



# Weekly Market Update

3/12/2026 *Coaching Wholesalers in a Normalizing Texas Market*

**BREAK News:** *DealNearMe.io (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 12, 2026.

Freddie Mac PMMS (March 5): 30-yr fixed averaged 6.00% (slight up from 5.98% prior week but still near multi-year lows, year-ago 6.63%). National NAR February existing-home sales: +1.7% MoM to 4.09M SAAR, median price \$398,000 (+0.3% YoY), inventory 1.29M (up 2.4% MoM, 4.9% YoY, ~3.8 months supply—still tight vs balanced 6 months). Rebound in Midwest/South/West, but Northeast decline—affordability improving (8th straight month), low-end still challenged. Texas contrast: Inventory higher (4.5-7+ months > national), 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 near lows (~6.00%) boost affordability/refis—wholesaling prime for motivated sellers in high-inventory metros amid national rebound.

## Key Economic Events and Updates

- **Fed:** Rates steady; dot plot suggests cautious easing ahead, refi activity rising modestly.
- **Stocks:** Mixed with tariff/inflation noise but YTD gains supporting seller psychology.
- **National sales:** Existing sales stabilizing post-2025 slowdowns.
- **Texas forecasts:** TRERC projects modest 2026 sales growth (~2.5% to ~349k units), median price up ~1.3% to ~\$334k, supported by population inflows but tempered by affordability and inventory build.

# 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 mixed but pendings resilient (+10% Austin Jan)—buyer's leverage strong, national rebound (Feb +1.7% MoM) supports TX momentum.

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 with national rebound support.
Houston	~\$335K	Flat to -1.5%	4.5-5.2	+3.8% full 2025	64-91	Resilient; sales rebound, moderating prices, Midtown/energy discounts amid national uptick.
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—national sales rise aids recovery.
San Antonio	~\$309K-\$315K	Flat to -1.8%	5.9+	+5%	78-84	#1 buyer's; more sellers, tourism foreclosures for flips—leverage national momentum.

Metro	Median Price (Recent)	YoY Price	Sales YoY (Recent)	Inventory (mos) Est.	DOM Est.
Houston	~\$335,000	-0.5% to flat	-2% to +5% MoM pockets	~4.5-5	64+
Austin	~\$440,000-\$568,000 (avg sold)	-2.5% to +0.4% recent	Mixed, pendings up	~5+	88+
San Antonio	~\$330,000	-1.8%	Steady demand	~5	80+
DFW	~\$400,000-\$465,000	-1% to +1.5%	-6% to -13% pockets	~4-5	70+

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.
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)

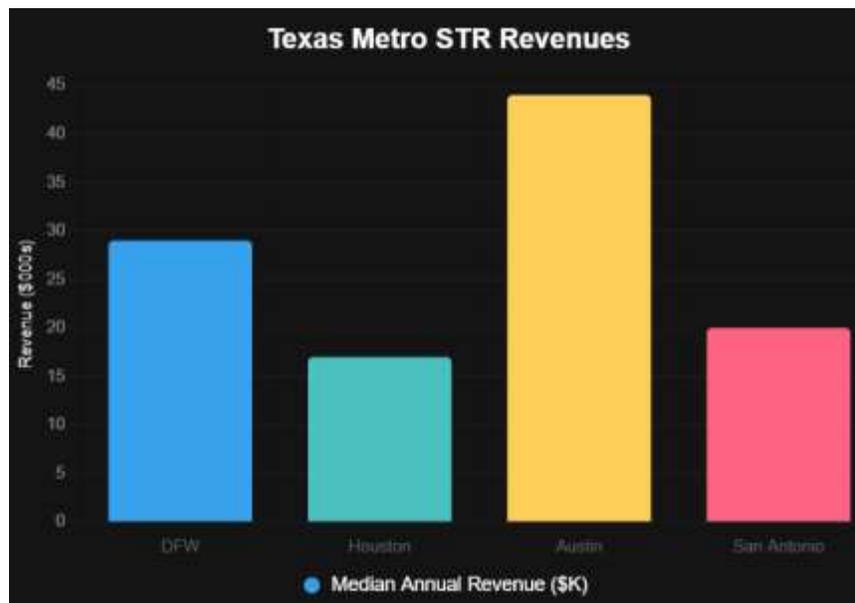
Short-term rentals boomed 2021-2022 with travel rebound, occupancy up 13% since 2022 statewide. Revenue grew 20-30% early, but regulations and supply slowed 2024-2025; 2026 forecast modest +2-4% in metros. Volume: Texas properties +35% since 2019, strongest in Houston/Austin. ADR ~\$192 in San Antonio,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

