

BREAKING: DeasNearMe.io (patent pending) — Alpha Test LIVE!
Off-Market Leads at Your Fingertips → DealNearMe.io

Executive Summary

Dear investors, deal makers, and business builders — your wholesaling coach here with this data-packed 15-minute briefing as of **April 2, 2026**.

Freddie Mac PMMS (March 26): 30-yr fixed rose to **6.38%** (+0.16 pts WoW — highest in 3+ months, still below year-ago 6.65%). 10-yr Treasury at 4.30% amid tariff volatility. Fed holds steady at 3.50%–3.75% with limited 2026 cuts.

Nationally, NAR February existing-home sales rebounded **+1.7% MoM to 4.09M SAAR**, median \$398K (+0.3% YoY), inventory 1.29M (~3.8 months supply). Texas stands apart: **statewide active listings now 291K+ (+9.5% YoY)**, median listing ~\$349K (–1.27% YoY). Sales volume falling across all major metros (–3.9% to –9.9% YoY), DOM stretching (72–102+ days), price cuts widening — Austin 32%, San Antonio 22%.

TRERC 2026 forecast: +1.3% price growth to ~\$334K, sales +2.5% to ~349K units. LTR rents softening (–4.6% to –6.0% YoY per Zumper). STR resilient at 52–57% occupancy with World Cup 2026 tailwinds. **Rates at 6.38% keep affordability stressed but supportive — this is your window.** Target 90+ DOM listings for 10–20% negotiated discounts and fast assigns.

Coach's Quick Take: Record inventory surge + softening prices + rising distress = prime wholesaling conditions across all 4 Texas metros. Austin leads correction depth; San Antonio leads inventory growth; Houston leads volume; DFW leads stability.

Pro Tip: Pitch 'rate stability + record inventory choice' to sellers with extended DOM — your cash offer is their fastest exit in this buyer-leverage environment.

Key Economic Events & Updates

30-Yr Fixed Mortgage: 6.38% (Mar 26, 2026) — +0.16 pts WoW; highest since late 2024; below year-ago 6.65%

10-Yr Treasury Yield: 4.30% (Apr 2) — +0.23 MoM; tariff/inflation pressure widening mortgage spreads

Fed Funds Rate: 3.50%–3.75% — on hold; limited 2026 cuts projected per dot plot

National Existing Sales: +1.7% MoM to 4.09M SAAR (Feb 2026); inventory 1.29M units (~3.8 months)

Housing Starts (Jan): +7.2% MoM nationally; South +11.4%; building permits fell –4.7% MoM to 1.386M (lowest since Aug 2025)

Texas TRERC Forecast: +1.3% median price to ~\$334K; +2.5% sales to ~349K units — population inflows offset by affordability headwinds

Stock Markets: Mixed on tariff/oil headlines; YTD gains hold — seller fatigue growing in equity-heavy TX neighborhoods

1. Property Sales — Change & Trend (Feb/Mar 2026)

Statewide: Median listing ~\$349K (–1.27% YoY), 291K+ active listings (+9.51% YoY) — inventory surge tilting all metros toward buyers. Sales volume off 3.9%–9.9% YoY. Buyer leverage at multi-year highs. DOM stretching = motivated seller pool expanding daily.

Metro	Median Price (Feb 2026)	YoY Δ	Inventory / Active	DOM	Mo. Supply	Key Trend / Narrative
Houston	\$335K / \$322K median	-0.9%	4.5–5.0 mo / ~30K	77+	~5.0	Resilient; sales –3.9% YoY but pending +13%; energy/Midtown concessions
Austin	\$410K–\$520K sold / \$489K avg	–2.8 to –3.5%	4.5–6.5 mo / ~9K (+6.6%)	99	~5.8	Deepest correction; sales –6.8% YoY; bulk distress sub-\$450K — prime assigns

