



Weekly Market Update

3/26/2026 *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 26, 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 (rebound after January slump), 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; affordability improving for 8th straight month. NAR notes inventory growing slowly, but 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 +10-14% Jan/Feb), prices down in key metros (Austin -2.7% to -6.4%, San Antonio -1.8% to -2.9% YoY). 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). Rates near lows (~6.00%) boost affordability/refis—wholesaling prime for motivated sellers in high-inventory metros. Tactic: Target Austin oversupply (high cuts/DOM) and San Antonio buyer market for 10-20% discounts/quick assigns.

Key Economic Events and Updates

- 30-year mortgage rate rose to **6.22%** (as of March 19, up from prior week).
- 10-year Treasury yield at **4.32%** (March 25 close, -0.05 daily but +0.31 monthly amid global tensions).
- Texas new-home sales eased slightly in February, but statewide pending sales rebounded; South region housing starts remained strong.
- National existing-home sales rose modestly MoM while inventory continued climbing—Texas metros mirror this buyer-friendly shift.

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

Statewide trend: Median listing ~\$349K (-1.27% YoY), inventory surging (291K+ active listings, +9.51% YoY), sales mixed with new home sales easing but pendings rebounding weakly—strong buyer's leverage, distressed leads rising due to oversupply.

Metro	Median Sale / Listing Price (Recent)	YoY Change	Months Inventory / Active Listings	Sales/ Pendings Trend	Days on Market	Key Trend/Narrative
DFW	~\$364K sale / \$375K listing	-0.1% to flat	3.4-5.2 / ~23K (+6%)	+8-12% (prior)	84-95	Balanced; suburban inventory elevated, modest growth forecast.
Houston	~\$335K / \$322K median	Flat to -1.5% / -0.9%	4.5-5.2 / ~30K	+3.8% full 2025	64-91	Resilient; sales rebound, moderating prices, Midtown/energy discounts amid high listings.
Austin	~\$418K- \$455K sold / \$489K avg	-1.6% to -6.4%	4.5-6.5 / ~9K (+6.6%)	+10-14% pendings	74-102+	Strong buyer's; massive supply surge, median sold down, bulk distress under \$450K—prime for assigns.
San Antonio	~\$309K- \$332K	Flat to -1.8%	5.9+ / ~12K (+15%)	+5%	78-84	#1 buyer's; highest inventory growth, tourism foreclosures for low-barrier flips.

Metro	Median Price	YoY Price Change	Closed Sales (Feb)	Pending Sales YoY
Houston	\$322,078	-0.9%	5,918 (-2.2%)	+13.0%
Austin	~\$412,000	-3.6%	~1,887 (-3.6%)	+13.9%
San Antonio	\$299,900	+4.0%	2,363 (-7%)	Down ~12%
DFW	~\$350,000	-2.5%	Soft	Rebounding
Texas State	N/A (metro-led)	Soft	Down modestly	Rising overall

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)

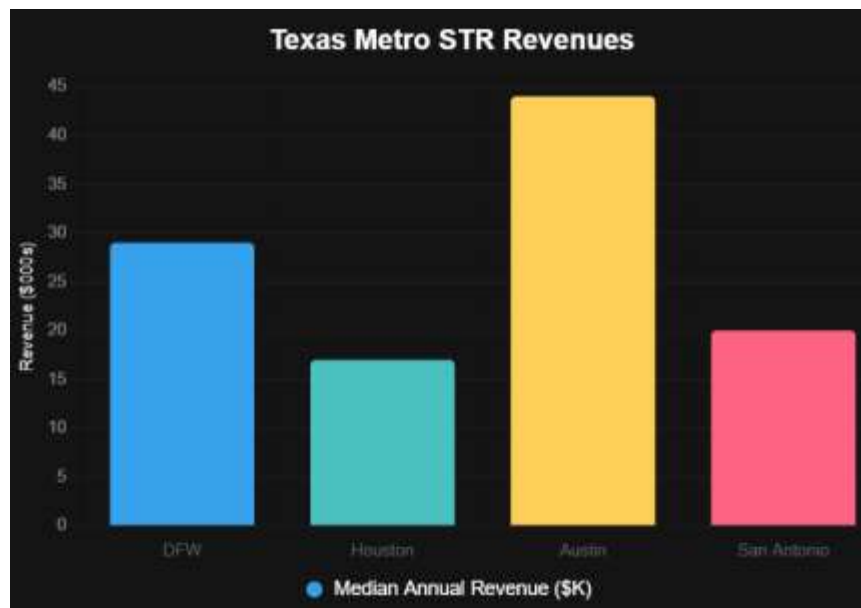
Short-term rentals boomed 2021-2022 with travel rebound, occupancy up 13% since 2022 statewide. Revenue grew 20-30% early, but regulations and supply slowed 2024-2025; 2026 forecast modest +2-4% in metros. Volume: Texas properties +35% since 2019, strongest in Houston/Austin. ADR ~\$192 in San Antonio,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

