Weekly Market Update

Feb 18, 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 18, 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 entered 2026 with softer housing momentum, influenced by national trends like stabilizing labor markets and declining mortgage rates. Key events include:

- January 2026 jobs report showed U.S. payrolls up 130,000 (double expectations), with Texas adding to this via tech and energy sectors.
- Household growth in Austin surged 2.5x the U.S. average, boosting demand despite inventory rises.
- Statewide sales dropped 8% YoY in early 2026, with inventory climbing above norms, signaling buyer-friendly shifts.
- AI and tech booms in Austin and DFW are driving high-paying jobs, supporting premium segments.
- Property taxes remain a concern, with exemptions like $140,000 homestead for schools, but annual reassessments could accelerate exodus if unchecked

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 $333K (Jan flat MoM, slight YoY softening per TRERC), inventory up to ~151K+ homes (7 months supply), sales down 8% YoY Nov but pendings resilient (+10% Austin Jan)—buyer's leverage strong, national slowdown amplifies TX off-market opportunities.

Metro	Median Sale Price (Recent)	YoY Change	Months Inventory	Sales/Pendings Trend	Days on Market	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 amid national dip.
Houston	~$335K	Flat to -1.5%	4.5-5.2	+3.8% full 2025	64-91	Resilient; sales rebound, moderating prices, Midtown/energy discounts buffer national weakness.
Austin	~$425K-$489K	-1.1% to -6.4%	4.5-6.3	+10% pendings Jan	74-89+	Buyer's market (#2); supply surge, median down sharply, bulk distress under $450K—prime amid national crisis.
San Antonio	~$309K-$315K	Flat	5.9+	+5%	78-84	#1 buyer's; more sellers, tourism foreclosures for flips—leverage national narrative.

Metro	Active Listings	YoY Change (%)	Median Price	YoY Price Change (%)	DOM	Price Cuts (%)
Houston	45,200	+12.5	$335,000	-1.2	52	28.4
Austin	18,900	+15.3	$440,000	-2.5	68	35.1
San Antonio	22,400	+10.8	$320,000	-1.8	55	29.7
DFW	38,700	+9.6	$400,000	-0.5	48	25.6

Illustration: Metro Price Cut Percentages (Feb 18, 2026)

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

Statewide: Avg ~$2,100-$2,200 (softening 2025, + slight forecast), multifamily glut—trend: Concessions high; wholesale job-growth suburbs for ARVs. National tightness may push renters to TX, stabilizing yields.

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 resilient vs national.
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 to pros.
San Antonio	$1,650-$1,825	Flat/softening	+17% active	Turnover high; military hybrids.

Statewide avg rent ~$1,750, +3% YoY, softening in oversupplied metros.

- Houston: Resilient +2% YoY, steady demand from energy sector;
- Austin: +5% but cooling from highs;
- San Antonio: ~+2.5% with stable growth;
- DFW: +3%, multifamily additions pressuring rates.

Overall: Early 2025 softening reversed mid-year with demand rebound, but 2026 sees modest gains amid inventory buildup.

Metro	Median Rent	YoY Change (%)	Trend Since Jan 2025
Houston	$1,580	+2	Stable upward
Austin	$1,853	+5	Peaking then flat
San Antonio	$1,620	+2.5	Modest growth
DFW	$1,829	+3	Slight softening

