



S&P 500: ~7,022

WTI: \$90-\$92

REIQ Market Intelligence: April 15, 2026

Macro Shifts & The Texas/Florida Distress Pipeline

SOFR: ~4.38%

DealsNearMe.io

10-YR: ~4.20%



The April 2026 Perfect Storm

Macro Relief

Ceasefire optimism stabilizes oil and pushes the S&P 500 toward 7,000.



Historic Inventory

Texas active listings hit 15-year highs at 128K+ units.



Rate Collapse

30-year fixed rates plunge to 6.07%, instantly unlocking pent-up buyer demand.

6.07%

30-YR FIXED



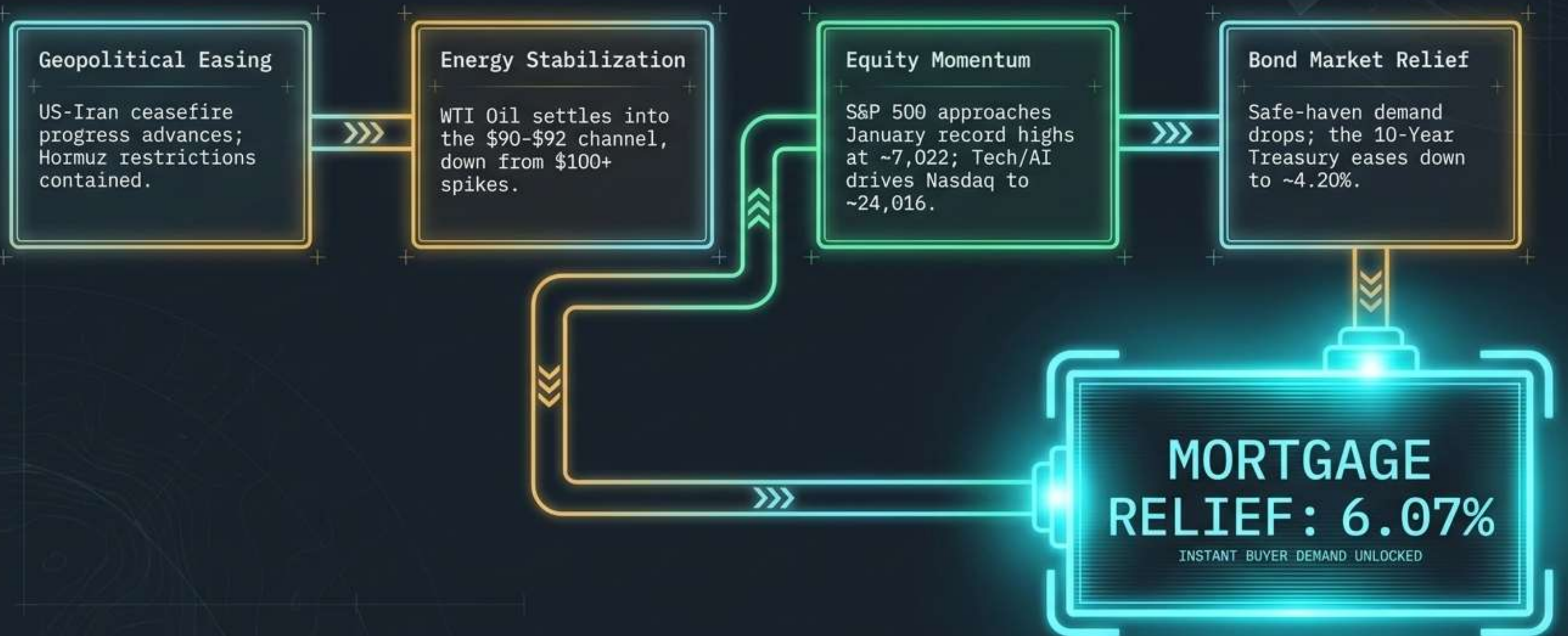
Rising Distress

Foreclosures mark their 12th consecutive month of YoY increases, concentrated heavily in TX and FL.



YoY INCREASE: 12TH
CONSECUTIVE MONTH

The Macro Domino Effect



The Rate Relief Catalyst



THE BUYER MATH

A 50bps drop from 6.65% to ~6.15% saves buyers ~\$1,100/yr on a \$350K loan. Buyers sidelined at 6.5% are re-entering this week.

The Texas Inventory Anomaly

National Existing Sales:
-3.6% MoM
to
3.98M SAAR

128K+
Statewide Active Listings

+13.7%
YoY Growth

15-Year Highs
in Key Metros

Context Bar

Falling national sales meet surging local supply. Builder caution is growing (TX Jan 2026 permits moderating to ~9,580), meaning today's supply wave is peaking. The time to buy the trough is now.