Metro	Median Price (Feb 2026)	YoY Δ	Inventory / Active	DOM	Mo. Supply	Key Trend / Narrative
San Antonio	\$310K–\$318K	-1.8 to -2.5%	5.4–5.9 mo / ~12K (+15%)	83+	~5.4	#1 buyer's market; sales -9.9% YoY; highest inventory growth; tourism foreclosures
DFW	\$348K–\$370K / \$375K listing	-1.5 to -2.4%	3.4–5.2 mo / ~23K (+6%)	72+	~4.7	Balanced; suburban inventory elevated; Frisco/Collin assigns strong
Texas State	~\$329K–\$334K	Flat to -1%	~291K active (+9.5% YoY)	75–100	4.7–5.8	Buyer-friendly statewide; inventory surge = distressed pipelines + negotiation leverage

Metro Price Cut % — Feb/Mar 2026



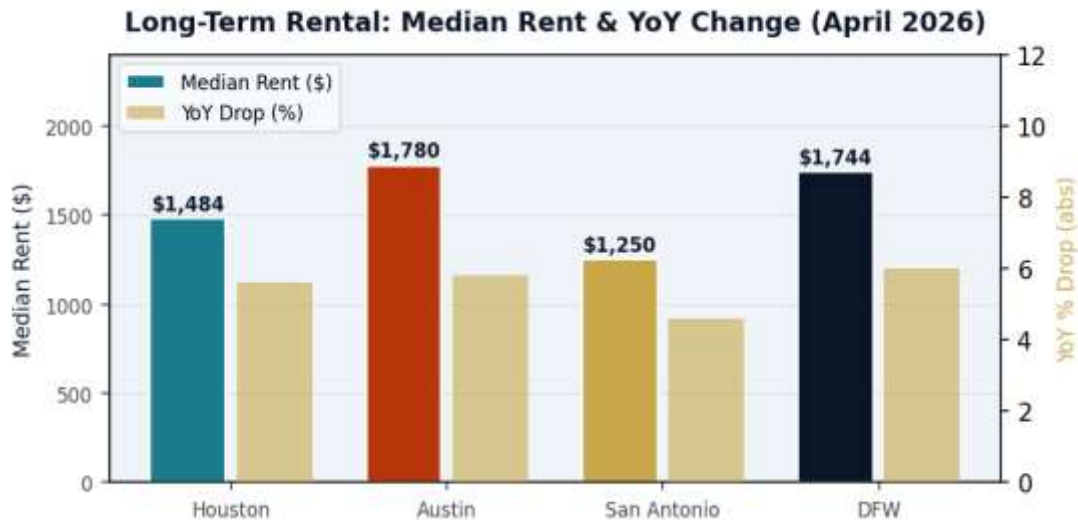
Wholesaler Alert: San Antonio's -9.9% sales volume drop is the sharpest of any major Texas metro — sellers are stuck and motivated. Pair with +15% inventory growth and 83+ DOM and you have a negotiation goldmine.

2. Long-Term Rental — Change & Trend (April 2026)

Statewide: Rents cooling across all metros per Zumper (Apr 2026) — down 4.6% to 6.0% YoY. Multifamily glut persists; concessions common. Statewide average ~\$2,100–\$2,200 (forecast +2% for 2026). Houston leads recovery; Austin deepest in oversupply.

Metro	Avg Rent (Apr 2026)	YoY Change	Inventory / Other	Key Trend / Narrative
DFW	\$1,420–\$1,980 / ~\$1,744	-6.0%	Stable	Job-suburb growth sustains demand; mild concessions; best LTR fundamentals
Houston	\$1,484	-5.6% / +4% Zumper	High supply	Strongest short-term rent recovery (Zumper Apr 2026); energy demand; volume leader
Austin	\$1,460 (1BR) / ~\$1,780	-5.8%	4.3+ mo oversupply	Oversupply cooling rents; sub-\$2K comps to pros; heavy concession-leasing market
San Antonio	~\$1,250–\$1,825	-4.6%	+15% active listings	Military/hybrid demand; turnover high; entry-level affordability sustains volume

Long-Term Rental: Median Rent & YoY Change by Metro



LTR Investor Note: Houston's Zumper +4% YoY is the strongest near-term signal. Target job-growth suburbs (Katy, Pearland, Plano, McKinney) for ARV-supportive LTR conversions.

