

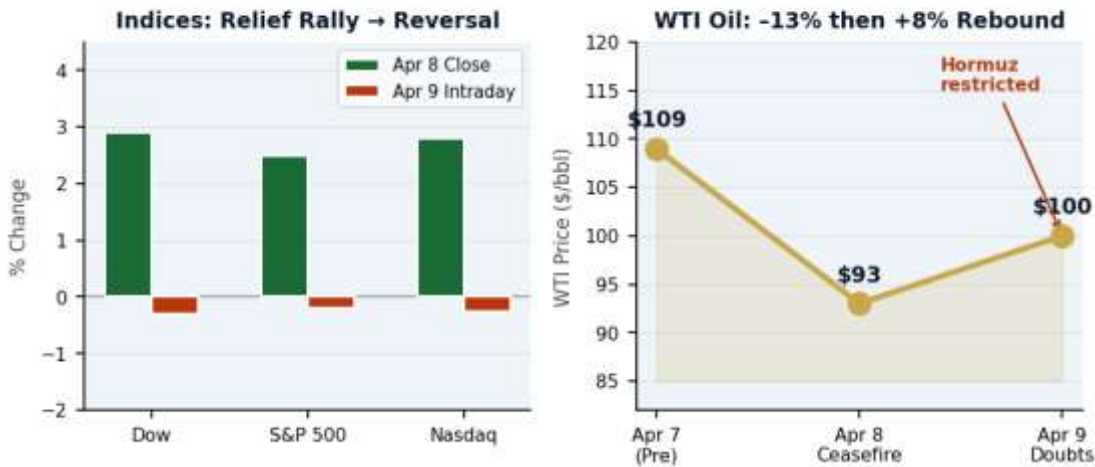
BREAKING: US-Iran ceasefire fragile — Strait of Hormuz restricted, oil rebounds to ~\$100/bbl. CPI data drops April 10. | DealSnearMe.io Alpha LIVE!

Macro & Financial Market Update — April 9, 2026

This week's broader market context is unusually relevant to real estate investors. Geopolitical shock waves from the US-Iran ceasefire and Strait of Hormuz disruption are rippling through oil prices, Treasury yields, and mortgage rates — directly affecting buyer affordability and deal velocity.

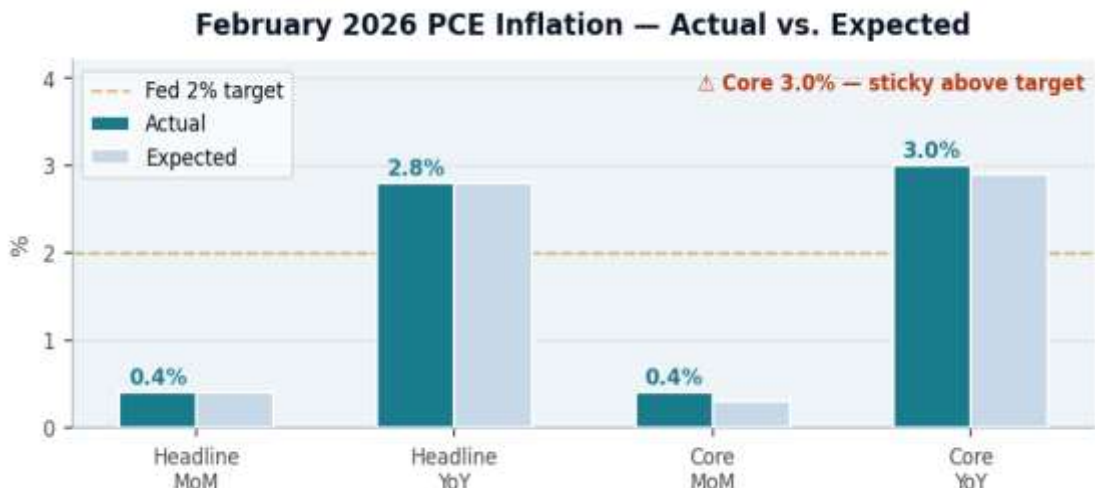
Stock Market — Relief Rally Then Reversal:

Market Snapshot — April 8-9, 2026



April 8 close: Dow +2.9% (+1,326 pts) to 47,910; S&P 500 +2.5% to 6,783; Nasdaq +2.8% to 22,635 — driven by ceasefire optimism. **April 9 intraday reversal:** Dow -0.2-0.4% (~47,820); S&P 500 -0.1-0.3% — Iran accusations of violations and reports of Hormuz mining reversed gains. **WTI oil rebounded sharply +6-8% to ~\$100-102/bbl** (Brent ~\$98) after the prior day's 13-17% plunge. Gold ticked higher (~\$4,760). Bitcoin ~\$68K, stable.

