Weekly Market Update

Feb 04, 2026 *Coaching Wholesalers in a Normalizing Texas Market*

Executive Summary

Dear investors, deal makers, and business builders, your wholesaling coach here with this refreshed 15-min as of February 12, 2026.

Latest data from Freddie Mac PMMS (Feb 5: 30-yr fixed at 6.11%, up slightly from 6.10% prior week but near 3-year lows), Texas Real Estate Research Center Jan 2026 Insight (statewide median $333K flat MoM, slight YoY softening), TRERC 2026 forecast (modest 1.3% price growth to ~$334K median, sales +2.5% to 349K units), Realtor.com Jan report (inventory gains slowing, pendings +1.2% YoY), Redfin/Unlock MLS trends (Austin median ~$489K down 6.4% YoY). Texas market balanced with buyer tilt: Inventory high (4.5-7 months statewide, up in metros), prices softened (statewide -1.2% YoY Jan, Austin -6.4%), sales resilient (pendings up). LTR rents softening/flat (~$2,100 statewide forecast), STR resilient (San Antonio ~55% occ, $19.6K rev). Rates stable near lows (~6.11%) boost affordability—perfect for wholesaling motivated sellers in oversupplied areas. Tactic: Focus Austin (high cuts/inventory) and San Antonio (buyer market) for 10-20% discounts and quick assigns. Tables/charts updated—strong Q1 momentum ahead!

Key Economic Events and Updates

Texas's economy is moderating but outperforming national trends, with projected 1.3% job growth in 2026 driven by energy and defense sectors. Personal incomes are expected to rise 5% annually, supporting housing demand, though slower migration may limit labor expansion. Mortgage rates are stabilizing around 6%, encouraging more listings and buyer activity. Recent Fed cuts are easing financial conditions, potentially lowering long-term rates further.

- The Fed held the federal funds rate at 3.5-3.75% in January, with the dot plot indicating just one 25bps cut in 2026 amid hawkish outlook and stable jobs data; refi sentiment is positive but tempered by uncertainty over new leadership. Stocks were mixed with mid-Jan declines but YTD gains of ~1-2% across indices, potentially leading to seller fatigue in volatile sectors. National existing home sales surged MoM in Dec but plunged 8.4% in Jan to 3.91M annualized (-4.4% YoY); new home sales flat MoM in Oct at 737K (+18.7% YoY). Texas forecasts show median home price end-2026 at ~$334K (+1.3%), with population growth at 1.5% driving demand.

Upcoming events in February 2026 could influence market sentiment:

- InterFace Texas Workforce & Affordable Housing (Feb 19, Dallas): Discussions on development, financing, and policy impacts.
- Trust Real Estate & Energy Conference: Covers lending trends and economic drivers.

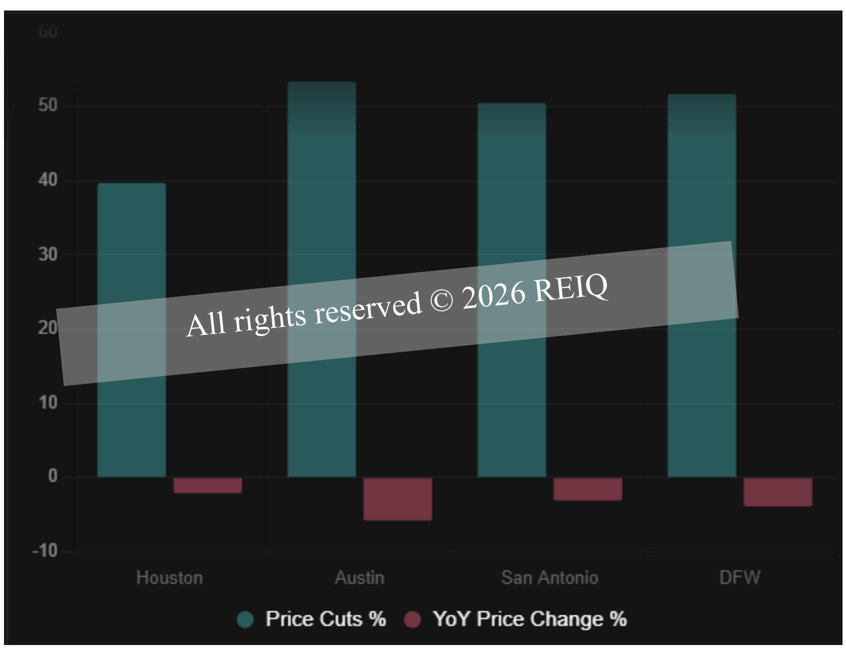
1. Property Sales Change and Trend (as of Nov-Dec 2025)