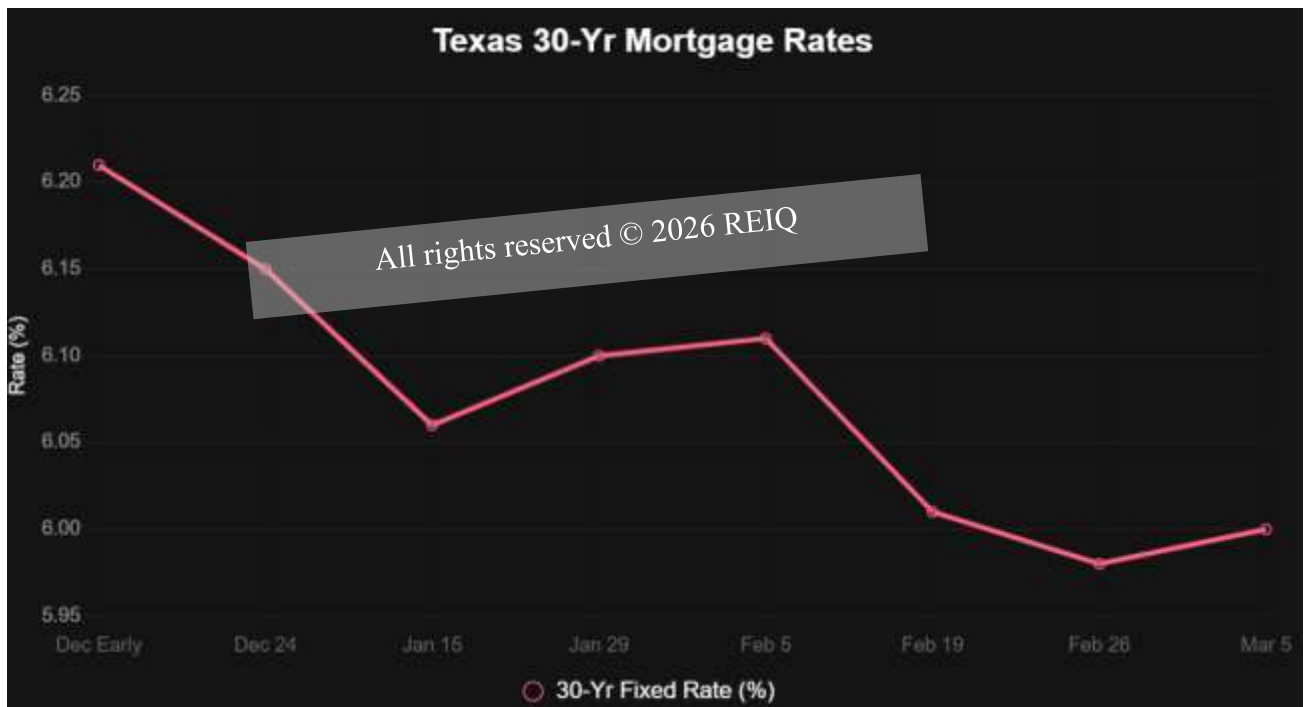
Lending volumes peaked 2021 (\$1,217B US), down to \$524B Q4 2025; Texas followed, with originations down 20-30% post-2022. Borrowing trends: FHA limits \$541K in 2026, conforming \$832K. Demand rose in early 2026 with rate stabilization.

