

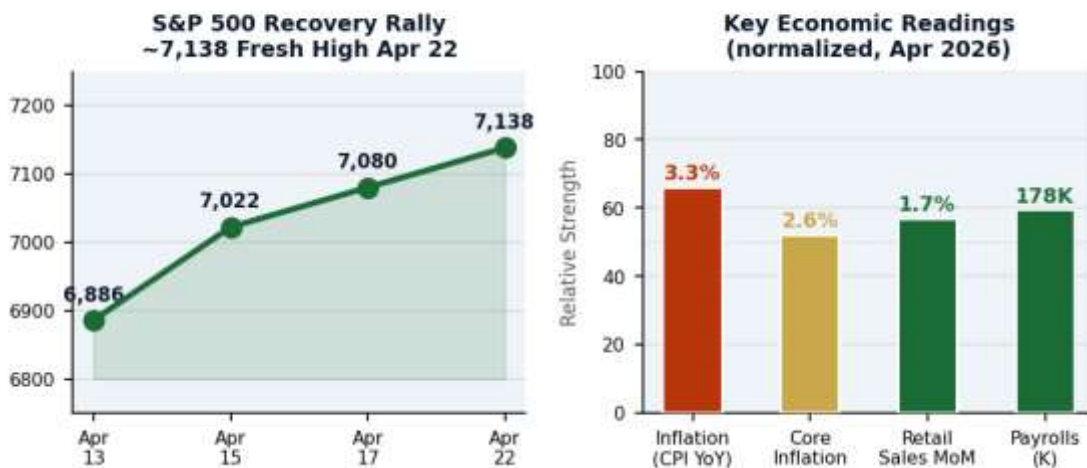
MARKET UPDATE: S&P 500 hits 7,138 fresh high | Q1 2026 foreclosures +26% YoY | TX 302K+ active listings | Rates easing to 6.30% | DealsNearMe.io Alpha LIVE!

Macro & Financial Market Update — April 22, 2026

Markets staged a strong mid-April recovery driven by ceasefire optimism, AI/tech earnings momentum, and a critical regulatory change that's opening day-trading access to millions of new retail accounts. All of these have direct implications for Texas real estate investor psychology and buyer pools.

Stock Market Recovery + Key Economic Readings:

Financial Market & Economic Snapshot — April 22, 2026



S&P 500 climbed from ~6,886 on April 13 to **7,137–7,138 on April 22 — a fresh YTD high**. Dow ~49,000–49,400; Nasdaq ~24,400. Key drivers: (1) Ceasefire talks advancing — Hormuz disruption seen as contained; (2) AI/tech earnings momentum — Goldman sees +12% S&P earnings growth for 2026; (3) SEC eliminated the \$25K pattern-day-trader rule, sending Robinhood +7–9% and opening retail trading to millions. **Watch April 29 FOMC + April 30 PCE/GDP — the week's critical catalysts.**

Key Data This Week: March CPI: headline 3.3% YoY (energy +12.5% from Hormuz); core 2.6%. Retail sales +1.7% MoM (solid). Payrolls +178K (beat). Consumer confidence: 47.6 (historically low — translating to more motivated sellers in Texas). Oil: WTI \$95–110, Brent \$94–96 — lingering but stabilizing.

What This Means for Texas Real Estate:

- Low consumer confidence (47.6) + seller fatigue in equity-heavy TX neighborhoods = MORE motivated sellers
- Retail sales +1.7% = consumer holding up despite energy inflation — buyer demand remains latent
- SEC day-trader rule change = more active retail investors = larger potential cash-buyer pool for your assigns
- AI/corporate M&A boom (12 deals >\$10B in Q1) = tech-sector job security = Austin/DFW buyer confidence stabilizing
- Watch Apr 29–30: dovish FOMC = rates could test 6.0%; hot PCE = rates hold near 6.30–6.37%

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 22, 2026**.

Freddie Mac PMMS (April 16): 30-yr fixed at **6.30%** (down 7 bps WoW — **2nd consecutive weekly decline**.) National NAR March existing-home sales fell 3.6% MoM to 3.98M SAAR; inventory climbed to 1.36M (~4.1 months). Texas diverges sharply: **302K+ active statewide (+8% YoY)**. Median listing ~\$350K (–2.78% YoY). Months supply 4.5–7+ across metros.

March 2026 brought a surprising positive: **Houston closed sales +3.7%, San Antonio +10%, Austin +0.5%** — actual volume gains after months of YoY declines. Austin pending sales surging +15.4% YoY. Price cuts normalizing: Austin 47%, SA 28%, DFW 23%, Houston 22% — pullback from last week's extreme readings. **ATTOM Q1 2026 foreclosure report (released April 16): filings +26% YoY, starts +20%, REOs +45% — the biggest quarterly jump yet.**

TRERC 2026 forecast: +1.3% median to ~\$334K, +2.5% sales to ~349K. LTR rents still soft (-5.6% to -6.0%). STR resilient at 55-57% occupancy. **Bottom line: Rate relief + record inventory + accelerating distressed pipeline = the most actionable wholesale environment of 2026.**

Coach's April 22 Take: The data split is your edge. Closed sales are recovering (HOU +3.7%, SA +10%) while inventory and distress keep accelerating. This is the sweet spot — more motivated sellers AND more active buyers. Lock deals NOW at current discounts before spring absorption tightens the window.