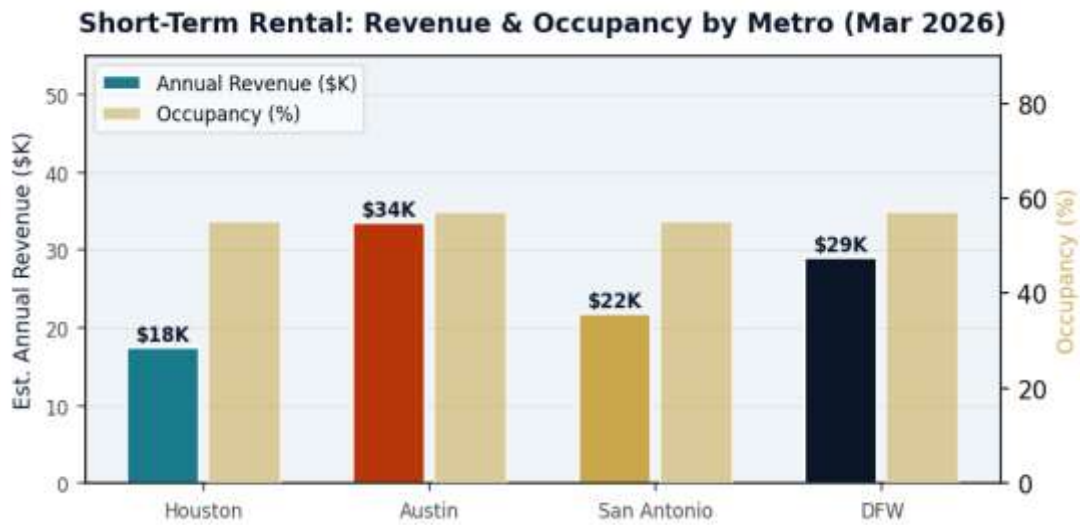
3. Short-Term Rental — Change & Trend (March 2026)

Statewide: Occupancy 52–57% across metros; ADR +3% YoY. Revenue \$19K–\$44K annually. Extended-stay demand and event tailwinds support performance. **World Cup 2026 hosting in DFW/Houston = incremental STR revenue catalyst.**

Metro	Est. Annual Revenue	Est. Monthly Rev	Occupancy	ADR (YoY)	Key Trend / Narrative
DFW	~\$29K	~\$3,150	57%	\$174 (+3%)	Extended-stay corporate; Uptown properties \$40K+; World Cup 2026 boost
Houston	~\$16–19K	~\$2,850	55%	\$167 (+3%)	Medical-center stays resilient \$40K+; event tailwinds; World Cup host city
Austin	~\$23–44K	~\$3,850	57%	\$216–225 (+3%)	Highest ADR; regulatory caps limit STR growth; Zilker/SoCo hotspots \$60K

Metro	Est. Annual Revenue	Est. Monthly Rev	Occupancy	ADR (YoY)	Key Trend / Narrative
San Antonio	~\$19.6K–24K	~\$2,920	55%	\$176 (+3%)	River Walk 70% ROI; tourism-driven; flexible buy-box; consistent performer

Short-Term Rental: Annual Revenue & Occupancy by Metro



4. Lending & Borrowing — Change & Trend (April 2, 2026)

The 30-yr fixed jumped to **6.38%** (Freddie Mac, Mar 26) — a 0.16 pt WoW spike driven by tariff uncertainty and sticky Treasury yields. Still below year-ago levels (6.65%), but the uptick signals caution: budget for potential rate-triggered fall-throughs on pending assignments.

Metric	Rate / Value	Trend & Impact
30-Yr Fixed (Mar 26, 2026)	6.38% ↑	+0.16 pts WoW; highest since late 2024; below year-ago 6.65%; watch fall-throughs
15-Yr Fixed	5.54%	Stable; equity taps/HELOC rising; strong for refinancing into fix-and-flip
10-Yr Treasury Yield	4.30% (Apr 2)	+0.23 MoM; tariff/inflation pressure; mortgage spread widening risk
Fed Funds Rate	3.50%–3.75%	On hold; limited 2026 cuts per dot plot; buyer psychology improving
Refi / Borrowing Volume	+5–10% YoY	Positive for creative financing; flips/assignments benefit from cash-out activity
Q4 2025 Originations	\$524B (+2.4% QoQ)	Well below 2021 peak (\$1.2T); gradual recovery; investor lending recovering

30-Year Fixed Mortgage Rate Trend (Dec 2025 – Mar 2026)



💡 **Rate Strategy:** A 50bps drop from current levels (~\$1,100/yr savings on \$350K loan) would unlock a wave of qualified buyers — position your buyer list NOW. Refi activity +5–10% YoY already shows pent-up demand.