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 6.22% (up from 6.11% prior week, highest in 3+ months but below year-ago 6.67%), 15-yr 5.54%—trend: Slight rise but still supportive; refis/buyer pools active.

Metric	Rate/Value	Trend/Impact
30-Yr Fixed	6.22%	+0.11% WoW; near lowest since late 2022.
15-Yr Fixed	5.54%	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)

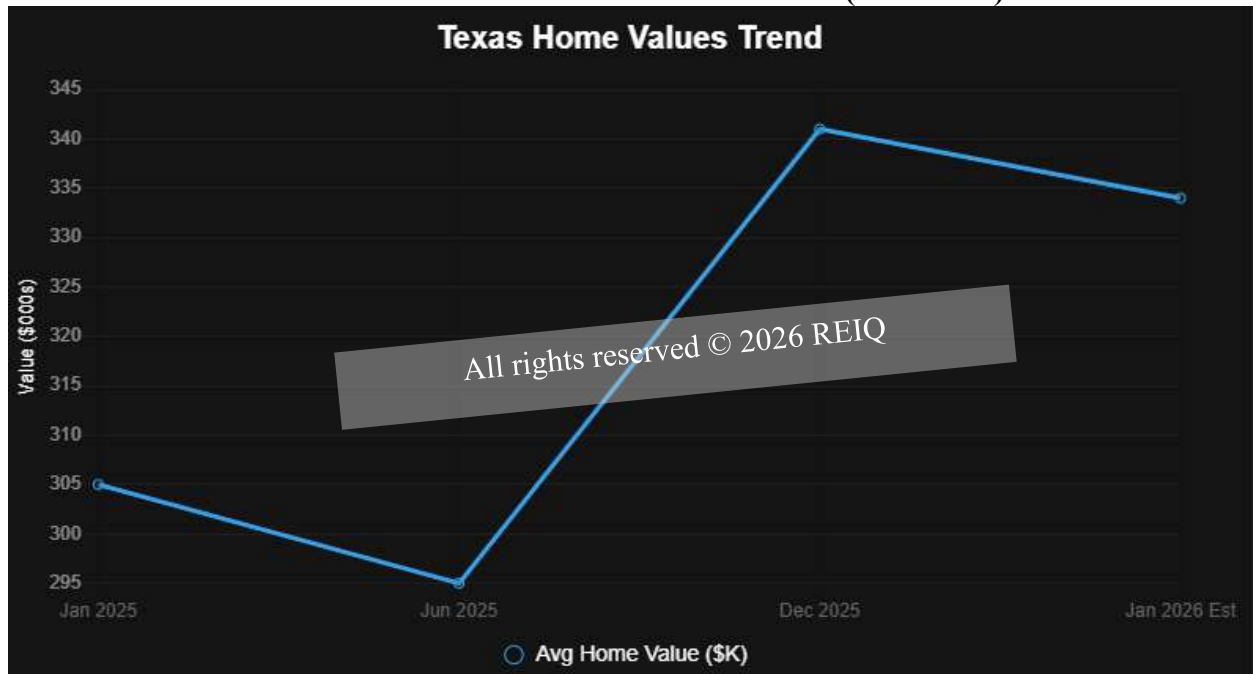
Deals peaked in 2021-2022, slowed with rates, but distressed properties up in 2025-2026. Avg. profit ~\$50K/deal; volume down 20% post-2022, proj. +10% in 2026.

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)