February PCE Inflation — Fed's Preferred Gauge:



February PCE came in exactly in-line: Headline +0.4% MoM / +2.8% YoY. Core +0.4% MoM / 3.0% YoY.

△ Core PCE remains sticky above the 2% Fed target. Full easing hopes stay in check — Fed March minutes flagged elevated 2026 inflation risk from geopolitics/oil. Watch tomorrow's CPI (April 10) closely.

Real Estate Impact: Sticky inflation = fewer rate cuts ahead. Budget for 6.46%–6.50% mortgage rates through at least Q2 2026. More motivated sellers = your opportunity window.

Executive Summary — Texas Real Estate

Dear investors, deal makers, and business builders — your wholesaling coach here with this data-packed 15-minute briefing as of **April 9, 2026**.

Freddie Mac PMMS (April 2): 30-yr fixed averaged **6.46%** (up from 6.38% prior week; daily avg 6.50% by April 7). National NAR February existing-home sales rebounded +1.7% MoM to 4.09M SAAR, median \$398K (+0.3% YoY), inventory 1.29M (~3.8 months). Texas diverges sharply: **291K+ active listings (+9.5% YoY)**, median listing ~\$349K (–1.27% YoY), with months supply 4.5–7+ across metros.

Sales volume is falling across all Texas metros (–4.2% to –10% YoY). DOM stretching to 73–100+ days. Price cuts widening — Austin 33%, San Antonio 23%. Texas new-home sales eased to 5,294 in February but pending contracts rebounded to 5,787 — creating fresh failed-contract inbound flow. **AirDNA named Port Arthur, TX the #1 U.S. STR investment city for 2026**. LTR rents are recovering per Zumper (Houston +4%, Austin/DFW +3%).

TRERC 2026 forecast: +1.3% median price to ~\$334K, +2.5% sales to ~349K units. **Bottom line: Record inventory + softening prices + rising distress = prime wholesaling conditions. Target 90+ DOM listings for 10–20% negotiated discounts.**

🔗 **Coach's Quick Take: San Antonio now leads ALL metros in sales volume decline (–10% YoY). Austin leads price correction (–3.6%). Houston leads LTR rent recovery (+4%). DFW leads pending rebound. Each metro has a distinct opportunity — use the right tactic for each.**

Pro Tip: Pitch 'rate stability + record inventory choice' to 90+ DOM sellers — your cash offer is their fastest exit. Cancellation rates at record highs (SA 21.2%) create inbound motivated leads.

Key Economic Events & Updates

30-Yr Fixed Mortgage (PMMS Apr 2): 6.46% — up from 6.38%; daily avg 6.50% by Apr 7; still below year-ago 6.65%

10-Yr Treasury Yield: 4.28%–4.34% (Apr 8) — tariff/oil uncertainty keeping yields elevated

Fed Funds Rate: 3.50%–3.75% — on hold; March minutes flagged elevated 2026 inflation from oil/conflict

February PCE Inflation: Core +0.4% MoM / 3.0% YoY — in-line with estimates; sticky above 2% Fed target

National Existing Sales (Feb): +1.7% MoM to 4.09M SAAR; inventory 1.29M units (3.8 months); +2.4% MoM

Texas New-Home Sales (Feb): 5,294 (slight MoM dip); pending contracts rebounded to 5,787

Building Permits (Jan 2026 national): 1.386M (–4.7% MoM; lowest since Aug 2025); TX Feb metros: Houston 2,152 | DFW 1,691 | Austin 619 | SA 332

Texas TRERC Forecast: +1.3% median price to ~\$334K; +2.5% sales to ~349K units for full-year 2026

Geopolitics Watch: US-Iran ceasefire fragile; Hormuz restrictions keeping oil biased >\$100. April 10 CPI critical for Fed trajectory

