REIQ

Real Estate Intelligence Quarterly

Texas Real Estate Market Intelligence

Weekly Wholesaler Briefing • March 11, 2026

6.00%	4.09M	+32%	~$334K
30-Yr Rate	Nat'l Sales SAAR	Foreclosures YoY	TX Median 2026F

2026 TEXAS REAL ESTATE OUTLOOK: NAVIGATING THE ‘NEW NORMAL’

REAL ESTATE IQ

2026 MARKET VITAL SIGNS

MORTGAGE RATES STABILIZE AT 6.00%

6.00%

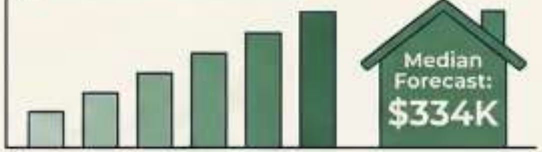
Rates hit multi-year lows compared to 2025, boosting affordability and refinancing activity.

TEXAS INVENTORY REACHES 7-MONTH SUPPLY

7-Month Supply

High supply levels shift leverage to buyers, far exceeding the national average of 3.8 months.

MODEST +1.3% PRICE GROWTH FORECAST



Statewide median prices are projected to reach ~$334K, supported by consistent population inflows.

REGIONAL OPPORTUNITIES & WHOLESALING TRENDS

AUSTIN & SAN ANTONIO: THE BUYER'S FRONTIER

Austin prices are down 6.4%, while San Antonio leads the state in buyer leverage.

Leading Buyer Leverage

+32% YoY SURGE IN DISTRESSED FILINGS

National foreclosure starts are rising, with Texas and Florida leading the volume of new leads.

WHOLESALING FOCUS: $50K AVERAGE PROFIT

Investors are targeting **high-inventory suburbs** in DFW and Houston for resilient flip opportunities.

MAJOR TEXAS METROS: PROJECTED PERFORMANCE

Metro	Median Price	Price Change	Supply
AUSTIN	$500,000	-3.6%	3.7 Months
DFW	$440,000	-2.2%	3.4 Months
HOUSTON	$306,000	-2.1%	4.3 Months
SAN ANTONIO	$335,000	-1.8%	4.2 Months

EXECUTIVE SUMMARY

March 11, 2026

National Market

- 30-yr rate: 6.00% — near multi-year lows
- Existing sales +1.7% MoM → 4.09M SAAR
- Median: $398K (+0.3% YoY)
- Supply: 3.8 months (still tight)
- 8th straight month of affordability gains

Texas Market

- Statewide median ~$333K (flat Jan MoM)
- Inventory 4.5–7+ months (above national)
- Slight YoY price softening in metros
- Austin pendings +10% in January
- 2026 forecast: +1.3% prices, +2.5% sales

Wholesale Opportunity

- Distressed filings up 32% YoY nationally
- TX: 3,116 foreclosure starts in Jan alone
- Austin/SA: #1 targets for motivated sellers
- ~$50K avg wholesale profit projected 2026
- DealNearMe.io in Alpha — early access now!

METRO PRICE & INVENTORY SNAPSHOT

	DFW	Houston	Austin	San Antonio
MEDIAN PRICE	$364K	$335K	$425K–$489K	$309K–$315K
YOY CHANGE	~Flat	-1.5%	-6.4%	-1.8%
INVENTORY	3.4–5.2 mo	4.5–5.2 mo	4.5–6.3 mo	5.9+ mo
DAYS ON MKT	84–95	64–91	74–89+	78–84
	Balanced; suburban growth	Resilient; energy pocket deals	Buyer's market; bulk distress <$450K	#1 Buyer's market; tourism foreclosures

WHOLESALE & DISTRESSED MARKET OPPORTUNITY

40,534

National Foreclosure Filings Jan 2026

↑32% YoY — 11th consecutive month up

3,116

Texas Foreclosure Starts (Jan 2026)