5. Building Permits & Starts Trend

National Jan 2026: Permits fell –4.7% MoM to 1.386M (lowest since Aug 2025); starts rose +7.2% MoM to 1.487M (South +11.4%). Texas supply is moderating — full-year 2025 starts down 0.6% nationally — reducing future competition for existing inventory deals.

Year	TX Permits	Houston	Austin	San Antonio	DFW	TX Starts
2021	~160K	~45K	~30K	~15K	~40K	~150K
2022	~170K	~50K	~35K	~18K	~45K	~160K
2023	~150K	~45K	~32K	~15K	~40K	~140K
2024	225,756	65,747	32,294	14,857	71,788	~130K
2025	~140K	~40K	~25K	~12K	~35K	~120K
2026 (Proj.)	~169K (+4%)	~45K	~28K	~15K	~40K	~125K (+4%)

Builder Caution Signal: Falling permits = less new-home pipeline. This supports existing-home values in 12–18 months while today's inventory glut creates short-term assignment opportunities.

6. Home Sales, Pending Sales & Cancellation Rates

Key Alert: Record cancellation rates are creating inbound wholesale opportunities. Nationally ~13.7% in Jan 2026. Texas metros lead: **San Antonio 21.2%, Dallas 15.1%, Houston 16.6%, Austin 13.3%**. Failed contracts = motivated sellers re-entering with urgency — prime inbound lead flow.

Year	TX Sales	Pendings	Dropped (% of Pending)	Cancellation Rate (2026)	Notes
2021	~380K	High	~10%	~10–12%	Boom — multiple offers statewide
2022	~350K	Moderate	~15%	~13–15%	Rate hikes trigger fall-throughs

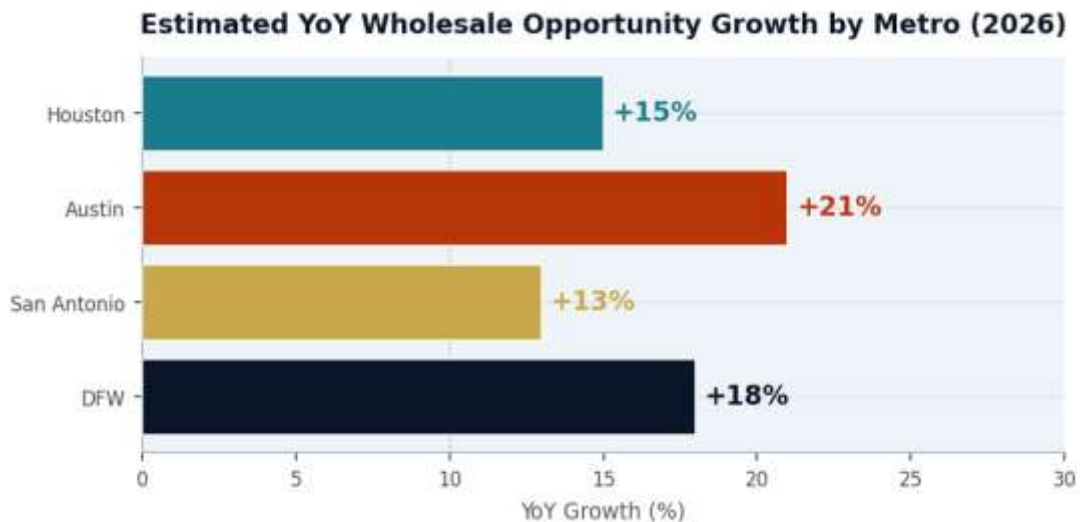
Year	TX Sales	Pendings	Dropped (% of Pending)	Cancellation Rate (2026)	Notes
2023	~320K	Low	~18%	~16–18%	Austin cancellations highest
2024	~310K	Stable	~20%	~17–20%	Houston pendings slowly up
2025	~340K	+4–7% YoY	~15%	~15%	Austin +5% pendings; recovery start
2026 (Proj.)	~350K	+5%	~12%	SA 21.2% / HOU 16.6% / DAL 15.1%	Record cancellations = wholesaler inbound flow