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

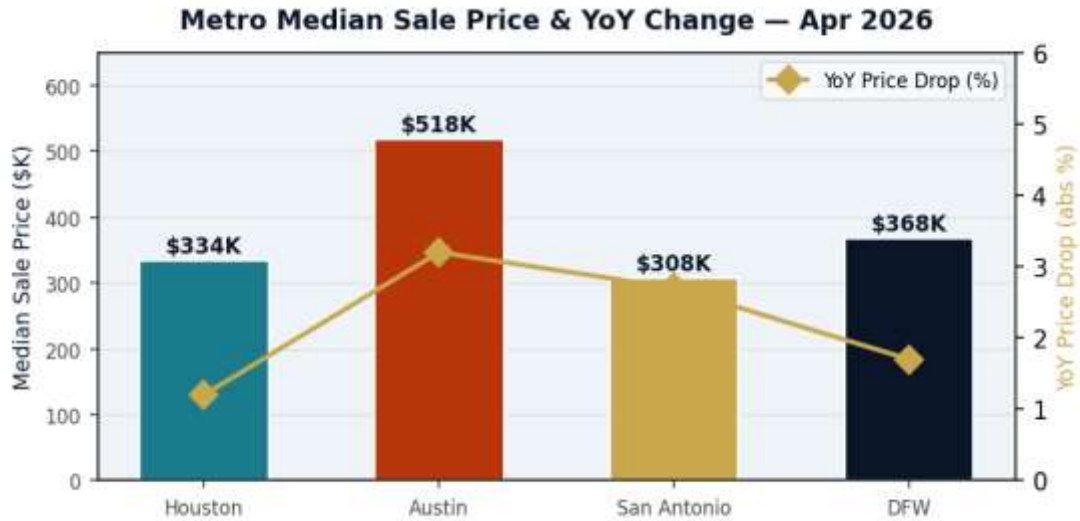
Statewide: Median listing ~\$349K (-1.27% YoY), 291K+ active listings (+9.51% YoY). Sales volume off 4.2%–10% YoY across all major metros. Inventory surge tilting all markets toward buyers. DOM stretching = motivated seller pool expanding daily.

Metro	Median Price (Feb 2026)	YoY Δ	Inventory / Active	DOM	Mo. Supply	Key Trend / Narrative
Houston	\$334K sale / \$322K median	-1.2%	4.5–5.1 mo / ~30K	78+	~5.1	Resilient; sales -4.2% YoY, pending +13%; energy/Midtown concessions; volume leader
Austin	\$412K–\$518K sold / \$489K avg	-3.2% to -3.6%	4.5–6.5 mo / ~9K (+6.6%)	100	~5.9	Deepest correction; sales -7.1% YoY; bulk distress sub-\$450K — prime assigns
San Antonio	\$299,900–\$308K	-2.7% to mixed	5.5–5.9 mo / ~12K (+15%)	84+	~5.5	#1 buyer's market; sales -10% YoY; sharpest volume decline; tourism foreclosures
DFW	\$350K–\$368K / \$375K listing	-1.7% to -2.4%	3.4–5.2 mo / ~23K (+6%)	73+	~4.8	Balanced; suburban inventory elevated; pending rebound strong; Frisco/Collin assigns
Texas State	~\$321K–\$334K	-1.5 to -2.9%	~291K active (+9.5% YoY)	75–100	4.8–5.9	Buyer-friendly statewide; inventory surge = growing distressed pipelines + leverage

Metro Price Cut % of Listings — April 9, 2026



Metro Median Sale Price & YoY Change



Closed Sales Volume — YoY Change (Feb 2026)



Wholesaler Alert: San Antonio -10% sales YoY is the sharpest decline of any major Texas metro. Paired with 84+ DOM, +15% listings, and a 21.2% cancellation rate — this is the most motivated-seller market in Texas right now.

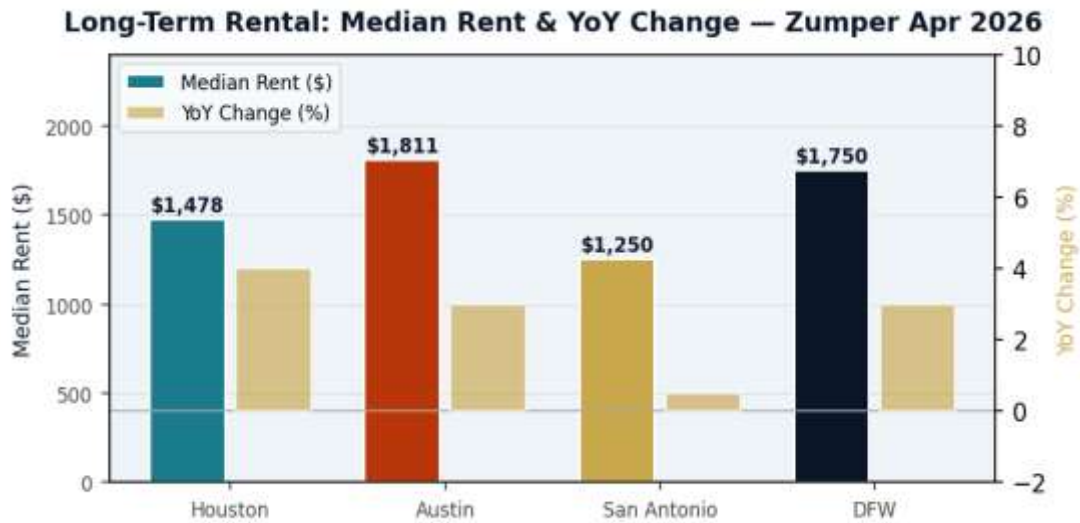
2. Long-Term Rental — Change & Trend (April 2026)

Statewide: LTR rents are recovering per Zumper's April 2026 data — a positive shift from 2025's -5% to -6% YoY declines. Houston leads at +4% YoY (\$1,478). Austin and DFW both show +3% recovery. San Antonio flat-to-slight-up. Multifamily concessions remain common, but the trend is turning.