Houston alone: ~1,040 starts

~1,900

TX Wholesale Deals Projected 2026

+10% YoY — avg $50K profit/deal

METRO WHOLESALE OPPORTUNITIES

Metro	Focus Area	Opp. Growth
Houston	High volume, energy/fringe	+5% YoY
Austin	Oversupply, price cuts, tech	+8–10% YoY
San Antonio	#1 buyer's mkt, hybrids	+4% YoY
DFW	Suburban inventory, assigns	+6% YoY

⚠ Record Cancellations — Opportunity Knocks

SA: 21.2% Dallas: 15.1% Houston: 16.6% Austin: 13.3%

High cancellation rates = motivated seller leads for wholesalers

LENDING & RATE ENVIRONMENT

30-Yr Fixed

6.00%

↑ Slight

Near multi-year low; +0.02% WoW

15-Yr Fixed

5.43%

→ Stable

Stable; equity taps strong

FHA Limit 2026

$541K

↑ Raised

Expanded buyer pool eligibility

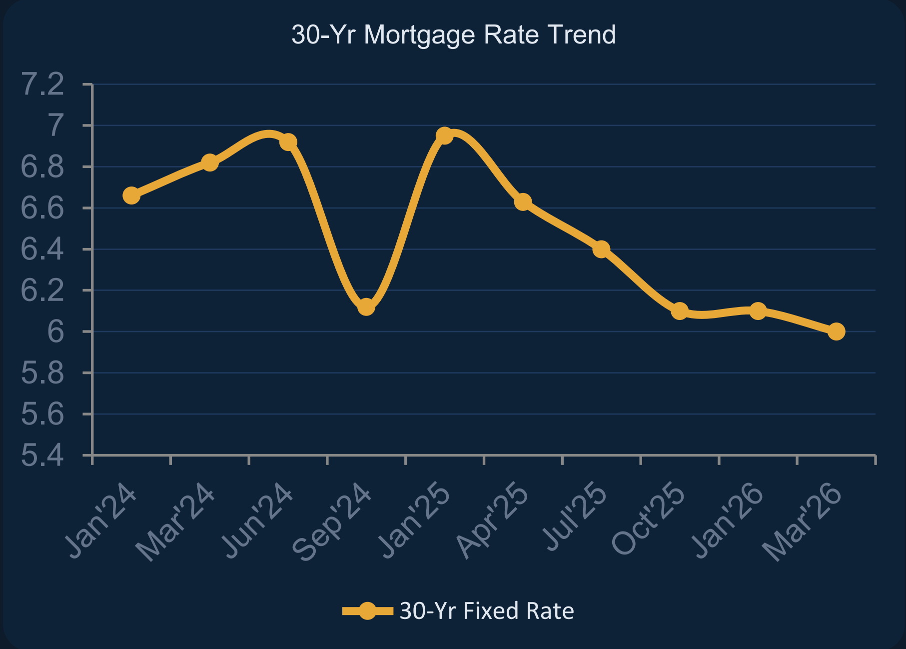
Refis/Borrows

+5–10%

↑ Rising

Rising with rate stabilization

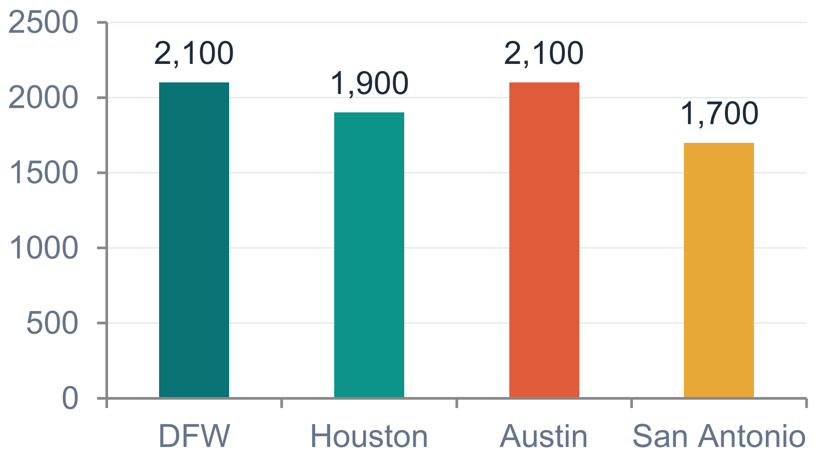
Source: Freddie Mac PMMS March 5, 2026



Wholesaler Edge: Low rates expand buyer pools, boost ARV confidence, and increase assignment velocity. Refis open motivated seller leads in equity-locked situations.