Statewide trend: Median $329K-$333K (Jan down 1.2% YoY per Redfin/TRERC), inventory up 0.8% to 151K+ homes (7 months supply), sales down 8.3% YoY Jan but pendings +1.2%—buyer's leverage strong, distressed leads high.

Metro	Median Sale Price (Recent)	YoY Change	Months Inv.	Sales/ Pendings Trend	DOM	Key Trend/Narrative
DFW	~$364K (Dallas) / $347K (Tarrant)	-0.1% to flat	3.4-5.2	+8-12% (prior)	84-95	Balanced; suburban inventory high, modest growth forecast.
Houston	~$335K	Flat to -1.5%	4.5-5.2	+3.8% full 2025	64-91	Resilient; sales rebound, moderating prices, Midtown/energy discounts.
Austin	~$489K (Zillow) / $425K-$435K (prior)	-6.4%	4.5-6.3	+1.9% Dec (prior)	74-89+	Buyer's market; supply surge, median ~$489K down sharply, bulk distress under $450K.
San Antonio	~$309K-$315K	Flat	5.9+	+5%	78-84	#1 buyer's; more sellers, tourism foreclosure

Metro	Active Listings	YoY Change	Median Price	YoY Change	DOM	Price Cuts %
Houston	34,676	+25.9%	$306,425	-2.1%	91	39.7%
Austin	10,372	+9.2%	$499,000	-5.8%	84	53.4%
San Antonio	N/A	+15.5%	$278,854	-3.1%	91	50.5%
DFW	30,921	N/A	$363,356	-3.9%	91	51.7%

Illustration: Metro Price Cut Percentages (Feb 2026)



2. Long-Term Rental Change and Trend (2026 forecast)

Rentals boomed post-2021 with migration, but 2024-2025 saw softening due to supply influx. 2026 expects 2% statewide rent growth; volume stable as occupancy holds ~90%.

Year	TX Volume (Units Added)	Avg. Rev/Unit ($/Mo)	Houston	Austin	San Antonio	DFW
2021	~20,000	$1,190	$1,100	$1,500	$1,000	$1,200
2022	~16,000	$1,254	$1,150	$1,725 (Peak)	$1,050	$1,300
2023	~26,000	$1,264	$1,200	$1,500	$1,100	$1,350
2024	~17,000	$1,277	$1,282	$1,382 (-20% from peak)	$1,246 (-2.3%)	$1,755 (+1%)
2025	~40,000 (Proj. drop)	$1,470	$1,300	$1,400	$1,250	$1,800
2026 (Proj.)	~35,000	$1,500 (+2-4%)	$1,350 (+3-4%)	$1,450 (+2%)	$1,300 (+0.9%)	$1,850 (+2%)

Statewide avg rent softened modestly YoY, with medians around $1,700/mo amid increased supply.

Statewide: Avg ~$2,100 (softening 2025, + slight 2026 forecast), multifamily glut—trend: Concessions high; wholesale suburbs/job areas for ARVs.

Houston: Relatively stable to slight up/down; Austin: Softening; San Antonio: Down; DFW: Modest growth in spots. Overall: Oversupply pressures persist, but demand supports resilience.

