



# Weekly Market Update

3/4/2026 *Coaching Wholesalers in a Normalizing Texas Market*

**BREAK News:** DealNearMe (patent pending) is in Alpha Test! Welcome to TRY!!

## Executive Summary

Dear investors, deal makers, and business builders, your wholesaling coach here with this refreshed 15-min as of March 4, 2026.

Freddie Mac PMMS (Feb 26): 30-yr fixed averaged 5.98% (down from 6.01% prior week—first time below 6% in 3.5 years, year-ago 6.76%). National NAR Jan existing-home sales: -8.4% MoM to 3.91M SAAR (lowest since Dec 2023, biggest drop in nearly 4 years), -4.4% YoY, median \$396,800 (+0.9% YoY Jan record), inventory 1.22M (3.7 months—tight vs balanced 6 months). NAR economist Lawrence Yun: "new housing crisis" from supply constraints/high costs hitting low-end buyers hardest. Texas contrast: Inventory higher (4.5-7+ months), statewide median ~\$333K (Jan flat MoM per TRERC), slight YoY softening, sales mixed but pendings resilient (Austin +10% Jan), prices down in metros (Austin -6.4% to ~\$425K-\$489K, San Antonio -1.8%). TRERC 2026 forecast: modest +1.3% price growth to ~\$334K median, sales +2.5% to ~349K units. LTR rents softening (statewide ~\$2,100-\$2,200 forecast, concessions up), STR resilient (San Antonio ~55% occ, ~\$19.6K-\$24K rev). Rates at multi-year lows (~5.98%) boost affordability/refis—wholesaling gold for motivated sellers amid national weakness. Tactic: Target Austin oversupply (high cuts/DOM) and San Antonio buyer market for 10-20% discounts/quick assigns. Tables/charts updated—capitalize on Texas edge!

## Key Economic Events and Updates

- Texas claimed the **Governor's Cup** for the 14th straight year (22nd overall) with record 2025 business expansions (>1,400 projects, \$75B+ investment, 42,000+ jobs). Manufacturing, professional services, and real estate remain top GDP drivers.
- State job growth rebounded in late 2025; unemployment aligns with national declines. Business hiring sentiment is optimistic in services and manufacturing.
- Federal Reserve held short-term rates at 3.5–3.75%; 10-year Treasury yield ~4.07–4.26%. Mortgage rates fell to 5.98–6.10% (lowest since Sep 2022).
- Overall: Strong economy supports housing demand, but elevated rates and higher inventory keep the market buyer-friendly.

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

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

| 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 slowdown.                         |
| 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; supply surge, median down sharply, bulk distress under \$450K—prime amid national crisis. |
| San Antonio | ~\$309K-\$315K                      | Flat to -1.8%  | 5.9+             | +5%                  | 78-84          | #1 buyer's; more sellers, tourism foreclosures for flips—leverage national narrative.                     |

| Metro       | Median Price (Recent) | YoY Price Change (%) | Active Listings / Inventory | Sales Change YoY (%) | DOM (Days) | Price Cuts (%) (est) |
|-------------|-----------------------|----------------------|-----------------------------|----------------------|------------|----------------------|
| Houston     | \$322k-\$416k avg     | -0.6 to + modest     | 34,570 / 4.7 mos            | -1% (Jan)            | 66         | ~40                  |
| Austin      | \$424,900 median      | -2.9 to -5.9         | 13,469 / ~4.8 mos           | Down ~11% cumulative | 70+        | ~50                  |
| San Antonio | ~\$275k-\$300k        | -1.9 to -2.4         | Elevated                    | Down                 | 65+        | ~50+                 |
| DFW         | ~\$380k-\$449k new    | Flat to -3.6         | High                        | Mixed                | 60+        | ~50                  |

Illustration: Metro Price Cut Percentages (Feb 2026)



## 2. Long-Term Rental Change and Trend (as of Feb 2026)

Long-term rentals softened post-2022 boom, with volume (units leased) stable but revenue per unit down due to supply influx. Statewide rent grew 30%+ in 2021-2022, then flattened; 2025 saw -1-3% YoY drops, with 2026 projected +2%. Volume up ~50% in DFW/Houston from migration, but occupancy fell to 90-91% in 2025. Metros: Austin renewals at 54.6%, Houston at ~\$1,355 effective rent (-0.6% YoY).