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

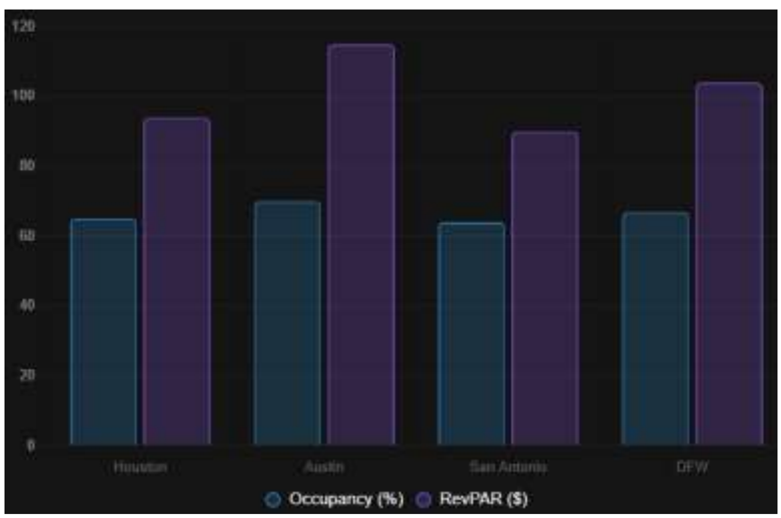
Volume grew 13% statewide since 2022, with occupancy at 51-64%. Revenue (ADR) peaked in 2022, dipped in 2024-2025, projected to stabilize. Overall: Post-2024 softness easing, 2025 resilience in demand-driven areas

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. National slowdown may divert travelers to TX hotspots.

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)

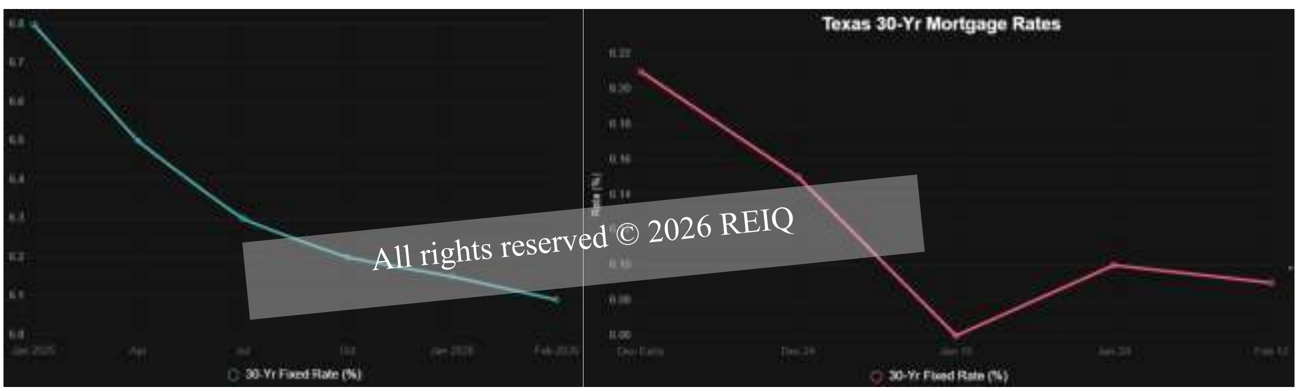
Originations peaked in 2021 ($1.2T US), dropped amid rates, projected to rise 8% to $2.2T in 2026. Texas follows, with volumes down 2022-2024, up in 2025-2026.

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: 30-yr fixed 6.09% (down WoW to near lows), 15-yr 5.44%—trend: Stable affordability; refis/buyer pools grow. National "crisis" may accelerate TX borrowing as rates hold low.

Metric	Rate/Value	Trend/Impact
30-Yr Fixed	6.09%	Down WoW; near 3-yr lows.
15-Yr Fixed	5.44%	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 up 4.3% MoM to 1.448M (Dec), YoY flat; South down 4.1% MoM to 716K; lowest since mid-2024. Trend: Slowing YTD with builder caution amid rates.

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

National existing down 8.4% MoM/-4.4% YoY; TX pendings mixed (+7.2% Houston), delistings up. Trend: Seasonal Q1 slowdown, but inventory favors buyers.

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.