Metro	Avg Rent (Recent/Forecast)	YoY Change	Inventory/ Other	Key Trend/Narrative
DFW	~$1,995-$2,200	Near 0% to +1.5%	-	Affordable growth; job suburbs conversions.
Houston	~$1,900	-0.1%	High	Steady demand; concessions in supply zones.
Austin	~$1,995-$2,216	-1.4% to -4.3% forecast	4.3+	Oversupply cools; under $2K comps.
San Antonio	$1,650-$1,825	Flat/softening	+17% active	Turnover high; military hybrids.

3. Short-Term Rental Change and Trend (as of December 2025)

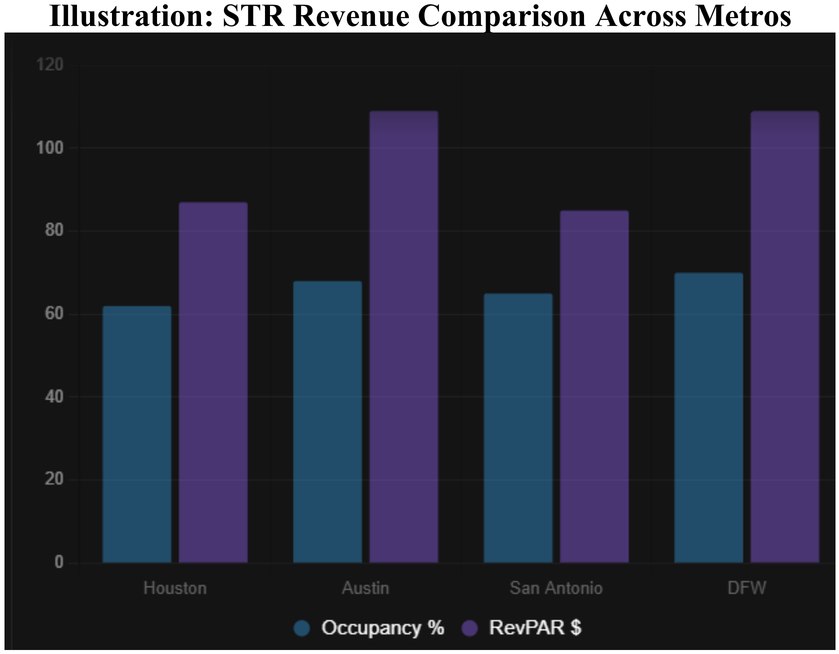
Volume grew 13% statewide since 2022, with occupancy at 51-64%. Revenue (ADR) peaked in 2022, dipped in 2024-2025, projected to stabilize. Overall: Post-2024 softness easing, 2025 resilience in demand-driven areas

Year	TX Volume (Listings)	Avg. Revenue ($/Mo)	Houston (Occ./Rev.)	Austin (Occ./Rev.)	San Antonio (Occ./Rev.)	DFW (Occ./Rev.)
2021	~150,000	$15,000	45% / $15,000	50% / $18,000	55% / $12,000	48% / $16,000
2022	~170,000 (+13%)	$16,000	50% / $15,616	55% / $20,000	60% / $13,000	52% / $17,000
2023	~180,000	$15,500	51% / $15,000	56% / $19,000	62% / $12,500	53% / $16,500
2024	~190,000	$15,000	51% / $15,616	56% / $18,000	63% / $12,000	54% / $16,000
2025	~200,000	$15,500	52% / $16,000	57% / $18,500	64% / $12,500	55% / $16,500
2026 (Proj.)	~210,000	$16,000 (+ rev)	53% / $16,500	58% / $19,000	65% / $13,000	56% / $17,000

Statewide: Maturing 47-55% occ (San Antonio 55%), +3% ADR, rev $19K-$44K—trend: Resilient; extended stays/events for 70% ROI.