| Year         | Texas Avg Rent (\$/mo) | Texas Volume Change (%) | Houston Rent Change (%) | Austin Rent Change (%) | San Antonio Rent Change (%) | DFW Rent Change (%) |
|--------------|------------------------|-------------------------|-------------------------|------------------------|-----------------------------|---------------------|
| 2021         | \$1,200                | +10%                    | +15%                    | +30%                   | +14%                        | +18%                |
| 2022         | \$1,470                | +5%                     | +1.25%                  | -3.6%                  | +4%                         | +4%                 |
| 2023         | \$1,440                | Flat                    | Flat                    | -5%                    | -1.5%                       | -4.4%               |
| 2024         | \$1,430                | -1%                     | -0.6%                   | -3.6%                  | -2.3%                       | +2-4%               |
| 2025         | \$1,400                | -2%                     | -0.6%                   | -7%                    | -1.5%                       | -4.4%               |
| 2026 (Proj.) | \$1,428 (+2%)          | Flat                    | +3%                     | -3-5%                  | +0.9%                       | +3%                 |

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.                                  |

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

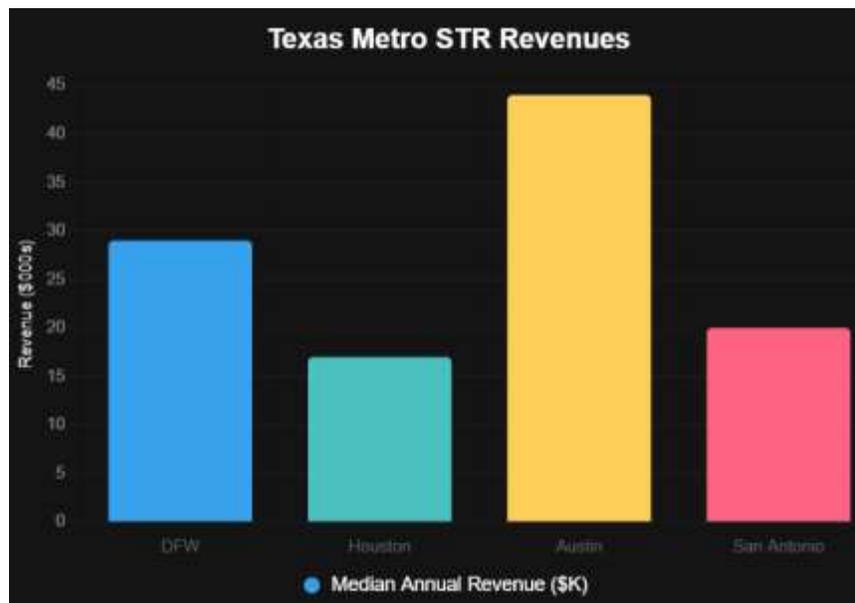
Short-term rentals boomed 2021-2022 with travel rebound, occupancy up 13% since 2022 statewide. Revenue grew 20-30% early, but regulations and supply slowed 2024-2025; 2026 forecast modest +2-4% in metros. Volume: Texas properties +35% since 2019, strongest in Houston/Austin. ADR ~\$192 in San Antonio, occupancy 43%.

| Year         | Texas Avg Revenue/Prop (\$) | Texas Volume Change (%) | Houston Change (%) | Austin Change (%) | San Antonio Change (%) | DFW Change (%) |
|--------------|-----------------------------|-------------------------|--------------------|-------------------|------------------------|----------------|
| 2021         | ~\$20,000                   | +20%                    | +15%               | +25%              | +10%                   | +18%           |
| 2022         | \$25,000                    | +15%                    | +13% occ.          | +10%              | +5%                    | +10%           |
| 2023         | \$24,000                    | +5%                     | Flat               | -5%               | Flat                   | +5%            |
| 2024         | \$23,000                    | Flat                    | +5%                | -3%               | +2%                    | Flat           |
| 2025         | \$22,500                    | -2%                     | -1%                | -5%               | -1%                    | -2%            |
| 2026 (Proj.) | \$23,400 (+4%)              | +2%                     | +2-4%              | +2%               | \$23,991 avg           | +3%            |