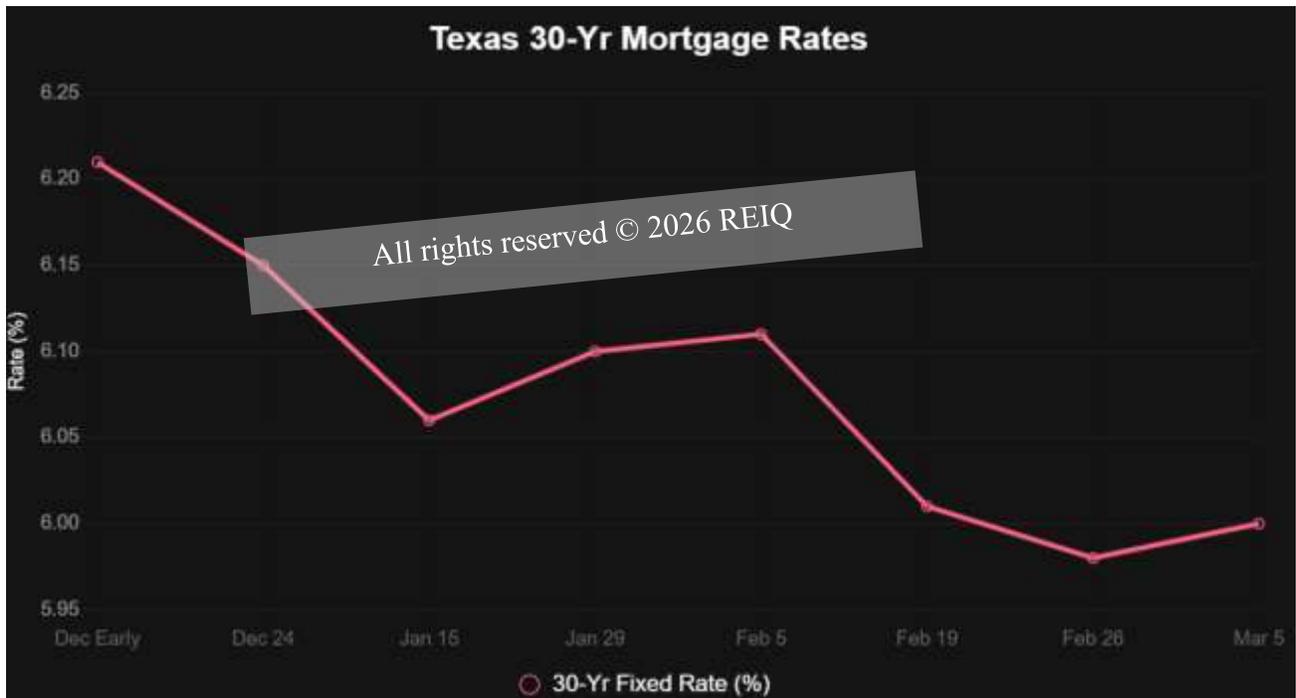
Lending volumes peaked 2021 (\$1,217B US), down to \$524B Q4 2025; Texas followed, with originations down 20-30% post-2022. Borrowing trends: FHA limits \$541K in 2026, conforming \$832K. Demand rose in early 2026 with rate stabilization.

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 6.00% (slight up WoW but multi-year low range), 15-yr 5.43%—trend: Affordability boost; refis/buyer pools expand. National rebound supports TX momentum.

Metric	Rate/Value	Trend/Impact
30-Yr Fixed	6.00%	Slight + WoW; near lowest since 2022.
15-Yr Fixed	5.43%	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)