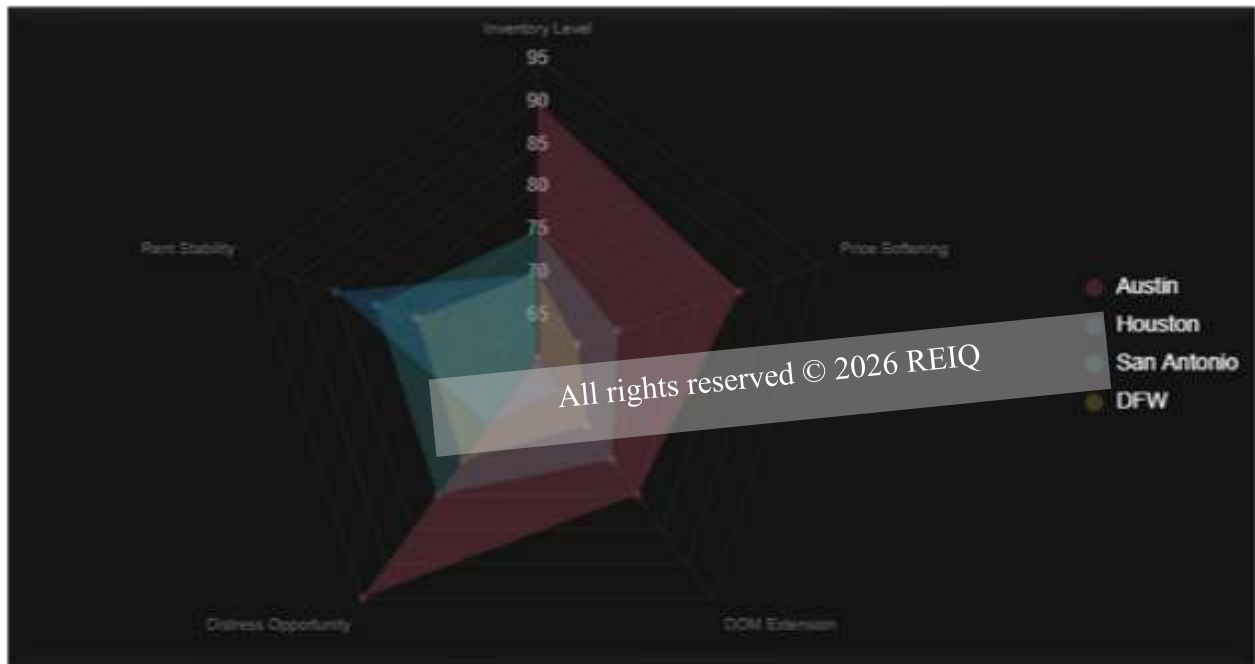
Overall Texas and Metro Comparison

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 26, 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.

Broader Market Foreclosure Trends (Early 2026)

Foreclosure activity maintains a gradual annual rise, marking over a year of year-over-year increases:

- **January 2026:** 40,534 total filings (up 32% YoY); starts at 26,369 (up 26% YoY).
- **February 2026:** 38,840 filings (up 20% YoY); starts at 25,928 (up 14% YoY, slight MoM dip).

Texas & Florida Performance:

- Texas often leads or ranks near the top in raw foreclosure starts (3,390 in one January report; strong REO completions at 453 in February).
- Florida ranks high in both volume (3,250–3,523 starts) and rate (one filing per ~2,067–2,277 housing units in early 2026), placing it among the nation’s highest-risk states alongside Indiana and South Carolina.
- Together, Texas and Florida (plus California) account for a significant share of national starts and REOs. Houston and Miami metros remain active hotspots.

Tax liens, probate estates, code violations, heirship properties, and evictions add meaningful off-market volume in both states—Florida’s tax certificate auctions and Texas tax deed sales provide steady supply.

Market Pricing & Discount Trends

- **Texas:** Average home values around \$297,592–\$334,000 projected, with recent data showing modest softening (~1–2.3% YoY declines in some reports/metros like San Antonio, Austin, Houston). Median sale prices hover near \$320,000–\$333,800.
- **Florida:** More noticeable cooling, with average values down ~4.6% YoY and projections of further selective declines amid inventory, insurance, and tax pressures.

Distressed properties commonly trade at **15–35%** discounts below market value (deeper on urgent, high-rehab, or title-complex cases), creating strong equity potential for investors.

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

Texas Key Counties (Harris, Dallas, Tarrant, Bexar, Collin, Fort Bend, Galveston, Montgomery, Travis, Williamson):

- **Harris (Houston):** Strong early volume (730 in Jan) with a rebound to 857 in April, then tapering to 263 in May and 33 in June as processing continues (Thu/Fri weekly uploads).
- **Dallas:** Steady 200–300 range early year, with 2nd-week pre-auction uploads.
- **Tarrant (Fort Worth):** Upward trend early (116 in Jan to 251 in Apr), weekly Thu uploads in progress.
- **Bexar (San Antonio):** Solid peaks (332 in Feb, 357 in Apr), Mon/Tue/Thu uploads.
- Other counties maintain consistent weekly or bi-weekly captures, with many months delivering 100–175+ properties.