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 Feb 2026)

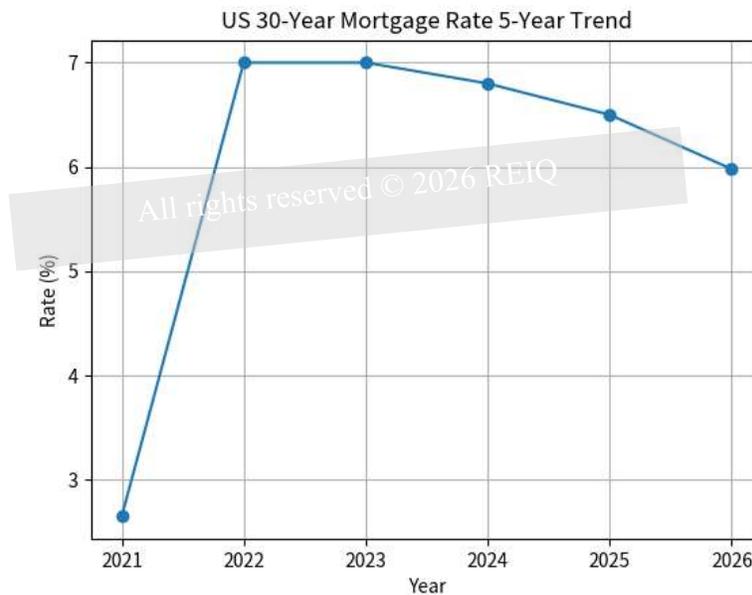
Lending volumes peaked 2021 (\$1,217B US), down to \$524B Q4 2025; Texas followed, with originations down 20-30% post-2022. Borrowing trends: FHA limits \$541K in 2026, conforming \$832K. Demand rose in early 2026 with rate stabilization.

| 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 6.01% (down WoW to multi-year low), 15-yr 5.35%—trend: Affordability boost; refis/buyer pools expand. National "crisis" may accelerate TX borrowing.

| Metric          | Rate/Value | Trend/Impact                     |
|-----------------|------------|----------------------------------|
| 30-Yr Fixed     | 6.01%      | Down WoW; lowest since Sep 2022. |
| 15-Yr Fixed     | 5.35%      | 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. US: 1.455M (Dec 2025), +4.8% MoM, -3.5% YoY for 2025, lowest since 2020; South: 716k, -4.1% MoM. Trend: Slowing YTD with builder caution amid glut.

| 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. US: 1.404M (Dec), +6.2% MoM; South: 741k, -2.8% MoM. Trend: YTD weakness from overbuild, but seasonal upticks.

| 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 |

## 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. Existing sales: National/ Texas down 6-8% YoY early 2026; pending sales dropped in most large metros (Houston -17%, San Antonio/Dallas notable declines). Austin flat. Cancellation rate (dropped deals): Record high ~13.7% nationally in Jan; San Antonio 21.2%, Houston 16.6%, Austin 13.3%, Dallas 15.1%. 5-Year Trend: Post-2022 slowdown; inventory now buyer-friendly (4.6-5.5 months supply).