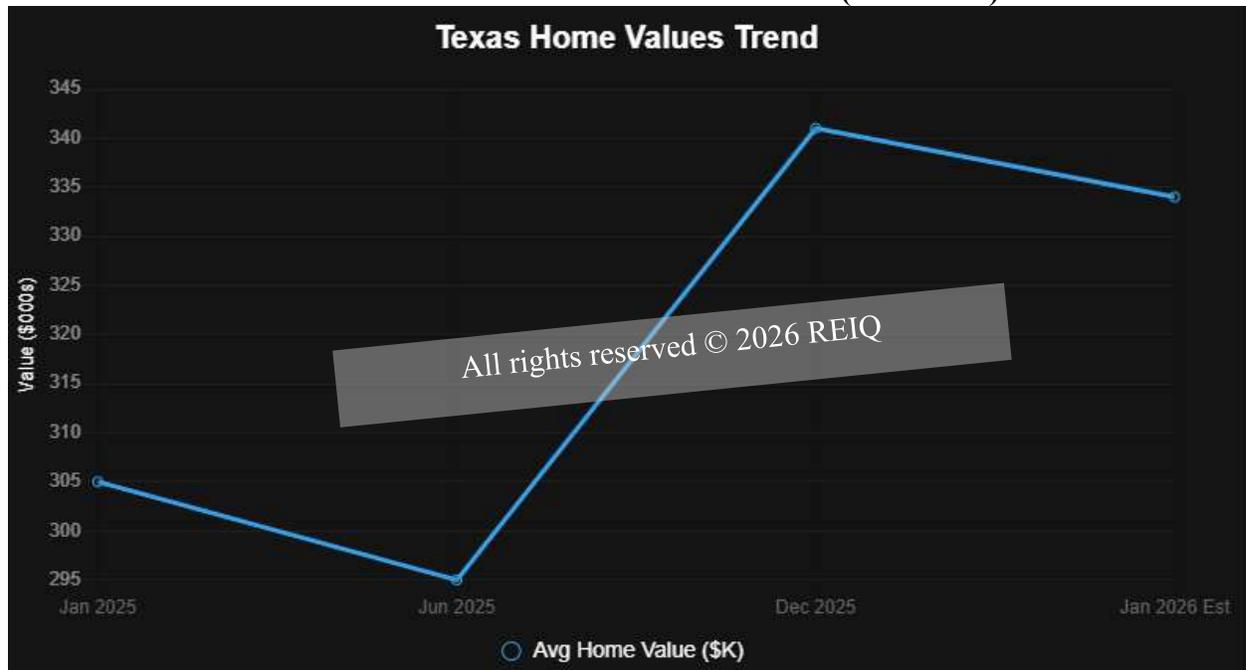
Deals peaked in 2021-2022, slowed with rates, but distressed properties up in 2025-2026. Avg. profit ~\$50K/deal; volume down 20% post-2022, proj. +10% in 2026.

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)



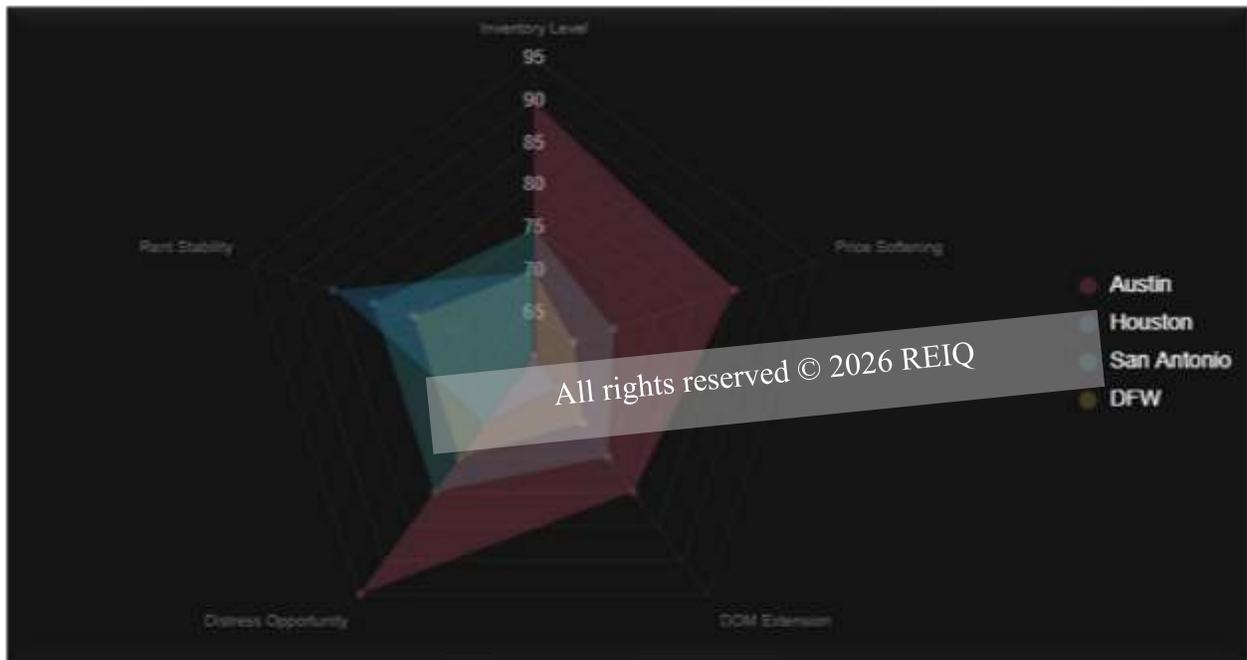
## Overall Texas and Metro Comparison

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 12, 2026

Real estate investors continue to find strong opportunities in Texas and Florida as distressed inventory builds steadily. Our engineering team scrapes and aggregates fresh data from county appraisal districts, public portals, Redfin, Zillow, and other sources to deliver weekly curated leads across all eight distressed categories. This slashes manual research time dramatically and surfaces motivated-seller deals before they reach the open market—ideal for wholesalers, flippers, or buy-and-hold strategies generating revenue or portfolio expansion.

