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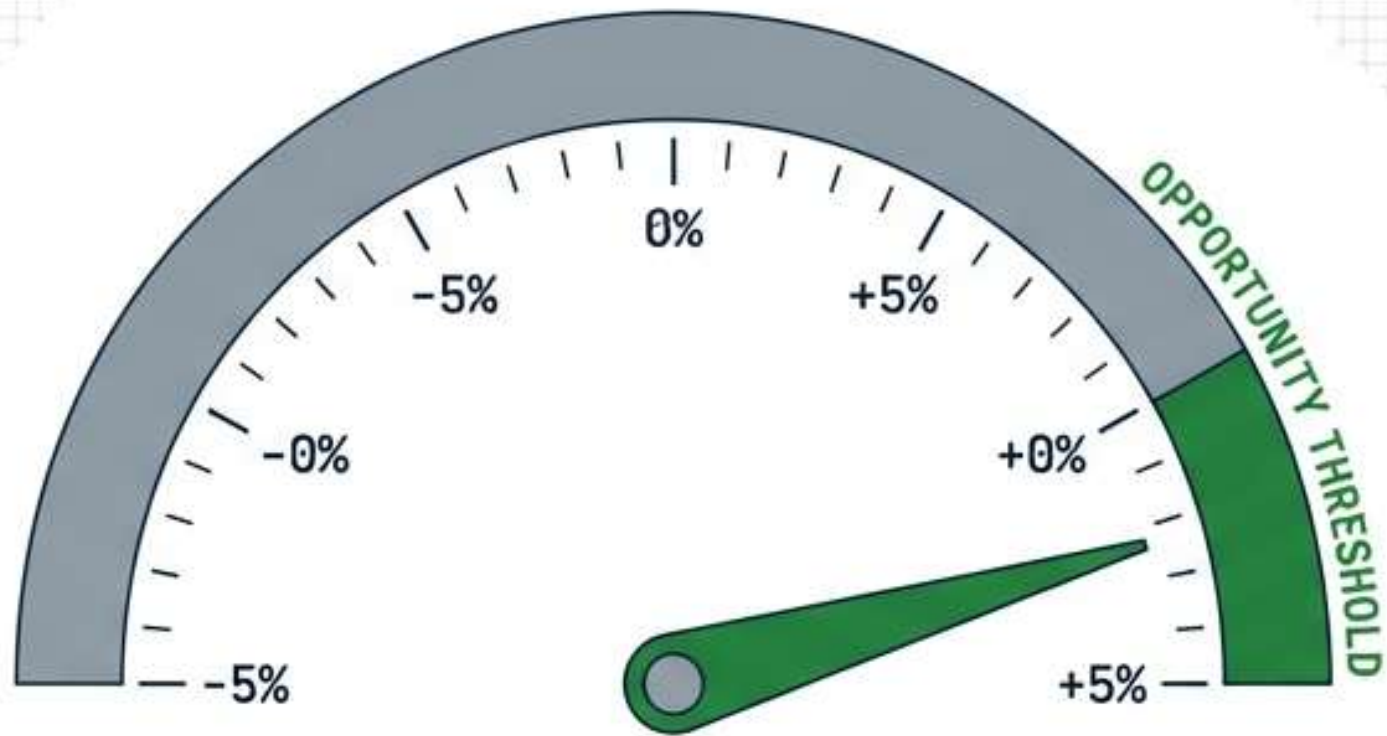


INTELLIGENCE 2026: THE OFF-MARKET MANDATE

Coaching Wholesalers Through a
Normalizing Market

Real Estate IQ

Data Panel



+4.9% YoY
National Housing Inventory

WARNING: Texas Statewide Inventory at 4.5-7.0+ Months

Analysis Panel

THE 2026 BOTTOM LINE

THE SHIFT

The U.S. has decisively tilted to a Buyer's Market. Multiple-offer wars are dead. Sellers are aggressively cutting prices, increasing concessions, and offering rate buydowns.