| 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        |

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

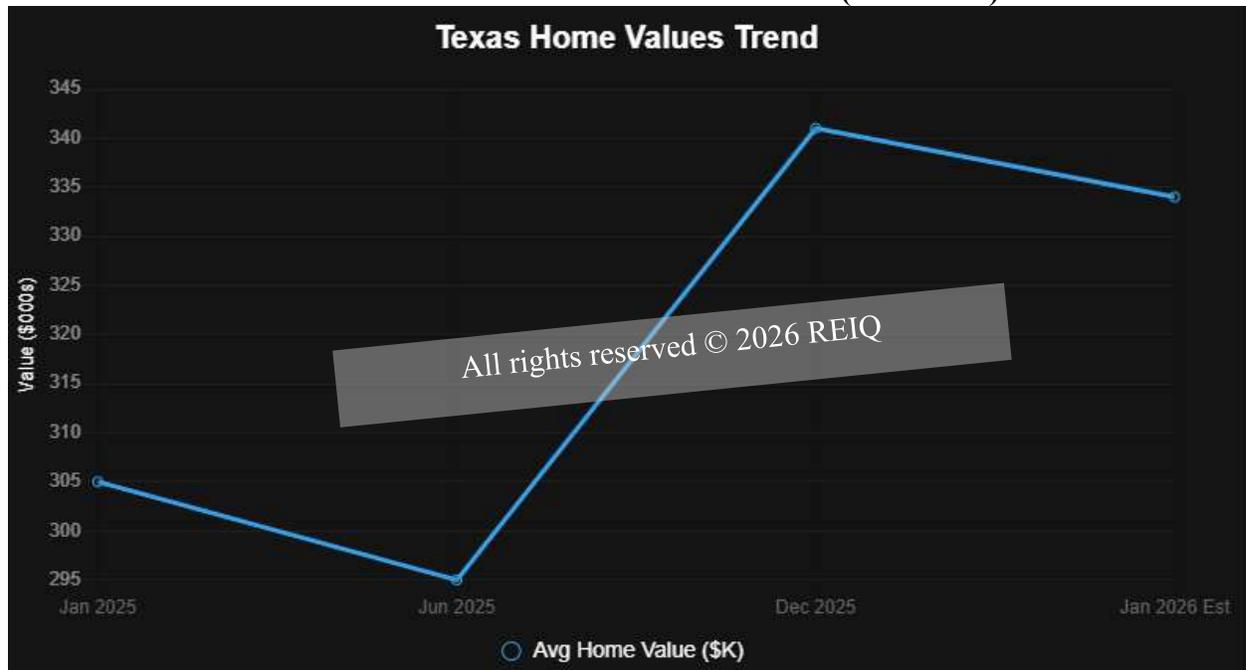
Deals peaked in 2021-2022, slowed with rates, but distressed properties up in 2025-2026. Avg. profit ~\$50K/deal; volume down 20% post-2022, proj. +10% in 2026.

| 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 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, fringe/energy fees       | +5%                           |
| Austin      | Oversupply / price cuts / Buyer's amps tech taps | +8–10%                        |
| San Antonio | #1 buyer; hybrids margins, rising inventory      | +4%                           |
| DFW         | Suburban high inventory; Frisco/Collin assigns.  | +6%                           |

Illustration: Statewide Home Value Trend (2025-2026)