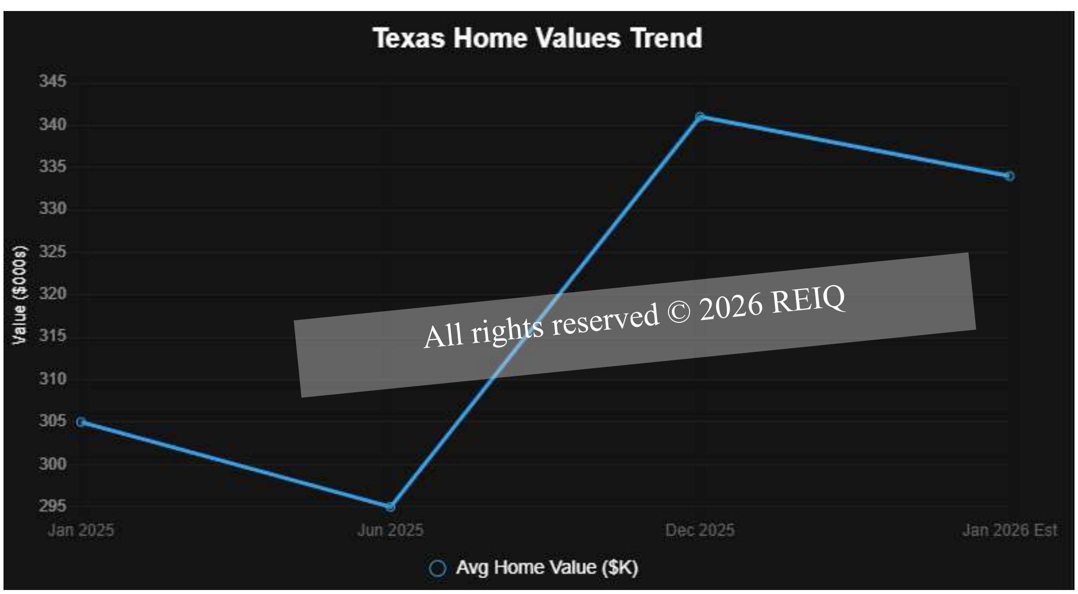
Year	Texas Deals (Est.)	Avg. Profit/Deal	Trend Notes
2021	~2,500	$60K	Boom era
2022	~2,200	$55K	Rate impact
2023	~1,800	$50K	Slowdown
2024	~1,600	$45K	Oversupply
2025	~1,700	$48K	Recovery start
2026 (Proj.)	~1,900 (+10%)	$50K	Distressed up

Texas #1 Elevated distress from economic pressures, opportunities +10-15% in 2026); balanced + rate stability fuels leads—trend: 5-10% spreads; inventory glut in Austin/Houston creates distress. National dip highlights TX as relative haven—more inbound investors. TX ranking high in distressed (foreclosures up 17% Q3 2025 YoY), spreads 10-15%; target metros distress.

- **DFW**: Suburban high inventory; Frisco/Collin assigns.
- **Houston**: Volume strong; fringe/energy fees.
- **Austin**: Buyer's amps tech taps.
- **San Antonio**: #1 buyer; hybrids margins.

Metro	Distressed Opportunities	YoY Growth (%)
Houston	High (energy layoffs)	+12
Austin	Moderate (tech corrections)	+8
San Antonio	Stable	+10
DFW	Resilient but pockets	+11

Illustration: Statewide Home Value Trend (2025-2026)