7. Wholesale Deals — Change & Trend (March 2026)

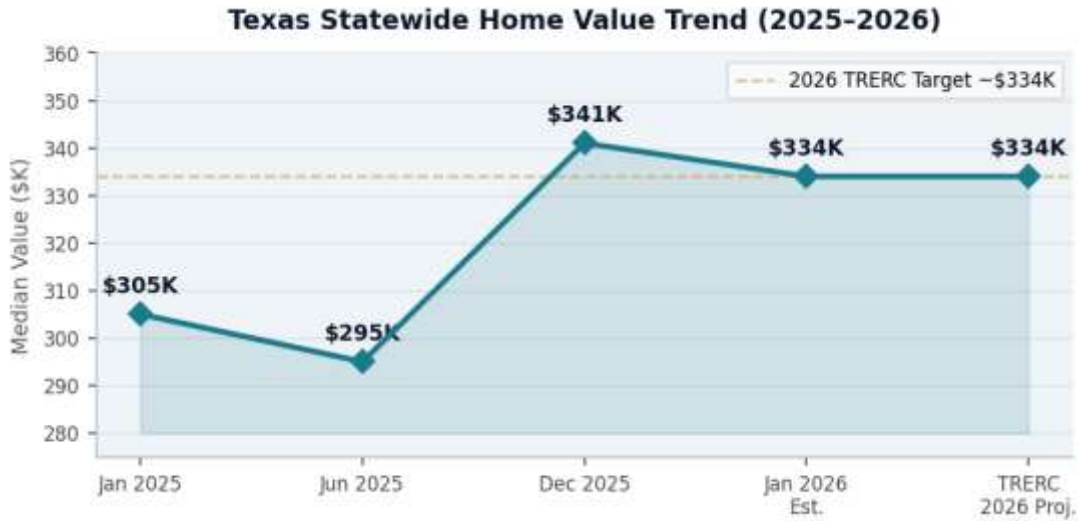
Texas is the #1 wholesale market nationally. Avg profit: ~\$50K/deal. Projected 2026 volume: ~1,900 deals statewide (+10% YoY). The oversupply shock in Austin and San Antonio is creating the deepest spread opportunities in years.

Metro	Distress Signal	Est. YoY Wholesale Growth	Target Price Range	Primary Tactic
Houston	HIGH — 30K listings	+15%	\$250K–\$350K	Energy corridor flips; failed-contract assigns; 77+ DOM
Austin	DEEPEST — correction metro	+21%	Sub-\$450K	90+ DOM investor-owned; price-cut pitches; quick assigns
San Antonio	MODERATE — +15% listings	+13%	\$250K–\$320K	Entry-level off-market; tourism foreclosures; hybrid LTR play
DFW	ELEVATED — supply shock	+18%	\$300K–\$400K	Builder closeout assigns; Frisco/Collin suburban; 72+ DOM re-lists

Estimated YoY Wholesale Opportunity Growth by Metro (2026)



Texas Statewide Home Value Trend (2025–2026)