Extreme Buyer Leverage



Houston

Volume leader, ~30K active listings



Austin

Deepest median price correction: -2.7% to -6.8%



DFW

Most resilient, 4.8-5.0 months supply



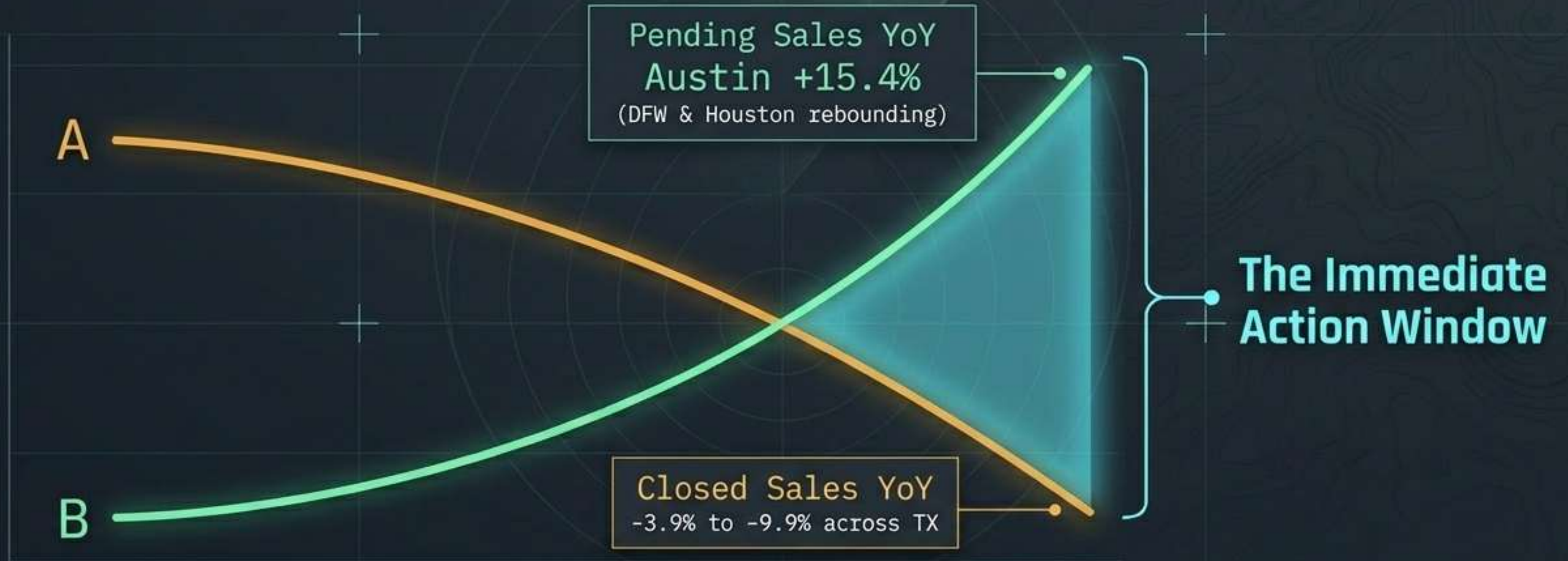
San Antonio

State Leader in concessions

Insight Banner

Price cuts above 47% in EVERY major metro. These are extreme leverage readings rarely seen outside of severe downturns.