Metro	Median Rent (Zumper Apr 2026)	YoY Change	Inventory / Other	Key Trend / Narrative
DFW	~\$1,750 / \$1,420-\$1,980	+3%	Stable	Job-suburb growth sustains demand; mild concessions; best LTR fundamentals statewide

Metro	Median Rent (Zumper Apr 2026)	YoY Change	Inventory / Other	Key Trend / Narrative
Houston	\$1,478	+4%	High supply	Strongest metro rent growth (Zumper Apr 2026); energy-sector demand; volume leader
Austin	\$1,811 / \$1,460 (1BR)	+3%	4.3+ mo oversupply	Recovering from 2025 lows; sub-\$2K comps still abundant; concession-heavy leasing
San Antonio	~\$1,250–\$1,650	Flat–slight up	+15% active listings	Military/hybrid demand sustains volume; entry-level affordability attracts tenants

LTR Median Rent & YoY Change — Zumper Apr 2026



LTR Investor Note: The YoY rent recovery signals absorption of the 2022–2024 supply wave is underway. Houston (\$1,478, +4%) and DFW (\$1,750, +3%) are the strongest near-term cash-flow plays. Target job-growth suburbs (Katy, Pearland, Plano, McKinney) for ARV-supportive LTR conversions.

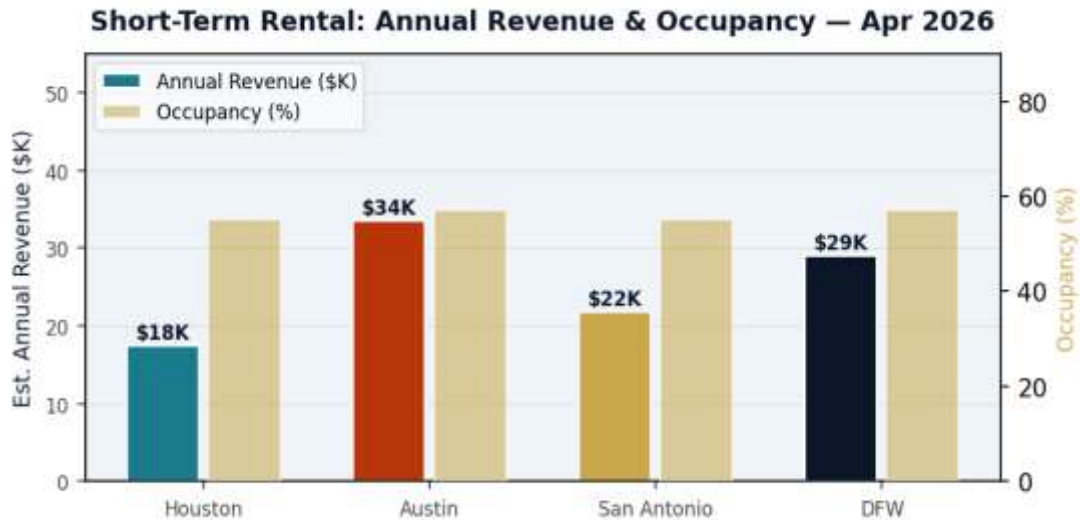
3. Short-Term Rental — Change & Trend (April 2026)

Statewide: Occupancy 52–57% across all metros; ADR +3% YoY. AirDNA's 2026 Outlook highlights national demand slowing in 2026 but rebounding 2027 — Texas is specifically resilient, with business/tourism mix sustaining performance. **AirDNA ranked Port Arthur, TX the #1 U.S. STR investment city for 2026 — an emerging opportunity for early movers.** World Cup 2026 hosting in DFW and Houston creates an additional event-driven revenue window.