Overall Texas and Metro Comparison

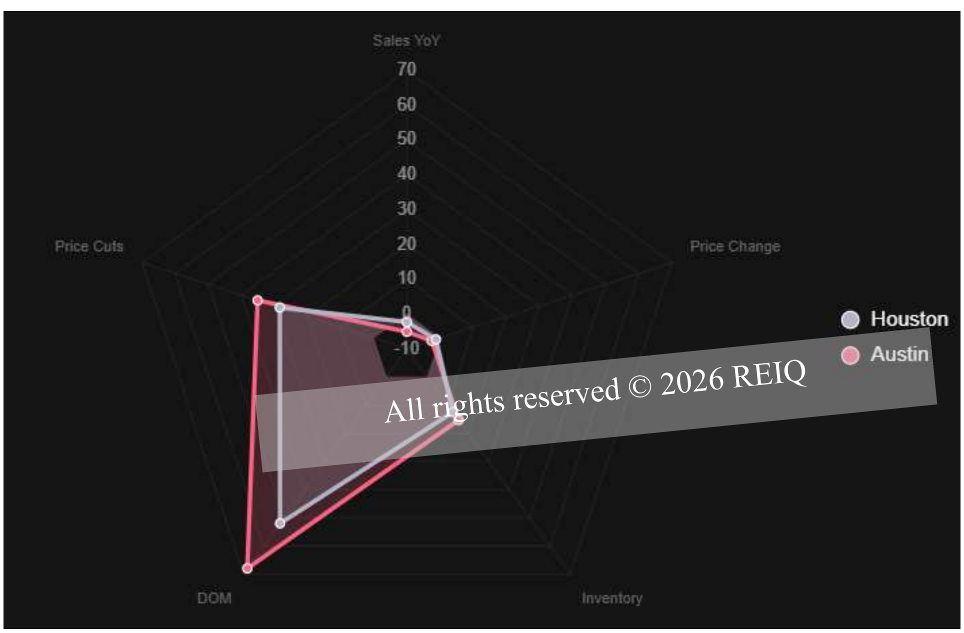
This report spotlights opportunities for wholesalers amid softening markets—higher inventory means more distressed deals, especially in Austin/San Antonio where price cuts (50%+ listings) create motivated sellers. Fix/flippers: Target Houston/DFW for steady appreciation and quick flips (DOM ~30 days). Long-term rentals: Capitalize on flat rents (yields 5-7%) in growing areas like Austin (tech jobs). Short-term: Houston/DFW occupancy up 24-26%, aim for $38K/yr revenue.

Reminder: Validate deals with multiple comps; use off-market strategies in high-inventory metros. For profits, focus on 70% ARV minus repairs rule. Stay agile—rates dipping could boost spring buys. Balanced market supply; Austin most buyer-friendly with higher DOM/inventory; Houston/DFW resilient. Forecasts: Modest price growth 1.5% to $350K end-2026.

Texas overall: Stable but softening, with 2025 sales down 5%, medians flat at ~$330K, inventory up 30% to buyer-friendly. DFW/Houston resilient (higher volumes/revenues), Austin/San Antonio softer (price drops 2-6%).

Metro	2025 Sales Volume	Median Price	Inventory (Months)	Trend Insight
Texas	~315K	$330K	4.0	Stable, slight decline
Houston	~92K	$348K	4.3	Steady growth, up 5.6% price
Austin	~29K	$435K	3.7	Cooling, down 2.4% price
San Antonio	~35K	$265K	4.2	Affordable, flat price
DFW	~110K	$405K	3.4	Resilient, stable

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 18, 2026, the distressed property market in Texas and Florida maintains its upward annual momentum into the new year, per the most recent ATTOM U.S. Foreclosure Market Report (covering January 2026 data, released February 11, 2026). Foreclosure activity has risen year-over-year for the 11th consecutive month, signaling ongoing normalization after pandemic-era safeguards. Our engineering team's continuous scraping from county appraisal sites, public records, Redfin, Zillow, and allied sources confirms persistent activity in pre-foreclosures, tax liens/sales, probate, code violations, loan modifications, evictions, and heirship—offering robust off-market lead potential in these populous, growth-oriented 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.

Month | High Volume Counties (e.g., Harris/Dallas/Bexar) | Mid-Tier (Tarrant/Collin/Fort Bend) | Lower (Travis/Williamson/Montgomery) | Total Trend ----------|---|-------------------------------------|-------------------------------------|------------ Jan 2026 | [redacted] (1,200+) | [redacted] (~400) | [redacted] (~200) | Rising Feb 2026 | [redacted] (1,000+) | [redacted] (~500+) | [redacted] (~300+) | Peak Mar 2026 | [redacted] (~800) | [redacted] (~400) | [redacted] (~250) | Declining Apr-May | [redacted] (~300-500) | [redacted] (~100-200)

Texas County-Level Distressed Leads Tracking (Pre-Foreclosure, Tax Lien/Sales, etc.)