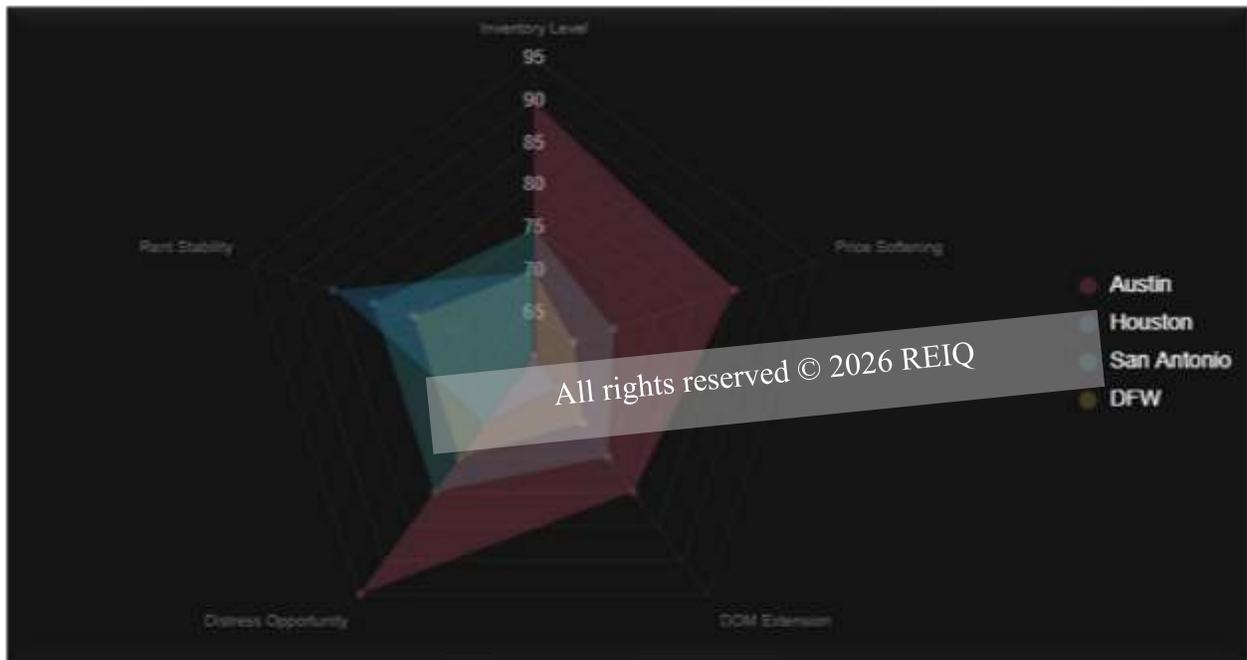
## Overall Texas and Metro Comparison

This report underscores a stabilizing Texas market with softening prices and volumes in 2025, but 2026 projections point to modest rebounds from lower rates and migration recovery. Wholesalers: Focus on distressed properties in Austin/San Antonio for deals amid high inventory; watch for 10 threats like competition—build networks early. Fix-flippers: Target DFW/Houston for quicker flips (lower DOM), but factor rising permits for competition. Long-term rental investors: Capitalize on 2% rent growth statewide, favoring DFW/Houston for volume; avoid Austin oversupply. Short-term: Houston/Austin for occupancy gains, but monitor regulations. Reminder: Assume good intent in deals, validate with multiple sources, and don't overleverage amid uncertainties—rates could stay elevated if inflation rebounds. Position for value-add opportunities in undervalued metros.

Texas shows resilience with +4.4% price growth to \$380K median, but sales volume down 8% entering 2026; inventory at 2.9 months (seller's market). Metros: Austin weakest (prices -3.6%, sales -3.6%), DFW stable (-4%), Houston/San Antonio softening (-2-3%).

| Metric                                | Texas Overall  | Houston        | Austin         | San Antonio    | DFW            |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|
| Median Price 2026                     | \$380K (+4.4%) | \$306K (-2.1%) | \$500K (-3.6%) | \$335K (-1.8%) | \$440K (-2.2%) |
| Sales Volume Change (2025-2026 Proj.) | +2.5%          | -5%            | -3%            | -3.5%          | Flat           |
| Inventory (Months)                    | 2.9            | 4.3            | 3.7            | 4.2            | 3.4            |
| Rent Growth Proj.                     | +2%            | +3%            | -3%            | +0.9%          | +3%            |

**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 March 4, 2026

The distressed property landscape in Texas and Florida remains active and investor-friendly, with **pre-foreclosures, tax liens, tax sales, probate, code violations, loan modifications, evictions, and heirship** properties continuing to generate strong off-market leads. Our engineering team's latest REIQ weekly report (freshly updated this week) shows robust captured-vs-uploaded data across key counties, while national foreclosure activity holds at its most recent benchmark: January 2026 figures from ATTOM (released Feb 11, 2026; no February report issued yet). This normalization trend—now in its 11th month of year-over-year gains—pairs perfectly with a confirmed **buyer's market** dynamic, where sellers are slashing prices and offering concessions, creating even deeper discounts for savvy investors.

*Latest National Snapshot (January 2026 – Most Recent ATTOM Data)*

- **40,534** U.S. properties with foreclosure filings (–10% MOM, +32% YOY).
- Foreclosure **starts**: 26,369 (+26% YoY).
- Completed foreclosures (REOs): +59% YoY.
- National rate: 1 in every **3,547** housing units.

**Florida** ranks 3rd-worst nationally for rate (1 in **2,067** units; 4,962 filings) and leads in starts (**3,523**). Hotspots: Punta Gorda, Lakeland, Tampa. **Texas** leads in raw volume (starts **3,116**; 3,689 filings; rate 1 in **3,288** units). Scale in Houston and surrounding counties drives opportunity.

Supporting categories (tax liens/sales, probate/heirship, evictions, code violations) remain steady or rising due to insurance/HOA pressures in Florida and population-driven filings in Texas. Zombie foreclosures and vacancy rates stayed low in Q1 2026 (1.33% vacancy; 3.27% zombie rate), limiting mass distress but preserving equity cushions for negotiated deals.