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

National foreclosure filings reached **40,534** properties in January 2026 (default notices, scheduled auctions, REOs)—down 10% month-over-month but **up 32%** year-over-year, marking the 11th straight month of annual increases. Foreclosure starts: **26,369** (+26% YoY); completed REOs: up nearly 59% YoY. This reflects gradual normalization post-pandemic lows, driven by affordability pressures, higher rates, and regional factors.

- **Texas:** 3,116 foreclosure starts in Jan (top states: FL, TX, CA). Houston metro alone saw ~1,040 starts. Texas led in REOs (~573).
- **Florida:** Highest starts at **3,523**; rate remains elevated (1 in every ~2,067 housing units—one of the nation's worst). Miami: ~851 starts.

The trend continues upward into early 2026, with no signs of reversal. Other distressed categories (tax liens, probate, code violations, evictions, heirship) add significant volume—Florida's tax certificate auctions and Texas tax deed sales remain reliable sources, while probate and code-violation cases create motivated sellers in both states.

Our weekly portal uploads reveal active distressed flow in key counties/metros:

### Texas Highlights (Major Counties):

- Harris (Houston area): Strong early-year volume peaking at 730 properties in Jan, trending down to 604 in Mar, with processing ongoing (weekly Thu/Fri uploads).
- Dallas: Steady 200–300 range monthly, with data uploads in the 2nd week before auctions.
- Tarrant (Fort Worth): Rising trend—116 in Jan → 222 in Mar—weekly Thu uploads in progress.
- Bexar (San Antonio): Variable but solid (95–332 monthly), Mon/Tue/Thu uploads.
- Collin, Fort Bend, Galveston, Montgomery, Travis, Williamson: Consistent weekly or bi-weekly captures, with some months showing 100–150+ properties.

### Florida Highlights (Key Metros):

- Miami: Highest volume—547 in Jan, dipping to 382 in Feb, rebounding to 561 in Mar (weekly uploads).
- Tampa: 320–348 monthly range.
- Cape Coral: Lower but steady 50–70.

- Triangle (likely Orlando/Tampa-adjacent or aggregated): 335–347 in recent months.

Total captured across tracked Florida metros (Jan–Mar 2026): ~1,172 (Jan) → 984 (Feb) → 1,310 (Mar), with processing continuing into spring. These figures represent pre-foreclosure notices, tax liens/sales, probate estates, code violations, evictions, heirship properties, and related distress signals—far broader than foreclosure-starts alone.

This internal data shows seasonal patterns: higher winter/early-spring activity in many counties (possibly tied to post-holiday financial stress and tax deadlines), with some slowdowns as counties update portals or approach auction cycles. No widespread delays in major counties, but timely monitoring is essential—our automated system captures uploads the moment they're live.

#### *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:** Expanding motivated-seller pool = more wholesale assignments, discounted flips, rentals. Texas + Florida dominate distressed starts (~25–30% national share in recent months). Stable pricing + deep discounts support healthy margins.

**Concerns:** Intensifying competition from institutions and locals. Florida: Insurance/tax pressures extend holding risks. Title issues in probate/heirship/eviction cases demand quick diligence. Normalization (not crash) means over-leverage or poor estimates hurt returns.

# 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*

[info@realestateiq.co](mailto:info@realestateiq.co) | [www.realestateiq.co](http://www.realestateiq.co)



**REAL ESTATE IQ**  
www.realestateiq.co

**ALL SERIOUS INVESTORS: WE HAVE GOOD NEWS FOR YOU**

**Real-Time Thursday Deal Maker Workshop - FREE!**

- ✓ Verified Off-Market Seller Leads
- ✓ Monthly Updated Data
- ✓ FREE Fix & Flip Workshop Bonus

2025 2026

**“End of Q1” Promotion (up to 50% OFF!)**

**\$1,890 ASK to find out**

**scan QR code to secure a deal!**

⚡ Only 25 discounted spots available – bonus ends Mar 30, 2026

Reply to Secure Your Spot! Happy Investing!

**??? % OFF**

**ASK NOW!**