Metro	Est. Annual Revenue	Est. Monthly Rev	Occupancy	ADR (YoY)	Key Trend / Narrative
DFW	~\$29K	~\$3,170	57%	\$174 (+3%)	Extended-stay corporate; Uptown \$40K+; World Cup 2026 host city — incremental upside
Houston	~\$16–19K	~\$2,870	55%	\$167 (+3%)	Medical-center stays resilient; event tailwinds; World Cup host city — premium windows
Austin	~\$23–44K	~\$3,870	57%	\$220–225 (+3%)	Highest ADR in state; regulatory caps limit supply growth; SoCo/Zilker hotspots \$60K
San Antonio	~\$19.6K–24K	~\$2,930	55%	\$176 (+3%)	River Walk 70% ROI; AirDNA #1 TX market signal; tourism-driven consistent performer

Metro	Est. Annual Revenue	Est. Monthly Rev	Occupancy	ADR (YoY)	Key Trend / Narrative
Port Arthur	★ AirDNA #1	Top ROI	High	Growing	AirDNA ranked #1 U.S. STR investment city 2026 — emerging opportunity for early movers

Short-Term Rental: Annual Revenue & Occupancy by Metro

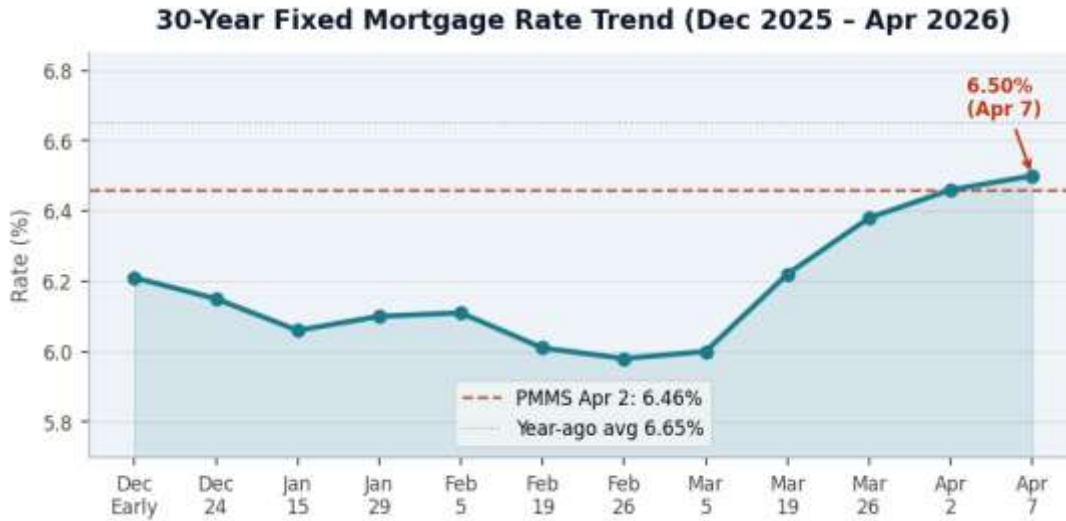


4. Lending & Borrowing — Change & Trend (April 9, 2026)

The 30-yr fixed climbed to **6.46%** (PMMS Apr 2, up 7 bps WoW). Daily averages pushed further to 6.50% by April 7 amid Hormuz/tariff pressure. The Fed held steady (3.50%–3.75%) with March minutes flagging elevated 2026 inflation risk from geopolitics. Q4 2025 originations: \$524.42B — modest QoQ gain but well below 2021's \$1.218T peak.

Metric	Rate / Value	Trend & Impact
30-Yr Fixed (Apr 2, 2026 PMMS)	6.46% ↑	+0.08 pts WoW from 6.38%; still below year-ago 6.65%; daily avg 6.50% by Apr 7
15-Yr Fixed	5.77%	Stable; equity taps/HELOC rising; strong for refinancing into fix-and-flip
10-Yr Treasury Yield	4.28%–4.34% (Apr 8)	Tariff/oil uncertainty keeping yields elevated; mortgage spread risk watch
Fed Funds Rate	3.50%–3.75%	On hold; limited 2026 cuts per dot plot; March minutes flag elevated inflation risk
Refi / Borrowing	+5–10% YoY	Q4 2025 originations \$524.42B (+2.4% QoQ); investor lending recovering modestly
New Home Sales (TX Feb)	5,294 (dip MoM)	Pending sales rebounded to 5,787 — forward pipeline improving despite rate pressure

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



💡 **Rate Strategy:** At 6.46%–6.50%, a 50bps drop would save ~\$1,100/yr on a \$350K loan — unlocking a wave of buyers waiting on the sidelines. Build your cash-buyer list NOW so you're positioned when rates ease.

⚠️ **Watch April 10 CPI:** Hot print (>0.3% core MoM) = rates stay elevated longer. Cool print = potential near-term relief rally for buyer demand.