THE MANDATE

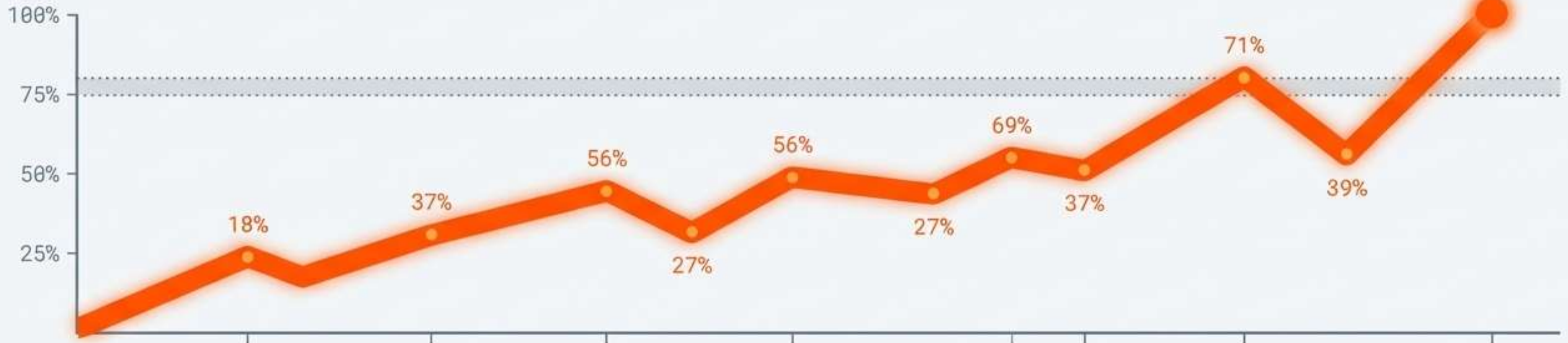
With retail margins compressing under elevated inventory, survival requires capturing **15-35% off-market equity discounts** before the competition. You cannot rely on appreciation.

THE MACRO PRESSURE COOKER



KEY INSIGHT: Saturated retail markets mean prolonged DOM and squeezed retail margins. Sellers are sweating. Distress is brewing beneath the surface.

NATIONAL FORECLOSURE FILINGS (+32% YoY)



TEXAS TELEMETRY

- **3,390** January Starts
- Strong REO completions
- High off-market volume fueled by tax deed sales

FLORIDA TELEMETRY

- **3,500+** January Starts
- 1 filing per ~2,100 housing units
- **Highest-risk** national tier


THE SPILLOVER: Compounding macro pressures are triggering massive hidden off-market volume through tax liens, probate estates, and code violations.

THE METRO BATTLEFIELD MATRIX

METRO	INVENTORY LEVEL	PRICE TREND YoY	OPPORTUNITY	WHOLESALE TACTIC
SAN ANTONIO	5.9+ Months (+15%)	-1.8% to -2.9%		Target tourism foreclosures for low-barrier flips. #1 Buyer's Market.
AUSTIN	74-102+ DOM	-3.6% to -6.4%		Massive supply surge. Prime for sub-\$450K distress and quick assigns.
HOUSTON	4.5-5.2 Months	-2.1% Proj.		Resilient energy-sector discounts amid high listings.
DFW	~23K Listings (+6%)	-2.2% Proj.		Target job-growth suburban assigns (Collin/Frisco).

STRATEGIC DIRECTIVE: Leverage high inventory and negative price trends to aggressively acquire distressed assets in key metros. Prioritize markets with growing supply for rapid wholesale exit


THE ASSET CLASS PIVOT

 LTR - HOLD

- Statewide rent growth flattening (~\$1,428).
- High concessions due to multifamily glut.
- Warning: Avoid Austin oversupply.

 STR - HOLD

- Maturing market. Occupancy 47-55%.
- Revenue growth slowed to +2-4%.
- Resilient in specific San Antonio hotspots.

 WHOLESALE - ACT

- PRIME STATUS.
- Projected +10% deal volume in 2026.
- Generating ~\$50K average profit per deal.

CONCLUSION: Cash flow from holds is tightening, but transactional spreads are widening due to seller distress.

