills, I see a clear pattern: buyers without a Realtor consistently pay more.

A good buyer's agent will negotiate your price, advocate for your terms, and help you navigate upgrades, incentives, and contingencies — all at no cost to you, because the builder pays the buyer's agent commission. Whether you work with me or someone else, just make sure you have an experienced advocate in your corner before you walk through that door.

"Buyers without a Realtor consistently pay more."

— FROM MY MONTHLY ANALYSIS OF TWH SALES DATA

MISTAKE #4

Choosing the Wrong Upgrades (or the Right Ones at the Wrong Time)

There's no such thing as a "wrong" upgrade for your own home — but there is such a thing as bad timing. Some upgrades are absolutely worth paying for upfront through the builder: structural changes like 8-foot door heights, for example, can't easily be done later. Others — like high-end light fixtures or accent walls — can be done after closing for a fraction of the price and with far more options.

Over-upgrading can also work against you if you ever need to sell, since you may not recoup that investment. A knowledgeable Realtor can help you decide what's worth it now versus later.

MISTAKE #5

Overlooking Resale Homes

Most people hear "The Woodlands Hills" and immediately think new construction — and yes, there are beautiful new builds here. But don't sleep on resale. Many resale homes come loaded with after-market upgrades — think extended patios, plantation shutters, pools, outdoor kitchens — at prices that are still competitive with new construction.

They may also be in more established parts of the neighborhood: closer to amenities, on school walking paths, or in locations that newer phases simply can't offer. Keep an open mind and look at everything before you decide.

New Construction vs. Resale — Consider Both

- New builds: Choose your finishes, builder warranties, latest floorplans
- Resale: Established lots, mature landscaping, loaded upgrades at lower cost
- A good agent helps you compare both options side by side

THE BOTTOM LINE

The Woodlands Hills is a genuinely special place to live.

Trust me — I chose it too. If this guide was helpful, there's plenty more where it came from. I share neighborhood updates, market insights, and honest buying tips regularly on Instagram, Facebook, and YouTube — come find me and say hi. And when you're ready to talk seriously about buying here, I'm just a message away. No pressure, just a neighbor who happens to know this market inside and out.

Ready to Make a Move?



Whether you're just starting to explore The Woodlands Hills or you're ready to make an offer this weekend, I'm here to help. As a resident and Realtor in this community, I bring local knowledge that out-of-area agents simply can't match.

No pressure, no pitch — just a neighbor who knows this market inside and out.

Let's Connect! →

I @candisintexas

F @candisintexas

Y @candisintexas

Your Next Steps

1

Get Pre-Approved

Talk to a lender and know your real budget — including that MUD tax. I can recommend trusted local lenders who know this market.

2

Explore the Community

Drive the neighborhoods, visit the amenities, check out both new construction and resale. Get a feel for what fits your lifestyle.

3

Reach Out to Me

When you're ready to get serious, I'm just a text or call away. No pressure — I'm happy to answer questions anytime.

Candis Hidalgo

Houston Suburbs Realtor · REAL Broker

936-337-3069

candisintexas@gmail.com

@candisintexas