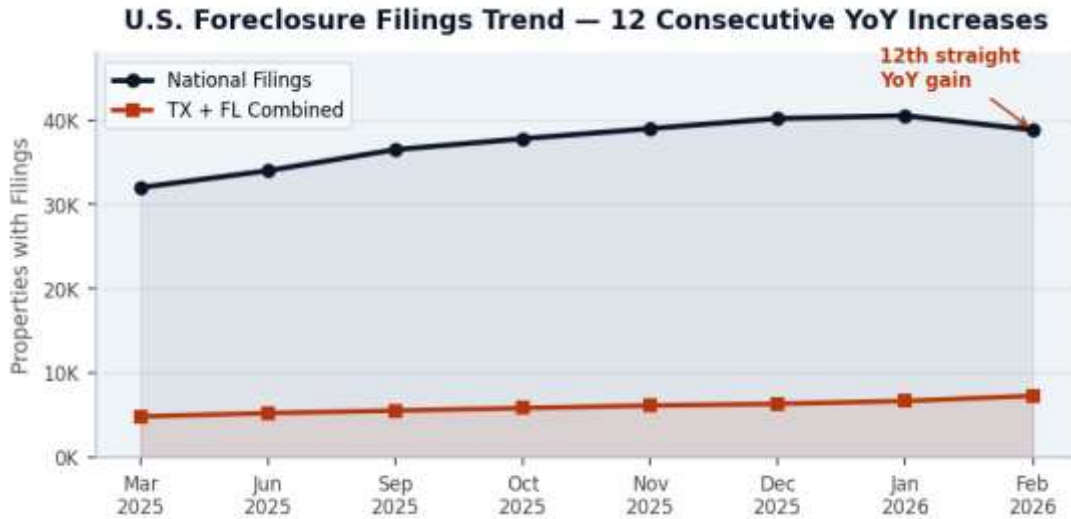
REIQ Intelligence Report — Distressed Property Pipeline (Apr 2, 2026)

Our engineering team scrapes Texas county appraisal districts and Florida public records weekly — capturing pre-foreclosure, tax liens/sales, probate, code violations, loan modifications, evictions, and heirship properties before they hit auction or MLS. The February 2026 ATTOM data confirms the **12th consecutive month of year-over-year foreclosure increases**.

February 2026 National Snapshot (ATTOM Data — Released Mar 12, 2026):

- 38,840 U.S. properties with foreclosure filings — down 4% MoM but up 20% YoY
- Foreclosure starts: 25,928 — down 2% MoM but up 14% YoY
- Completed REOs: 4,077 — up 35% YoY (pace accelerating)
- National rate: 1 in every 3,701 housing units
- Texas: ~3,390–3,843 starts/filings; rate 1 in 3,156 units (10th-worst nationally)
- Florida: ~3,250–4,504 filings; rate 1 in 2,277 units (3rd-worst nationally)

U.S. Foreclosure Filings — 12 Consecutive Months of YoY Increases



REIQ Weekly Portal Upload Status — Texas & Florida Counties

Numbers show captured / county-total. Green = completed/updated; orange = in progress; gray = unavailable.

County	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Status / Remarks
TEXAS COUNTIES						
Harris	730/793	658/707	604/639	380/391	40/401	Updated — weekly Thu/Fri uploads; highest TX volume
Dallas	276/276	230/230	220/251	51/230	Unavail.	In Progress — auction monitoring; 2nd-week uploads
Tarrant	190/236	193/251	64/189	12/121	—	In Progress — rising trend Jan→Mar
Bexar	332/338	313/318	96/194	5/19	—	In Progress — Mon/Tue/Thu uploads
Collin	84/104	71/79	45/72	5/5	—	In Progress
Fort Bend	50/51	103/110	135/140	Unavail.	—	Completed (pre-auction); strong Feb–Mar
Montgomery	167/174	105/116	127/135	50/60	—	In Progress — consistent mid-month volumes
Travis	37/37	64/64	97/115	13/15	—	In Progress — rising trend
Williamson	37/37	84/87	72/75	3/4	—	Updated
FLORIDA COUNTIES						
Miami	547/611	321/382	172/372	8/44	17/17	Updated — highest FL volume; weekly cadence
Tampa	320/466	272/272	166/225	21/26	—	In Progress — consistent 300+ range
Triangle	347/693	974/984	731/988	116/152	133/371	In Progress — Feb peak notable; aggregated metro
Cape Coral	76/76	56/56	27/27	0/0	0/0	Weekly upload — lower but steady

Processing Status Summary (Approximate Across All Tracked Counties):

- Completed / No further update needed: ~20%
- Uploaded & continuing monitoring: ~25%
- **County updating / REIQ processing: ~40% ← largest opportunity window**
- Not yet started / Unavailable: ~15%

Community Pulse — Reddit, Instagram & X (April 2026)

Reddit: 2026 buyer's market called a 'wholesaler's dream' in TX/FL — more motivated sellers, stronger concessions, better margins. Competition rising for quality probate/tax-lien deals; consensus is execution and speed separate winners. Pay-per-lead (\$25–\$200/record) debated; verified county-source data winning.