RENTAL MARKET — LTR & STR OVERVIEW

LONG-TERM RENTALS (LTR)



- Statewide avg $2,100–$2,200/mo (softening)
- DFW/Houston: Positive +1.5–3% proj. growth
- Austin: Oversupplied, -3 to -5% forecast
- Concessions high across all metros
- National rental demand may push TX yields up

SHORT-TERM RENTALS (STR)

DFW

Rev: **$29K**

Occ: 47–52% ADR: $150

Houston

Rev: **$16–19K**

Occ: 52% ADR: $171

Austin

Rev: **$23–44K**

Occ: 52% ADR: $255

San Antonio

Rev: **$19.6–24K**

Occ: 55% ADR: $176

- SA leads occupancy at 55% — River Walk 70% ROI
- Extended stays/corporate events = premium rates
- Regulations tightening in Austin — stay alert
- National travel rebound boosts TX hotspots

🚀 BREAKING:

DealNearMe.io

Now in Alpha Testing!

- Auto-scraped leads: County appraisals, Redfin, Zillow, public portals
- Map-based deal hunting — find distressed properties near you instantly
- All 8 distressed categories: pre-foreclosure, tax liens, probate & more
- ⚡ Beats the market — surfaces deals BEFORE MLS exposure
- 💼 Built for wholesalers, flippers, and buy-and-hold investors

Try Alpha Free → realestateiq.co

WEEKLY INTEL PORTAL HIGHLIGHTS

Harris Co. (Houston)	**730**	Jan leads
Dallas County	**200–300**	monthly range
📈 Tarrant (Ft Worth)	**222**	Mar leads ↑
🔑 Bexar (San Antonio)	**95–332**	monthly range
🌴 Miami, FL	**561**	Mar leads
Tampa, FL	**320–348**	monthly range

Patent Pending • info@realestateiq.co

STRATEGIC ACTION GUIDE — 2026

WHOLESALERS

- Target Austin & San Antonio — high inventory, motivated sellers
- Scan high-DOM listings; pitch rate-drop affordability narrative
- Build cash buyer lists in job-growth suburbs (Plano, Katy)
- Monitor cancellation rates — 15–21% = pre-negotiated leads
- Use DealNearMe.io for off-market distressed lead flow

FIX-FLIPPERS

- DFW/Houston for quickest flips — lower DOM (64–95 days)
- Under-$450K Austin deals offer strong discount entry points
- Factor rising permit counts in suburban areas for competition
- ARV target zones: Collin County, Frisco, Fort Bend, Katy
- Leverage 6.00% rates to price end-buyer financing favorably

BUY & HOLD

- DFW/Houston for LTR volume — +2–3% rent growth forecast
- Avoid Austin LTR — oversupply pulling rents -3 to -5% YoY
- San Antonio STR: River Walk zone 55% occ + 70% ROI potential
- Houston medical/corporate STR: $40K+ annual revenue possible
- Watch national LTR migration — could stabilize TX cap rates

Ready to Crush the 2026 Market?

Your Real Estate IQ Team is here to coach you through every deal.

📊 Subscribe to REIQ Data

Weekly market intel delivered every Tuesday — stay ahead of competition.

📍 Try DealNearMe.io

Alpha access FREE — off-market distressed leads in TX & FL every week.

💬 Audit Your Deals Free

DM for 2026 ARV tweaks — we'll review 3 deals at no cost.

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