WHY OFF-MARKET IS MANDATORY

Retail Market Value (~\$334K TX Avg)



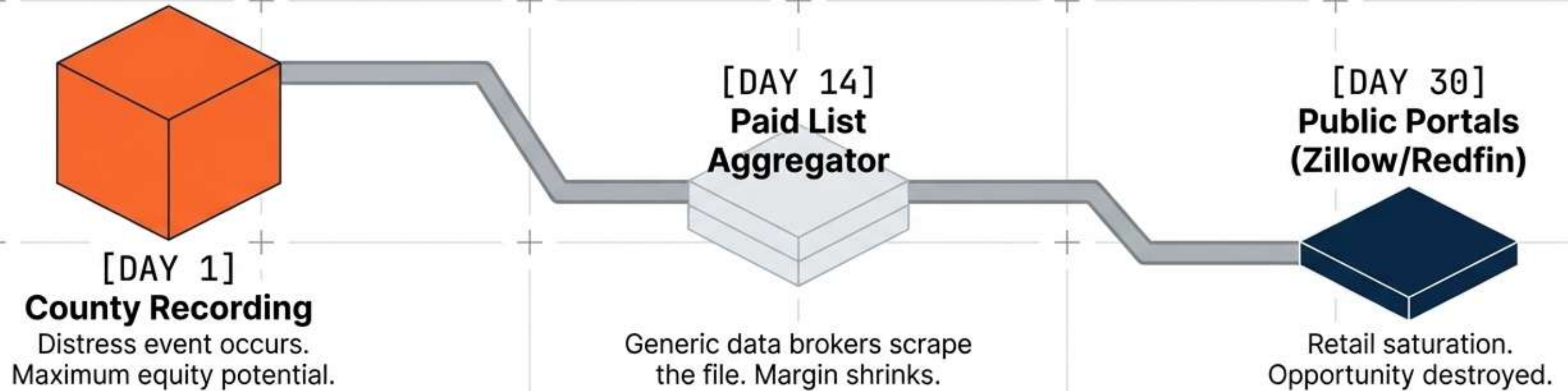
THE REALITY

Texas and Florida are experiencing retail softening (-1.8% to -4.6% YoY). You **cannot rely on future market appreciation** to bail out a bad buy.

THE MANDATE

You must buy equity on day one. Distressed properties (probate, code violations, tax liens) are the only reliable source of built-in equity in 2026.

THE THREAT: DECAYING FIRST-MOVER ADVANTAGE



THE PROBLEM: By the time a distressed property hits public portals or generic paid lists lists, 10 other investors have already called the seller. Generic lists are dead. Speed and hyper-local data capture are the new operational currency.

ACQUISITION CHANNELS: EVOLVE OR EXIT

THE 2025 OLD WAY

- Manual county courthouse scraping
- Broad, scattershot direct mail campaigns
- 30-day processing lag times
- Fighting retail buyer competition



THE 2026 NEW WAY

- **Automated** portal and district tracking
- **Multi-distress** triggers (Tax + Probate + Code + Eviction)
- **Zero-Day** outreach capabilities
- **Curated** off-market monopolies

SYNTHESIS: THE 2026 DEAL-MAKER'S EQUATION



The market is ripe. Off-market is the target. The only variable missing is the execution engine to process the signals faster than your competitors.