Instagram/X: Creators pushing 'concession stacking' on distressed properties (FL HOA-driven evictions, TX investor-owned 90+ DOM). Strong emphasis on county data tools and skip-tracing systems. World Cup 2026 chatter on DFW/Houston STR positioning. Pragmatic consensus: rising distress creates opportunity — local knowledge and fast action separate winners.

Overall Texas Metro Comparison — April 2026 Snapshot

Metric	Texas Overall	Houston	Austin	San Antonio	DFW	Notes
Median Price 2026	~\$329K–\$334K	~\$322K	~\$410–520K	~\$318K	~\$348–370K	Austin correcting fastest
YoY Price Δ	Flat to +1%	-0.9%	-2.8% to -3.5%	-1.8% to -2.5%	-1.5% to -2.4%	All metros softening
Sales Volume Δ	+2.5% (proj.)	-3.9%	-6.8%	-9.9%	-6.1%	SA sharpest volume drop
Inventory (Mo.)	4.7–5.8	~5.0	~5.8	~5.4	~4.7	All buyer's territory
LTR Rent YoY	-5% avg	-5.6%/+4%	-5.8%	-4.6%	-6.0%	Zumper: HOU leads recovery
STR Occupancy	~52–57%	55%	57%	55%	57%	Resilient across metros
Wholesale Growth Est.	HIGH	HIGH +15%	HIGHEST +21%	MOD. +13%	HIGH +18%	Record assign volume forecast

Investor Strategy by Type:

- Wholesalers: Austin/San Antonio for deepest discounts (90+ DOM, price-cut motivated sellers); Houston for high-volume fast assigns on failed contracts. Target sub-\$450K in Austin, entry-level in San Antonio.
- Fix-and-Flippers: DFW/Houston for quicker resale velocity (lower DOM); stick to 70% ARV rule + buffer for holding costs. Falling permits = less new-home competition ahead.
- Long-Term Rental Investors: Houston leads rent recovery (+4% Zumper YoY). DFW job suburbs (Plano, McKinney, Frisco) for steady cash flow. Avoid Austin LTR oversupply until supply absorbs (~2027).
- Short-Term Rental: San Antonio River Walk and DFW corporate/extended-stay for stable 55–57% occupancy. World Cup 2026 DFW/Houston = event premium pricing window.

⚠ Risk Reminder: Validate ARVs with multiple sources, don't overleverage amid rate volatility. A 6.38% rate spike can trigger buyer fall-throughs — underwrite conservatively and keep cash-buyer lists current.



Action's Call — Unlock Free Coaching

Scan the QR Code Below for FREE Cohort Coaching Access

- Scan 90+ DOM listings in Austin/San Antonio this week — pitch rate-stability + oversupply narrative
- Audit 3 active deals using the 70% ARV rule + 6.38% rate buffer
- Build cash buyer lists: Houston energy corridor, DFW builder closeouts, Austin sub-\$450K investor-owned
- REIQ Cohort open for Q2 — join for live deal reviews and ARV comp sessions

Next update: April 9, 2026 — Let's crush those high-inventory wins!

Your Real Estate IQ Team

Help 1 More Person To Win

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Sources & Validation: Freddie Mac PMMS (Mar 26, 2026), TRERC Texas A&M (Jan/Feb 2026), NAR Existing-Home Sales (Feb 2026), ATTOM U.S. Foreclosure Market Report (Feb 2026, released Mar 12), Redfin/Zillow (Feb/Mar 2026), Zumper (Apr 2026), AirDNA, HAR (full 2025/early 2026), Realtor.com Texas, Trading Economics (Apr 2, 2026), U.S. Census Bureau Housing Starts/Permits (Jan 2026). Data as of April 2, 2026.