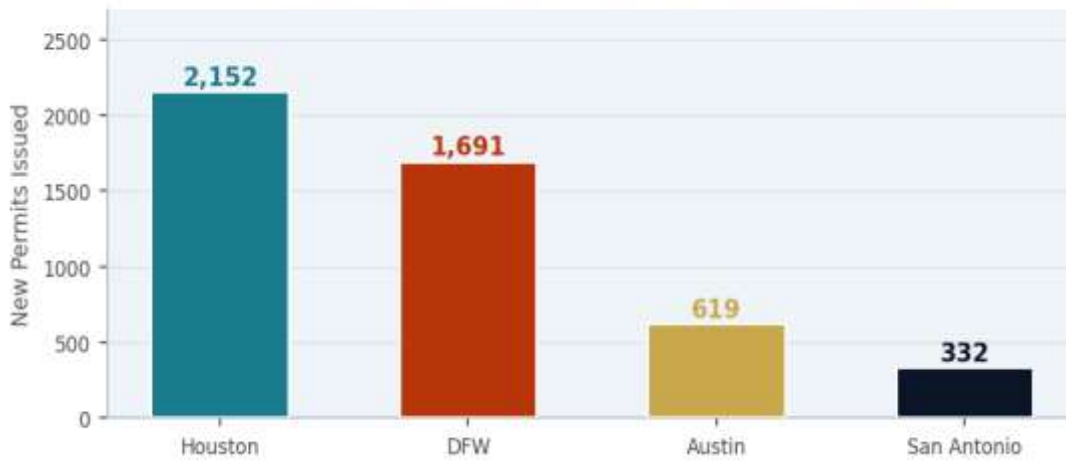
5. Building Permits & Starts Trend

National Jan 2026: Permits fell –4.7% MoM to 1.386M (lowest since Aug 2025). Starts rose +7.2% MoM; South +11.4%. Texas February metro permits confirm moderation: Houston 2,152 | DFW 1,691 | Austin 619 | San Antonio 332 — all well below 2024 peaks, reducing near-term new-supply pressure.

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
Feb 2026 (Actual)	—	2,152	619	332	1,691	—
2026 (Proj.)	~169K (+4%)	~45K	~28K	~15K	~40K	~125K (+4%)

Texas Metro Building Permits — February 2026

Texas Metro Building Permits — February 2026



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

6. Home Sales, Pending Sales & Cancellation Rates

Key Alert: Record cancellation rates are generating inbound wholesale opportunities. Nationally ~13.7% in Jan 2026. Texas metros lead: **San Antonio 21.2% | Houston 16.6% | Dallas 15.1% | Austin 13.3%**. Texas new-home pending contracts rebounded to 5,787 in Feb 2026 — creating a fresh wave of failed-contract inbound deals as some buyers drop out at rate spikes.

Year	TX Sales	Pendings	Dropped (% of Pending)	Metro Cancellation Rates	Notes
2021	~380K	High	~10%	~10–12%	Boom — multiple offers statewide
2022	~350K	Moderate	~15%	~13–15%	Rate hikes triggered fall-throughs
2023	~320K	Low	~18%	~16–18%	Austin cancellations highest
2024	~310K	Stable	~20%	~17–20%	Houston pendings slowly recovering
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 deals

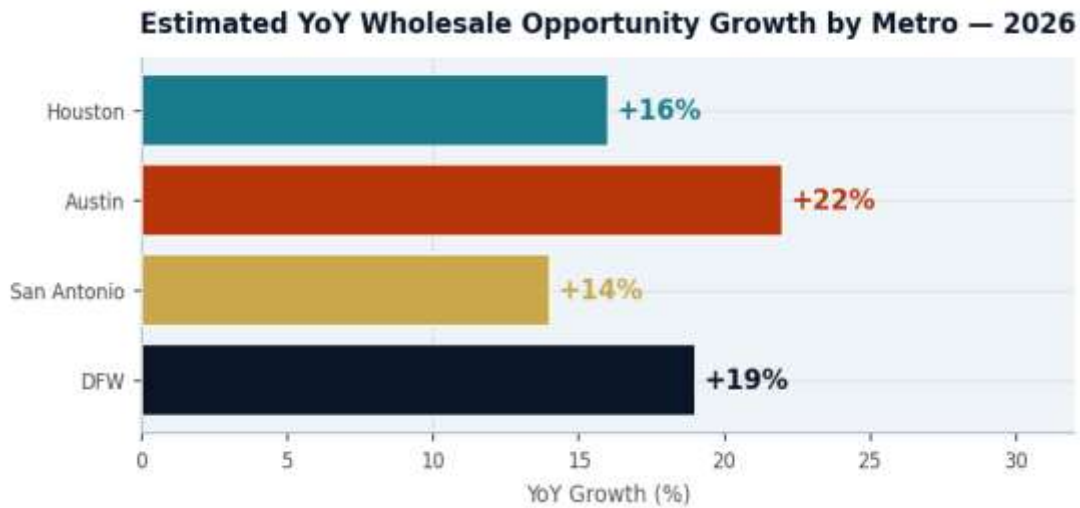
7. Wholesale Deals — Change & Trend (April 2026)