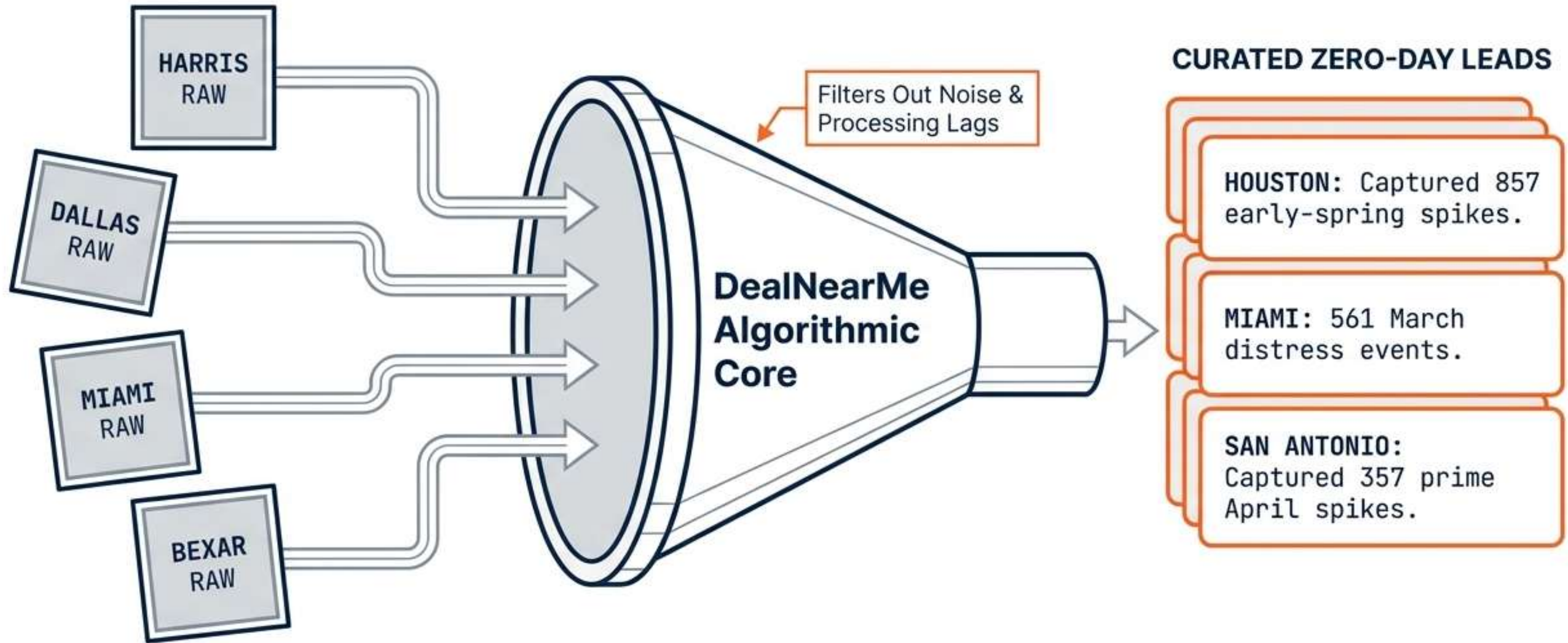
INTRODUCING: DEALNEARME.IO (PATENT PENDING)



**ALPHA
STATUS
LIVE**

- The ultimate 2026 execution engine.
- Continuously scrapes, aggregates, and curates fresh data from county appraisal districts and public portals.
- Targets all 8 distressed categories (Foreclosure, Tax Liens, Probate, Code Violations, Heirship, Evictions).
- Slashes manual research time and unlocks Zero-Day outreach.

PROVEN TELEMETRY: LOCAL SURGE CAPTURE



THE OFF-MARKET ACTION PLAN

01

SOURCE EARLY & DEEP

Use DealNearMe.io to identify multi-heir probate, tax liens, and code violations before they hit retail channels.

02

PITCH AFFORDABILITY

Target high-DOM listings specifically in Austin and San Antonio. Use rate-drop logic to negotiate deeper concessions from sweating sellers.

03

BUILD THE SUBURB LIST

Focus your cash-buyer networks on resilient, job-growth suburbs (Plano, Katy) that are hungry for your 10-20% discounted assigns.



WARNING: NORMALIZE OR GET LEFT BEHIND

Market normalization is not a crash—it's a return to ruthless fundamentals. In 2026, precise ARV estimates and speed-to-lead are non-negotiable. If you are waiting for deals to come to you through traditional channels, you will lose to the algorithmically-armed investors actively scraping the margins.

ACT NOW. DOMINATE 2026.



- SCAN TO UNLOCK FREE COACHING & DEAL AUDIT
- AUDIT 3 DEALS VIA DM FOR 2026 ARV TWEAKS
- GAIN EXCLUSIVE ACCESS TO DEALNEARME.IO ALPHA TEST