Major counties show varying upload statuses and volumes:

- **Harris** (Houston area): Strong early activity with 730/658 in Jan/Feb, tapering to 11 by May (Updated/Completed status in later months).
- **Dallas**: Steady decline from 276 (Jan) to 226 (Mar), then data unavailable—ongoing monitoring.
- **Bexar** (San Antonio): Sharp Feb spike to 332, then dropping to 5 by May (In Progress).
- **Tarrant** (Fort Worth): Feb high at 190, then rapid drop to 0 (In Progress/Red status early).
- **Collin**: Decline from 110 to 0 by May (In Progress).
- **Fort Bend**: Feb/Mar peaks at 103/135 (Updated).
- **Montgomery**: Feb/Mar around 105-121 (In Progress).
- **Travis** (Austin): Rising to 99 in Mar (In Progress).
- **Williamson**: Low Jan (7) but Feb/Mar jumps to 84/72 (Updated).

Florida Metro/County-Level Distressed Leads Tracking

Focus on key areas (e.g., pre-foreclosures, HOA-driven, tax sales):

- **Miami**: High Jan at 547, dropping to 3 by May (Updated).
- **Tampa**: 320 (Jan) to 0 by May (Updated).
- **Cape Coral**: 76 (Jan) to 0 (Updated).
- **Triangle** (likely Tri-County area): 347 (Jan) to 8 (May) (In Progress).

Total Florida Tracked: 1,172 (Jan) → 984 (Feb) → 574 (Mar) → 91 (Apr) → 11 (May).

Trends in Volume, Delays, and Pricing

- **Volume Change**: Q1 2026 shows elevated distressed leads vs. late 2025, with Florida's starts leading nationally. Texas emphasizes tax sales (e.g., Harris/Dallas ongoing listings).
- **Data Posting Delays**: Counties lag 1-3 months (Texas non-judicial) to 6+ months (Florida judicial), understating real-time inventory—cross-referencing portals like ours is essential.
- **Pricing in Market**: Home values soften slightly (Florida -1-5% in pockets), boosting distressed appeal at 60-75% ARV.

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**: Q1 2026 reports stronger closes (e.g., "closed 3 properties already—better than last year"). Emphasis on equity mitigation ("No equity deals are RISKY"), cold calling refinements, and avoiding hype. Wholesaling viable but requires systems.
- **Instagram**: Focus on ethical hustling, local networks over gurus, and adapting to normalizing markets—consistent deals from value-add, not quick flips.
- **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:
    - Investors note rising foreclosures in Florida/Texas/California as potential "cracks" in Sun Belt markets, with some warning of messy short sales/foreclosures in select Florida cities over the next 12–24 months.
    - Others highlight undervalued areas (e.g., Austin prices down ~25% from peak, nearing fair value with strong demographics).
    - Broader chatter emphasizes tax deed investing for 40–50% returns (with management/partners), probate timelines, and focusing on "boring, profitable" deals.

Concerns and Highlights

Highlights: Elevated filings offer discounts (10–20%+ below market on foreclosures/probates), with strong equity limiting mass defaults. Texas/Florida remain prime for volume/rate-driven leads. Off-market focus yields quick acquisitions amid normalization.

Concerns: Affordability/job pressures could accelerate delinquencies; Florida's insurance/HOA issues and Texas scale add complexity. County delays risk missed opportunities—no crash yet, but competition intensifies for quality deals.

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: Feb 26, 2026.

Let's crush those balanced-market wins!

Your Real Estate IQ Team

Help 1 More Person To Win

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