Metro	Median Annual Revenue	Occupancy	ADR (YoY)	Key Trend/Narrative
DFW	~$29K	47-52%	$150 (+3%)	Extended; Uptown corporate $40K+.
Houston	~$16-19K	52%	$171 (+3%)	Medical resilient $40K+.
Austin	~$23-44K	52%	$255 (+3%)	Regs cap; Zilker hotspots $60K.
San Antonio	~$19.6K-$24K	55%	$176 (+3%)	Flexible River Walk 70% ROI.

Illustration: STR Revenue Comparison Across Metros



4. Lending & Borrowing Change/Trend (as of December 29, 2025)

Originations peaked in 2021 ($1.2T US), dropped amid rates, projected to rise 8% to $2.2T in 2026. Texas follows, with volumes down 2022-2024, up in 2025-2026.

Year	US Originations ($B)	Texas Trend (Est. % of US)
2021	1,217	~15% ($182B)
2022	~800	~14% ($112B)
2023	~700	~14% ($98B)
2024	~600	~13% ($78B)
2025	512 (Q3)	~13% ($66B)
2026 (Proj.)	2,200 (+8%)	~14% ($308B)

Statewide: Current 30-yr fixed: **6.11%** (Freddie Mac as of Feb 5), slight WoW +0.01%, YTD stable around 6.1–6.2%, well below 2025 peaks (~6.9%). Creative financing remains key for wholesalers.

Trend since Jan 2025: Early peaks ~6.8%+, mid-year fluctuations, late-2025/early-2026 stability—refi and purchase sentiment improving.

Metric	Rate/Value	Trend/Impact
30-Yr Fixed	6.11%	Slight + WoW; near 3-yr lows.
15-Yr Fixed	5.50%	Stable; equity taps strong.
Borrowing/Refis	+5-10%	Positive for flips/assignments.

Illustration: Mortgage Rates Trend (YTD 2025 into 2026)

5. Building Permit and Starting Trend

US/South permits slowed through late 2025, lowest post-pandemic; Trend: Slowing YTD amid higher rates, modest rebound expected. TX peaked in 2022, declined through 2025, projected stable. DFW/Houston lead; total Texas ~225,000 in 2024.

Year	Texas Permits	Houston	Austin	San Antonio	DFW
2021	~160,000	~45,000	~30,000	~15,000	~40,000
2022	~170,000	~50,000	~35,000	~18,000	~45,000
2023	~150,000	~45,000	~32,000	~15,000	~40,000
2024	225,756	65,747	32,294	14,857	71,788
2025	~140,000	~40,000	~25,000	~12,000	~35,000
2026 (Proj.)	~169,000 (+4%)	~45,000	~28,000	~15,000	~40,000

Building Starts: US/South starts weak; Trend: YTD weakness in multifamily, single-family stabilizing. Similar to permits, peaked 2022, down through 2025 (US: 1.4M in Oct 2025), proj. up 4%. Texas multifamily starts high in Austin/Houston.

Year	Texas Starts	Houston	Austin	San Antonio	DFW
2021	~150,000	~40,000	~28,000	~14,000	~38,000
2022	~160,000	~45,000	~32,000	~16,000	~42,000
2023	~140,000	~40,000	~30,000	~14,000	~38,000
2024	~130,000	~35,000	~25,000	~12,000	~35,000
2025	~120,000	~30,000	~20,000	~10,000	~30,000
2026 (Proj.)	~125,000 (+4%)	~32,000	~22,000	~11,000	~32,000

US/South data: Starts flat MoM; Trend: YTD weakness from supply chain issues and labor shortages, down 10% YoY in South —multifamily caution amid supply.

6. Home Sales, Pending, and Dropped Sales trends

Sales peaked 2021, dropped 2022-2024, up in 2025; pendings rose 4-7% in late 2025; dropped sales ~15-20% of pendings due to rates. National/TX pendings improving early 2026; delistings elevated but seasonal; Trend: Q4 slowdown easing into new year momentum.