Completions (REOs) surged 59% YoY, led by Texas, California, and Florida. This feeds more tax liens/sales, probate/evictions, and code violations as distress cascades. County-level delays persist, reinforcing the value of proactive scraping.

REIQ Weekly Data Insights – Fresh Update

### Texas Highlights

- **Harris** (Houston area): Weekly uploads strong early year, but March shows 604 (639)
- **Bexar** (San Antonio): Peaked in February (332/338), still healthy in March (313/318).
- **Tarrant** (Fort Worth): Rising trend—February 190 (236) to March 222 (252), in progress.
- **Dallas**: Steady decline from January (276) to March (232), but monitoring continues.
- **Travis** (Austin): Sharp March jump to 157 (165), in progress.
- **Montgomery & Fort Bend**: Consistent mid-tier volumes, some completed for the period.

### Florida Highlights

- **Miami**: January 547 (611), dip in February (382), rebound in March 488 (488).
- **Tampa**: February 272 (272) to March 199 (258), processing in progress.
- **Triangle** (likely Orlando/Tampa Bay triangle): Steady 274 (316) in March, in progress.
- **Cape Coral**: Lower but stable early, now completed/updated with 0 in later months.

## *Integrated News Update: Buyer's Market Confirmed – More Concessions, Price Cuts*

Recent reporting confirms the U.S. housing market has tilted decisively toward buyers in 2026. Inventory is up significantly, multiple-offer wars have vanished, and sellers are aggressively cutting prices or offering concessions (closing costs, repairs, rate buydowns). Markets with rapid prior growth and new construction are cooling fastest—exactly the environment where distressed sellers (pre-foreclosure, probate, tax-lien owners) become highly motivated for quick off-market resolutions. This adds 10-20%+ negotiation leverage on top of already-discounted distressed pricing.

### *Popular Opinions on Real Estate Wholesale Deals (Reddit, Instagram, X – Recent Pulse)*

- **Reddit:** 2026 buyer's market seen as a “wholesaler's dream” in TX/FL — more motivated sellers, easier concessions, but competition rising for quality probate/tax-lien deals. Newer wholesalers seek quality leads amid saturation concerns in Texas/Florida; many emphasize follow-up systems over raw data. Pay-per-lead debated—some see value in pre-qualified sources, others prefer driving for dollars or local networking. Consensus: 2026 offers opportunities, but execution (not just leads) separates winners.
- **Instagram Channels:** Creators highlight “concession stacking” on distressed properties (e.g., Florida HOA-driven evictions) for 20-30% margins; strong emphasis on county-data tools. Focus on systems—cold calling, skip tracing, and avoiding "burned" markets. Warnings about virtual wholesaling flaking; success tied to consistent outreach and superior early leads.
- **X (Twitter):** Recent chatter notes high prices limit deals in some regions, pushing focus to affordable markets like Texas metros or Florida non-coastal areas. Bulls call Sun Belt distress “hidden gems” with price cuts accelerating flips; bears note insurance/affordability risks but agree data-driven off-market sourcing is key.

### *Highlights & Concerns*

**Highlights:** REIQ shows excellent capture efficiency (many counties >90% uploaded in early months); national +32% YoY filings + buyer concessions = deeper discounts and faster closings. Off-market remains the fastest path to revenue or acquisition. 32% YoY national filing surge + county data still uploading = expanding off-market pipeline. Major Texas/Florida metros (Harris, Miami, Bexar) show resilient volumes. Early capture beats public delays—subscribers close faster with less competition.

**Concerns:** County delays still exist (especially Texas volume + Florida insurance pressure); no crash expected, but prolonged buyer's-market inventory could increase lower-quality deals if rates stay elevated. Monthly dips in some counties (e.g., Dallas softening) amid potential inventory buildup. Saturation risks in hot metros—reputation damage from inconsistent wholesalers. Judicial delays in Florida extend timelines; fresh pre-foreclosure intel is critical.

# 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 19, 2026.

Let's crush those balanced-market wins!

*Your Real Estate IQ Team*

*Help 1 More Person To Win*

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