Florida Key Metros (Miami, Tampa, Cape Coral, Triangle area):

- **Miami:** High activity—547 in Jan, 382 in Feb, 561 in Mar, 352 in Apr, with 26 properties captured in June (weekly uploads).
- **Tampa:** 320 in Jan to 365 in Mar, 182 in Apr, tapering later.
- **Cape Coral:** Steady lower volume (56–76).
- **Triangle:** 347 in Jan to 335 in Mar, 260 in Apr, 68 in May, 19 in June.

Aggregated Florida totals: ~1,172 (Jan) → 984 (Feb) → 1,327 (Mar) → 859 (Apr) → 123 (May) → 54 (Jun so far). These figures encompass pre-foreclosure notices plus tax liens/sales, probate, code violations, evictions, heirship, and related distress signals—offering broader coverage than foreclosure data alone.

Patterns show elevated winter/early-spring volumes (linked to financial stress and tax cycles), with natural tapering in later months during portal updates or pre-auction periods. Major counties post data on reliable schedules, though ongoing monitoring is key—our system captures updates automatically.

Trend Summary

- **Volume change:** National filings up 14–32% YoY in early 2026, with Texas and Florida driving significant starts and REOs. Internal captures confirm robust early-year activity (especially Harris, Miami, Tarrant, Bexar), with seasonal tapering later.
- **County data posting:** Generally timely with weekly/bi-weekly cycles; some processing lags during updates, but automation ensures minimal missed opportunities.
- **Market pricing:** Modest softening in Texas; more pronounced cooling in Florida due to insurance/tax burdens and added inventory. Distressed discounts remain attractive for margin protection.

What Investors Are Saying Across Reddit, Instagram & X

Discussions reflect practical realism mixed with opportunity:

- Wholesalers are appreciated for tackling complex situations (multi-heir probate, code-violation remediation, tax liens) that retail channels often bypass.
- Assignment fees can be strong on motivated properties, but rehab surprises, hidden liens, and title issues require careful diligence.
- Notes on rising multifamily distress in Texas markets (e.g., Houston) and insurance/tax-driven motivation in Florida.
- Overall sentiment: Texas and Florida distressed off-market plays—especially probate, tax, eviction, and pre-foreclosure—still offer a solid pipeline in 2026, though cooling prices make accurate leads and speed even more critical. Markets like Texas and Florida appear frequently in “best/worst” wholesale discussions, with emphasis on disciplined execution amid normalization.

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:** Discussions emphasize that fresh, direct-sourced lists from probate, tax liens, and courthouse data outperform generic paid leads in competitive markets like Texas and Florida. Users report success with consistent outreach but note increasing competition and the value of early signals. Texas and Florida frequently rank among top states for wholesaling volume and deal flow.
- **Instagram Channels & X (Twitter):** Active wholesalers share virtual wholesaling wins, assignment fee highlights, and strategies focused on off-market distressed properties in FL/TX. Common themes include building buyer lists first, leveraging multiple distress indicators, and adapting to market shifts (some note wholesaling evolving toward double-closes or creative finance in tighter conditions). Success stories highlight \$10k–\$30k+ fees when leads are targeted and timely.

Highlights & Concerns

Highlights

- Expanding motivated-seller pool supports wholesale assignments, discounted acquisitions, and rentals.
- Texas + Florida remain national leaders in distressed volume.
- Persistent 15–35% discounts help offset softer pricing environments.

Concerns

- Intensifying competition from institutions and local buyers.
- Florida-specific risks: elevated insurance premiums, property taxes, and coastal factors can complicate holding or financing.
- Title/due-diligence challenges in probate, heirship, or eviction cases demand fast action.
- Market normalization (not a crash) means precise rehab estimates and conservative leverage are essential to protect 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: Apr 2, 2026.

Let's crush those balanced-market wins!

Your Real Estate IQ Team

Help 1 More Person To Win

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