Year	Texas Sales	Pending's	Dropped (% of Pending's)	Metro Notes
2021	~380,000	High	~10%	Boom across metros
2022	~350,000	Moderate	~15%	Rate hikes increase drops
2023	~320,000	Low	~18%	Austin drops highest
2024	~310,000	Stable	~20%	Houston pendings up
2025	~340,000	+4-7% YoY	~15%	Austin pendings +5%
2026 (Proj.)	~350,000	+5%	~12%	DFW leads recovery

Statewide sales -8.3% YoY (Jan), pendings up in areas like Central TX (+10.1%). Trend: Seasonal slowdown, spring rebound expected.

7. Wholesale Deals Change and Trend (as of January 2026)

Deals peaked in 2021-2022, slowed with rates, but distressed properties up in 2025-2026. Avg. profit ~$50K/deal; volume down 20% post-2022, proj. +10% in 2026.

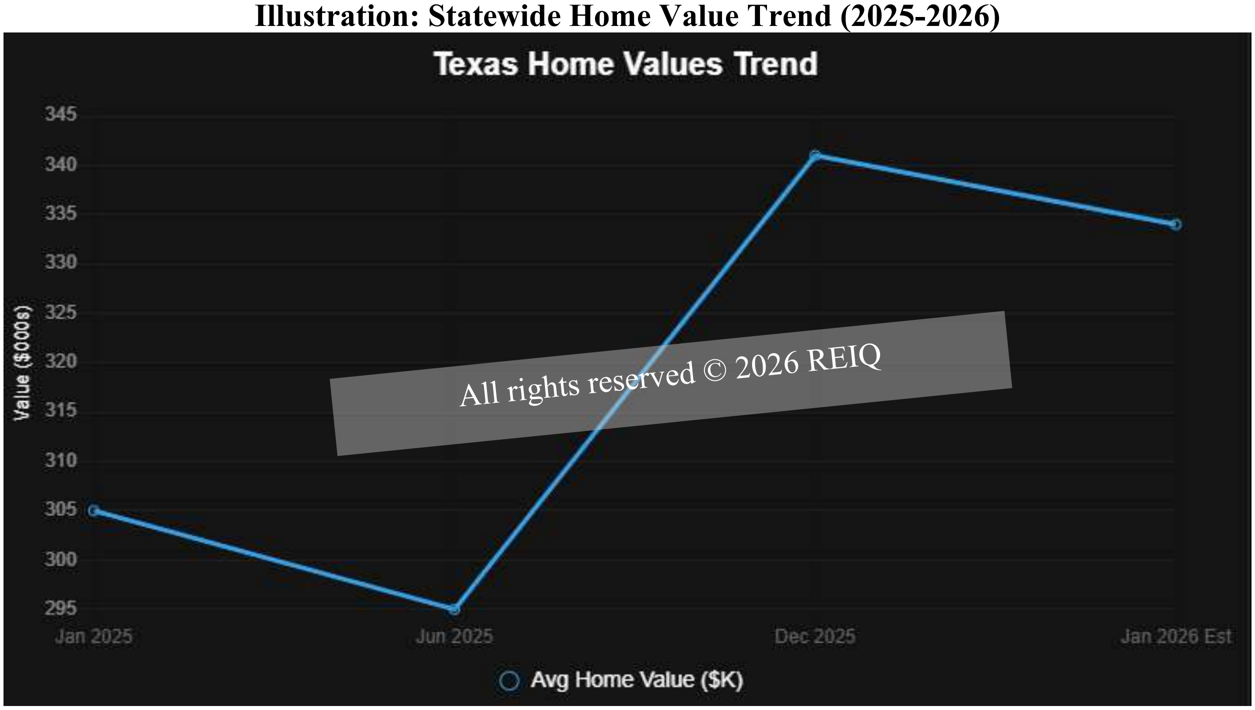
Year	Texas Deals (Est.)	Avg. Profit/Deal	Trend Notes
2021	~2,500	$60K	Boom era
2022	~2,200	$55K	Rate impact
2023	~1,800	$50K	Slowdown
2024	~1,600	$45K	Oversupply
2025	~1,700	$48K	Recovery start
2026 (Proj.)	~1,900 (+10%)	$50K	Distressed up

7. Texas #1 for wholesaling (+10-15% YoY volume on pop/jobs); stabilizing + rate relief fuels leads—trend: 5-10% spreads on 20-30/month deals; leverage inventory glut in Austin/Houston —distress highest in correction-heavy metros like Austin.