Texas leads the nation in wholesale opportunity. 2025 full-year: 37,215 foreclosure starts in TX alone (+14% YoY). Avg wholesale profit: ~\$10K–\$25K assignments; \$30K+ in hot metros. Projected 2026 volume growth: Houston +16%, Austin +22%, San Antonio +14%, DFW +19%. **Austin's +22% YoY is the highest projected growth of any Texas metro.**

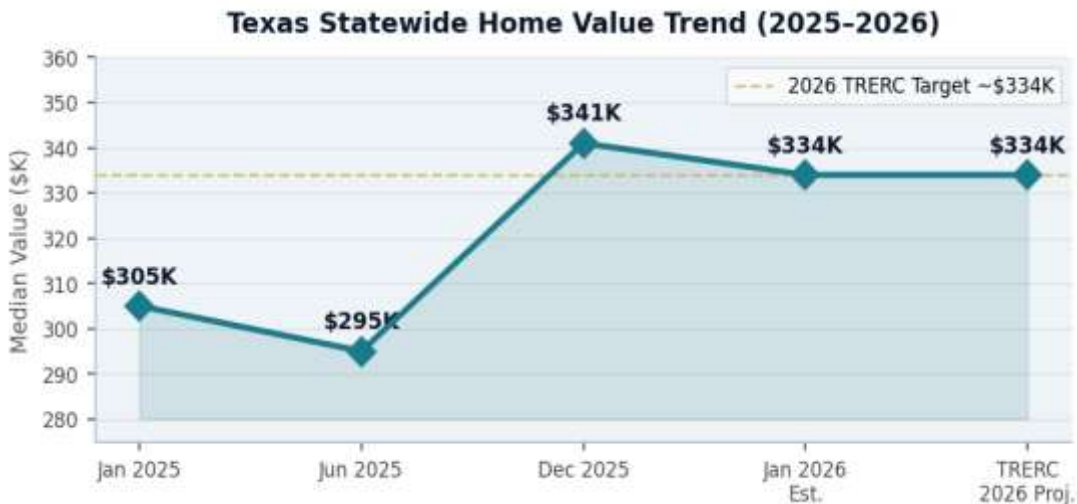
Metro	Distress Signal	Est. YoY Wholesale Growth	Target Price Range	Primary Tactic
Houston	HIGH — 30K listings, vol leader	+16%	\$250K–\$350K	Energy corridor flips; failed-contract assigns; 78+ DOM listings

Metro	Distress Signal	Est. YoY Wholesale Growth	Target Price Range	Primary Tactic
Austin	DEEPEST — correction metro	+22%	Sub-\$450K	90+ DOM investor-owned; price-cut pitches; quick assigns
San Antonio	SHARP — sales -10% YoY	+14%	\$250K-\$310K	Entry-level off-market; tourism foreclosures; hybrid LTR play
DFW	ELEVATED — supply shock	+19%	\$300K-\$400K	Builder closeout assigns; Frisco/Collin suburban; 73+ 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 9, 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.

February 2026 ATTOM data (released March 12) confirms the **12th consecutive month of year-over-year foreclosure increases**. 2025 full-year: 367,460 national foreclosure filings (+14% YoY); 289,441 starts nationwide (+14% YoY).

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 rapidly)
- Texas: 37,215 foreclosure starts in full-year 2025; Feb 2026 rate 1 in 3,156 units (10th-worst nationally)
- Florida: 34,336 foreclosure starts in 2025; Feb 2026 rate 1 in 2,277 units (3rd-worst nationally)
- TX + FL combined = ~25% of all national foreclosure starts in 2025

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 volume
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						



County	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Status / Remarks
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 consistent

Processing Status Summary (Approximate Across All Tracked Counties):

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

Volume Peak → Taper: Jan ~350–450 captured/county → Feb ~250–350 → Mar ~150–250 → Apr/May ~20–100. Acting early = competitive advantage.

Lead Pricing Landscape: Pay-per-lead models: \$10–\$50/record (enriched probate/heirship up to \$150–\$180). Monthly subscriptions: \$99–\$500+ for unlimited access. **REIQ's direct-from-county scraping delivers fresher TX/FL data at a fraction of per-lead cost** — plus human-reviewed context that raw database pulls lack.

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

Reddit: Pragmatic and mixed — investors credit wholesalers with surfacing off-market deals that 'wouldn't exist otherwise.' Common sentiment: 'Not get-rich-quick but legitimate when done ethically.' Saturation has raised the bar for execution. Quality data access increasingly cited as the key differentiator.