The Divergence Signal: A Market Floor Forming



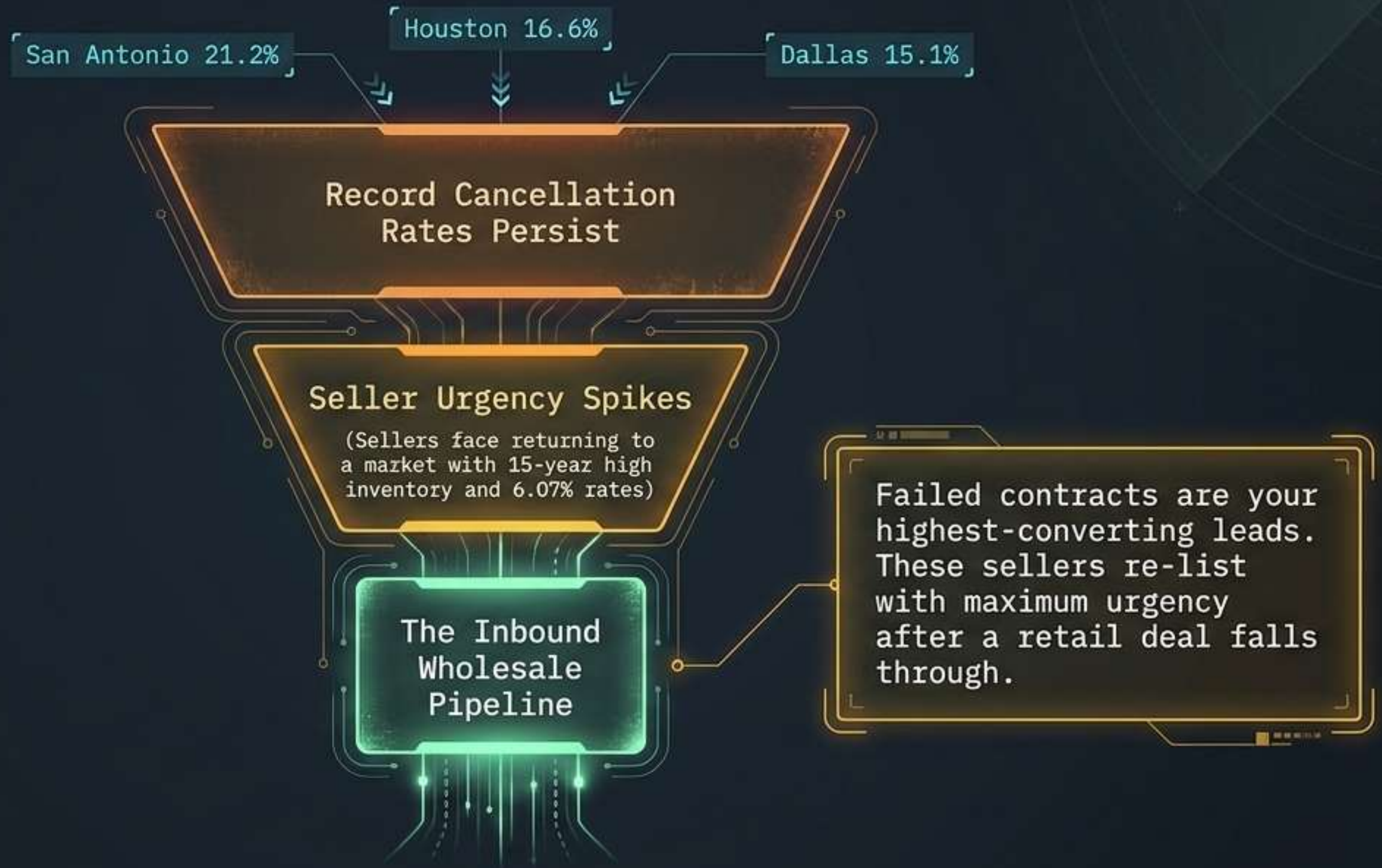
Takeaway

Deals are being locked in NOW at today's deep discounts but haven't closed yet. The motivated seller window is open, but spring absorption will close it fast.

Tactical Target Acquisition Matrix

Metro	Distress Signal	Est. Wholesale Growth	Primary Tactic
Austin	DEEPEST (15-yr inventory highs)	+20-24%	Focus on sub-\$450K failed-contract inbound flow.
DFW	ELEVATED (Most resilient)	+17-21%	Target builder closeouts and Frisco/Collin suburban assigns.
Houston	HIGH (~30K listings)	+14-18%	Volume plays; energy corridor; 78+ Days on Market.
San Antonio	HIGH (State-leader price cuts)	+12-16%	Entry-level off-market; hybrid LTR value pitches.

Failed Contracts = Inbound Wholesale Flow



The National Distress Pipeline

12 Consecutive Months of YoY Foreclosure Increases



National distress is normalizing, but the volume is heavily concentrated in two specific engines...

The Dual Engines of U.S. Distress

TEXAS (Volume Leader)

Metric:
3,843 filings (Feb 2026)

Insight:
Highest REOs nationally (453)

Rate:
1 in 3,156 units

FLORIDA (Rate Leader)

Metric:
4,504 filings

Insight:
3rd worst nationally by density

Rate:
1 in 2,277 housing units

Combined, TX & FL represent ~25% of all national foreclosure starts.

The Early-Capture Advantage



Active County Data Feed

Harris County
857 captures
(April Peak)
Weekly Thu/Fri uploads.

Active County Data Feed

Miami
561 captures
Strong rebound in March.

Active County Data Feed

Tampa
381 captures
Rising trajectory in April.

Investor Strategy Matrix



Wholesalers

Focus on volume in Houston (78 DOM); target deepest discounts in Austin (+15.4% pending flow).



Fix & Flippers

Enforce strict 70% ARV rules in softer metros. Leverage 6.07% rates expanding your end-buyer pool.



Long-Term Rental

Target job-growth suburbs in DFW/Houston (Katy, Plano) for cash flow. Avoid Austin LTR supply glut until 2027.



Short-Term Rental

Target Port Arthur (AirDNA #1 US city). Position for World Cup 2026 windows in DFW and Houston.

Risk Factors & Immediate Catalysts

ARV Volatility (Risk)



With price cuts exceeding **50%** in Houston and San Antonio, comps are moving fast. Validate every ARV carefully and build cash-buyer relationships before locking contracts.

April 21 Retail Sales (Catalyst)



Watch the upcoming **March** Retail Sales data. A weak print accelerates Fed cut expectations, potentially pushing rates firmly into the **5.9%** range and adding rocket fuel to buyer demand.

The 3-Lever Pitch



Rate Relief

Use the 6.07% drop to activate fence-sitting buyers.



Record Choice

Leverage 15-year high inventory to negotiate aggressive seller discounts.



Clean Cash Exit

Present yourself to motivated sellers as the fastest, most reliable out.



Execute the play.
Scan to unlock Q2
Cohort Coaching:
Live deal reviews,
ARV comps, and skip-
trace sessions.