Metro	Opportunities Focus	YoY Opportunity Growth (est.)
Houston	High volume, resilient	+5%
Austin	Oversupply / price cuts	+8–10%
San Antonio	Rising inventory	+4%
DFW	Balanced, steady	+6%

- **DFW**: Suburban glut; quick assigns in Frisco/Collin.
- **Houston**: Volume strong; fringe/energy $10K+ fees.
- **Austin**: Buyer's market amps tech taps.
- **San Antonio**: #1 buyer; hybrids 15%+ margins.

Illustration: Statewide Home Value Trend (2025-2026)



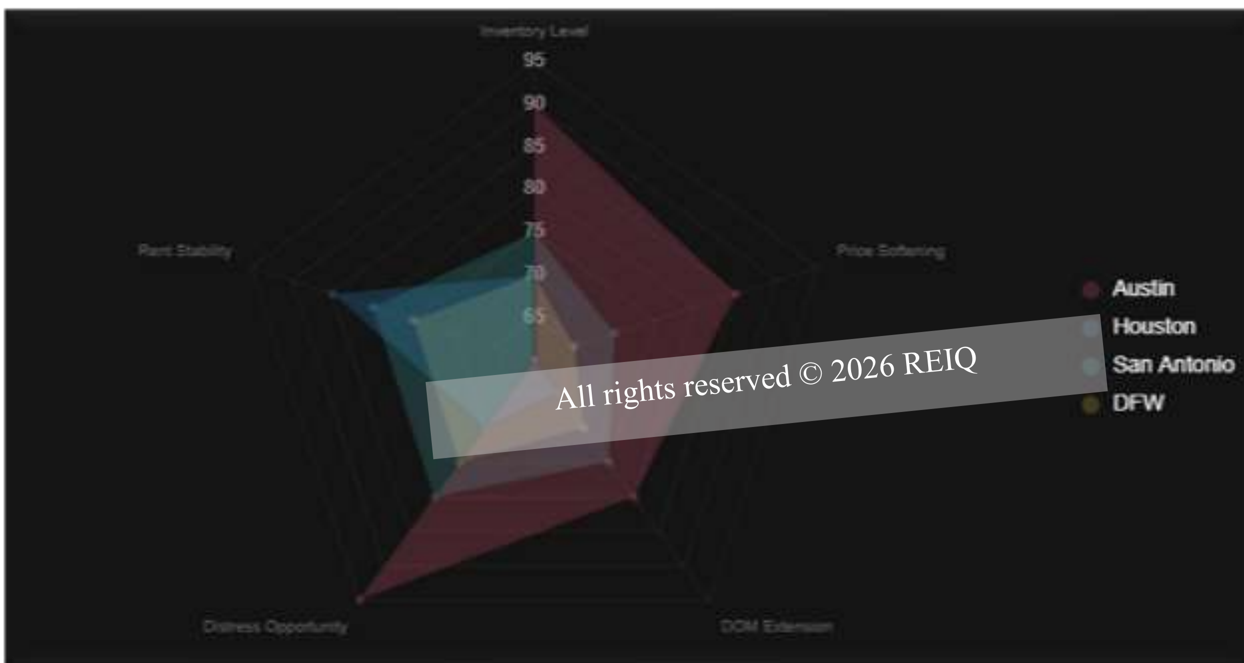
Overall Texas and Metro Comparison

This report shows a Texas market rebounding modestly, with stabilizing rates and inventory creating opportunities. Wholesalers: Focus on off-market distressed deals in Houston/DFW; avoid overharassment amid regulations—adapt with tech for leads. Fix-flippers: Target Austin/San Antonio for price softness, aim for quick turns under 60 days. Long-term rentals: Prioritize DFW/Houston for 3% growth; underwrite conservatively. Short-term: Austin/DFW for yields; check local rules. Reminder: Assume good intent, validate multiple sources, and don't chase hype—focus on cash flow and equity. Contact for personalized coaching.