X/Twitter: Surging multifamily distress in Texas (\$400M+ in Dallas/Houston/San Antonio auctions) and condo/insurance-driven pain in Florida dominating investor chatter. Wholesalers framed as 'problem solvers' connecting motivated sellers to cash buyers.

Instagram: Influencers calling the current foreclosure wave a 'massive opportunity' — posts celebrating 14–32% YoY jumps in filings and urging followers to target pre-foreclosure and tax-deed pipelines before auctions. World Cup 2026 STR angle gaining traction.

Overall Texas Metro Comparison — April 9, 2026 Snapshot

Metric	Texas Overall	Houston	Austin	San Antonio	DFW	Notes
Median Price 2026	~\$321K–\$334K	~\$334K	~\$412–518K	~\$299K–\$308K	~\$350–368K	Austin correcting fastest
YoY Price Δ	-1.5 to -2.9%	-1.2%	-3.2% to -3.6%	-2.7%	-1.7% to -2.4%	All metros softening
Sales Volume Δ	+2.5% (proj.)	-4.2%	-7.1%	-10%	-6.4%	SA sharpest volume drop
Inventory (Mo.)	4.8–5.9	~5.1	~5.9	~5.5	~4.8	All buyer's territory
LTR Rent YoY	Flat to +4%	+4% (Zumper)	+3% (Zumper)	Flat–slight up	+3% (Zumper)	All metros recovering vs 2025
STR Occupancy	~52–57%	55%	57%	55%	57%	Resilient; World Cup 2026 boost
Wholesale Growth Est.	HIGH	HIGH +16%	HIGHEST +22%	MOD. +14%	HIGH +19%	Best YoY opportunity growth to date



Investor Strategy by Type:

- Wholesalers: Austin for deepest price corrections (90+ DOM, -7.1% sales YoY, +22% wholesale growth); San Antonio for most motivated sellers (-10% sales, 21.2% cancellations); Houston for fast-volume assigns (+13% pending); DFW for suburban builder closeouts (+19% wholesale growth).
- Fix-and-Flippers: DFW/Houston for quicker resale velocity (lower DOM). Stick to 70% ARV rule + extra buffer for 6.46% carry costs. Falling permits = less new-home competition ahead.
- Long-Term Rental Investors: Houston leads rent recovery (+4% Zumper YoY, \$1,478). DFW job suburbs (Plano, McKinney, Frisco) for steady cash flow (+3%). Austin recovering but wait for full supply absorption (~2027).
- Short-Term Rental: Port Arthur TX (AirDNA #1 U.S. city 2026) for early-mover advantage. DFW/Houston for World Cup 2026 event premium windows. San Antonio River Walk for consistent 55% occupancy + 70% ROI.

⚠ Risk Reminder: With rates at 6.46% and oil near \$100/bbl, inflation risks are elevated. Underwrite conservatively — budget for 6.5%+ carry costs, validate ARVs with multiple sources, never exceed 70% ARV after repairs. Don't overleverage in a buyer's market.

April 10 CPI Watch: A hot print could push rates to 6.6%+ and increase buyer fall-throughs. Position with cash buyers to close regardless of rate moves.

Action's Call — Unlock Free Coaching

Scan the QR Code Below for FREE Q2 Cohort Coaching Access

- Scan Apr 90+ DOM listings in Austin/San Antonio this week — pitch rate-stability + oversupply narrative
- Audit 3 active deals using the 70% ARV rule — add buffer for 6.46% rate carry costs
- Build lists: Houston energy corridor | Austin sub-\$450K investor-owned | SA north entry-level | DFW builder closeouts
- Watch April 10 CPI — hot print = more seller urgency; cool print = more buyer demand. Win either way.
- REIQ Cohort open for Q2 — live deal reviews, ARV comp sessions, and skip-trace lists included

Next update: April 16, 2026 — Let's crush those distress-opportunity wins!

Your Real Estate IQ Team

Help 1 More Person To Win

info@realestateiq.co | www.realestateiq.co | DealSnearMe.io

Sources & Validation: Freddie Mac PMMS (Apr 2, 2026), TRERC Texas A&M (Jan/Feb/Mar 2026), NAR Existing-Home Sales (Feb 2026), ATTOM U.S. Foreclosure Market Report (Feb 2026, released Mar 12), Redfin/Zillow/Realtor.com (Feb/Mar 2026), Zumper (Apr 2026), AirDNA 2026 Outlook, HAR (full 2025/early 2026), HBWeekly TX Permits (Feb 2026), Trading Economics (Apr 8-9, 2026), U.S. Census Bureau Housing Starts/Permits (Jan 2026), TAMU TRERC Feb Insight, Bloomberg/Reuters (oil/PCE Apr 9, 2026). Data as of April 9, 2026.