Texas balances in early 2026: prices flat/down slightly (-1.2% YoY), sales modest rebound, inventory buyer-friendly. DFW/Houston strongest (rent +3–5%, price stability); Austin softest but improving; San Antonio steady.

Metric	Texas Overall	Houston	Austin	San Antonio	DFW
2026 Price Change	-1.2% to +1.3%	Flat/+0.4%	Stabilizing	+0.2%	+1.8%
Median Price (Early 2026)	$329,400	~$322,000	~$435,000–$550k	~$279,000	Higher
Rent Growth	Modest 1–5%	+2%	+4%	Stable	+5%
Inventory/DOM	Rising/88 days	Balanced	High	Stable	Rising

Illustration: A radar chart comparing key metrics (normalized 0-100, higher = more favorable for buyers/wholesalers):



REIQ Intelligence Report:

Distressed Property Market Update: Texas and Florida – Week of February 12, 2026

As of February 12, 2026, the distressed property market in Texas and Florida shows continued elevation, with foreclosure activity rising annually for the 11th consecutive month into early 2026. The latest ATTOM U.S. Foreclosure Market Report (released February 11, covering January 2026 data) confirms this normalization trend persists, driven by ongoing affordability challenges, high insurance/HOA costs in Florida, and broader economic pressures. Our engineering team's monitoring of county appraisal sites, public records, Redfin, Zillow, and similar sources aligns with this, highlighting steady inflows in pre-foreclosures, tax liens/sales, probate, code violations, loan modifications, evictions, and heirship properties—prime for off-market lead generation in these states.

Key Early 2026 Distressed Property Volumes and Trends

Nationwide, **40,534** U.S. properties had foreclosure filings (default notices, scheduled auctions, or bank repossessions) in January—down **10%** month-over-month but **up 32%** year-over-year. Foreclosure starts reached **26,369**, up **26%** YoY, while completed foreclosures (REOs) surged nearly **59%** YoY. This marks the 11th straight month of annual increases, reflecting gradual post-pandemic normalization without a full crisis.

- **Florida** holds the third-highest foreclosure **rate** nationally: **1 in every 2,067** housing units (behind Delaware and Nevada). It led starts with **3,523** in January. Metros like Punta Gorda (1 in 1,187), Lakeland (1 in 1,262), and others remain hotspots, fueled by condo assessments, insurance spikes, HOA burdens, and equity erosion—driving pre-foreclosures, evictions, code violations, and overlaps.
- **Texas** tops raw **volume** of starts (**3,116** in January). Its rate is lower, but scale in areas like Houston (high starts) sustains opportunities. Tax liens/sales remain active amid property tax dynamics, with probate/heirship rising from population growth.

Other categories stay relevant:

- **Tax Liens/Sales**: Florida's monthly auctions offer strong ROI (up to 18% interest, 2-year redemptions). Texas features mixed redemption rules (often up to sale date), adding complexity but potential.
- **Probate/Heirship, Evictions, Code Violations**: Consistent from demographics and rent pressures; frequent overlaps with foreclosures boost deal flow.
- **Loan Modifications**: Act as a buffer, though rising delinquencies suggest possible escalation.

Trends in Volume, Delays, and Pricing

Volume Changes: Foreclosure starts rose 26% year-over-year in January 2026, with filings up 32% overall. This extends the 2025 trend where U.S. filings reached 367,460 (up 14% from 2024). In Texas and Florida, Q4 2025 and early 2026 show continued acceleration, particularly in pre-foreclosures and tax-related distress. Projections suggest stabilization or modest growth in distressed inventory through 2026, supported by lingering delinquencies but tempered by economic resilience.

Delays in County Data Posting: Public records delays persist as a key challenge. In major Texas counties (e.g., Harris, Dallas), probate, tax lien, and eviction postings often lag 4-8 weeks due to backlogs and staffing issues. Florida counties like Miami-Dade and Broward face similar 30-60 day delays for code violations and tax sales. These lags make timely sourcing difficult without automated monitoring—our service addresses this with proactive scraping and alerts.

Pricing Changes: Distressed properties trade at discounts of 15-25% below market in many cases. Overall home prices show moderation, with national growth minimal (2-3% projected for 2026). In Florida, coastal and insurance-impacted areas see softening (some metros down from peaks), while Texas holds steadier but with pockets of pressure. Off-market distressed deals continue to offer strong ROI potential amid these dynamics.

Pricing of Off-Market Leads Among Popular Firms

In 2026, off-market lead costs range from $20-80 per lead for standard types, with exclusive or screened leads at $100-200. Subscriptions start at $189/month for 350+ leads, up to $1,500+ in metros, reflecting 10-15% pricing hikes from demand and AI enhancements reducing stale leads by 30%. Bundles drop CPL to $6-25 for volume.

Popular Opinions on Real Estate Wholesale Deals

In TX/FL's distressed environment, wholesaling thrives for quick-turn opportunities, though ethical and execution concerns persist. Wholesaling distressed properties remains polarizing but active in 2026 discussions:

- **Reddit**: Communities like r/RealEstateWholesaling and r/WholesalingHouses share tips, successes, and warnings. Optimism exists for 2026 as a "juicy" market with more inventory and fewer agents, but some criticize it as high-effort with ethical gray areas or slim margins.
- **Instagram Channels**: Influencers promote wholesaling as accessible wealth-building, highlighting 2026 as prime for beginners with free classes, mindset shifts, and real-world deal stories in distressed markets.
- **X (Twitter) Channels**: Views range from harsh critiques (e.g., calling it "scummy" due to contract practices) to endorsements for efficient deal flow, especially sourcing from wholesalers for rehabs. Recent discussions mix opportunity with caution:

    - Some note rising foreclosures in Sun Belt states (including TX/FL) as potential "cracks," with concerns over short sales, distressed sales, and messy outcomes in select Florida markets over the next 12–24 months.

- Others highlight undervalued pockets (e.g., Austin price adjustments nearing fair value) and probate/tax deed strategies for returns.
- Broader chatter stresses focusing on "boring" profitable deals, off-market sourcing, and disciplined execution amid competition.

Concerns and Highlights

Highlights: Sustained filings deliver discounts (often 10–20%+ below market on foreclosures/probates), with strong equity in many properties preventing mass defaults. Elevated distressed volumes create abundant opportunities—Florida's high rates and Texas' scale mean more pre-foreclosures, tax liens, and probates for savvy buyers. Moderating prices and potential rate stabilization position 2026 as buyer-friendly for flips and holds.

Concerns: Texas's scale adds processing complexity. County data lags risk missed opportunities—no crash imminent, but competition for quality leads intensifies. Persistent data delays risk missing auctions or liens. Affordability strains, job softness, and Florida-specific issues (insurance/HOA/tax pressures) could accelerate delinquencies further into 2026 in vulnerable areas, while broader market softening (longer days on market in some metros) may impact exits. No crash is imminent, but monitoring delinquencies remains key.

This evolving market underscores the edge of timely, comprehensive leads. Subscribe to our service for exclusive Texas and Florida distressed reports—turn hours of research into minutes and capture deals before the competition. Inquire today to elevate your investment strategy!

Action's Call: Unlock Free Coaching with QR Code Below

- Scan high-DOM listings in Austin/San Antonio—pitch rate drop affordability.
- Audit 3 deals via DM for 2026 ARV tweaks.
- Build cash buyer lists: Focus job-growth suburbs (Plano, Katy).

Next update: January 22, 2026.

Let's crush those balanced-market wins!

Your Real Estate IQ Team

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