Pro Tip: Lead with 'rates just hit 6.30% — 2nd week of declines — plus your neighborhood has 28-47% price cuts right now.' That three-point pitch works on every motivated seller today.

Key Economic Events & Updates

30-Yr Fixed — PMMS (Apr 16): 6.30% — 2nd consecutive weekly decline; -35 bps from Apr 2 peak of 6.46%

15-Yr Fixed: 5.65% — stable; equity taps/HELOC rising; creative financing active

10-Yr Treasury: ~4.2-4.5% range; range-bound ahead of Apr 29 FOMC

Fed Funds Rate: 3.50%-3.75% — steady; Apr 29 FOMC + Apr 30 PCE/GDP critical upcoming catalysts

March CPI: 3.3% YoY headline (energy +12.5%); core 2.6% — energy-driven, not demand-driven inflation

March Retail Sales: +1.7% MoM — consumer spending holding despite energy headwinds

March Payrolls: +178K (beat expectations); unemployment 4.3% — labor market resilient

Consumer Confidence: 47.6 — historically low; translating to motivated seller psychology in Texas

National Existing Sales (Mar): 3.98M SAAR (-3.6% MoM); inventory 1.36M (4.1 months); median \$408,800 (+1.4% YoY)

Texas Active Listings: ~302K statewide (+8% YoY); months supply 4.5-7+ across all metros

ATTOM Q1 2026 Foreclosures: 118,727 filings (+26% YoY); 82,631 starts (+20%); REOs +45% — accelerating

TRERC 2026 Forecast: +1.3% median to ~\$334K; +2.5% sales to ~349K units

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

Statewide: Median listing ~\$350K (-2.78% YoY). 302K+ active listings (+8% YoY). March brought actual MoM volume gains in Houston and San Antonio after months of YoY declines — a clear stabilization signal. Austin pending +15.4% YoY is the leading indicator. Price cuts normalizing from last week's extreme readings but still elevated.

Metro	Median Price (Mar 2026)	YoY Δ	Inventory / Active	DOM	Mo. Supply	Key Trend / Narrative
Houston	\$330K / ~\$322-335K	-0.6% to -5.4%	4.7 mo / ~30K+ surging	70-98	~5+	Volume leader; closed sales +3.7% MoM; pending +12.8%; energy/Midtown concessions; 22% price cuts
Austin	\$426K / ~\$440-445K (Apr MTD)	-2% to -3.6%	5.5-6 mo / ~16K active (+3%)	58-101	~5.5	Deepest buyer leverage; closed +0.5%; pending +15.4% YoY; 47% price cuts; 4th straight yr of YoY declines
San Antonio	\$316,850 / ~\$305-315K	Flat (~0%)	5.5+ mo / expanding sharply	81-108	~5.5+	Strong vol. recovery (+10% closed MoM); pending rebounding; 28% price cuts; entry-level value
DFW	~\$340-375K / \$375K listing	-1% to -3%	4.9-5.5 mo / ~23K (+6%)	66-74	~5.2	Most resilient; mixed closed; pending rising; 23% price cuts; builder closeout opportunity
Texas State	~\$320-335K median	-1% to -2%	~302K active (+8% YoY)	70-108	4.9-5.5	Buyer-friendly statewide; 302K+ active listings; March closings show gains; pendings surging

Metro Price Cut % of Listings — April 22, 2026



Median Sale Price & YoY Softening — March 2026



Closed Sales: YoY Trend vs. March 2026 Actuals — The Volume Recovery

Closed Sales: YoY Trend vs. March 2026 Actuals



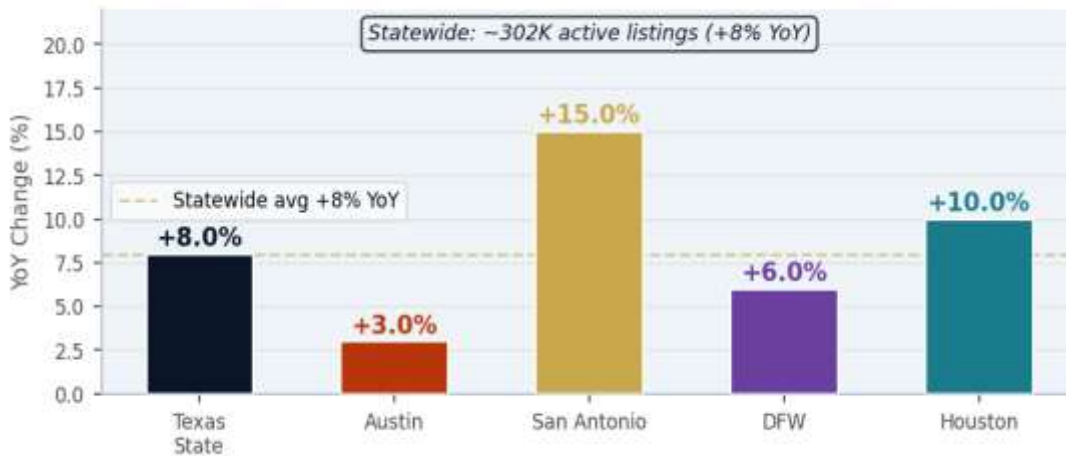
Pending Sales YoY % vs. Months Supply — The Forward Signal

Pending Sales YoY % vs. Months Supply — Mar/Apr 2026



Active Listings YoY Growth — 302K+ Statewide

Active Listings YoY Growth — Statewide 302K+ Active (Apr 2026)



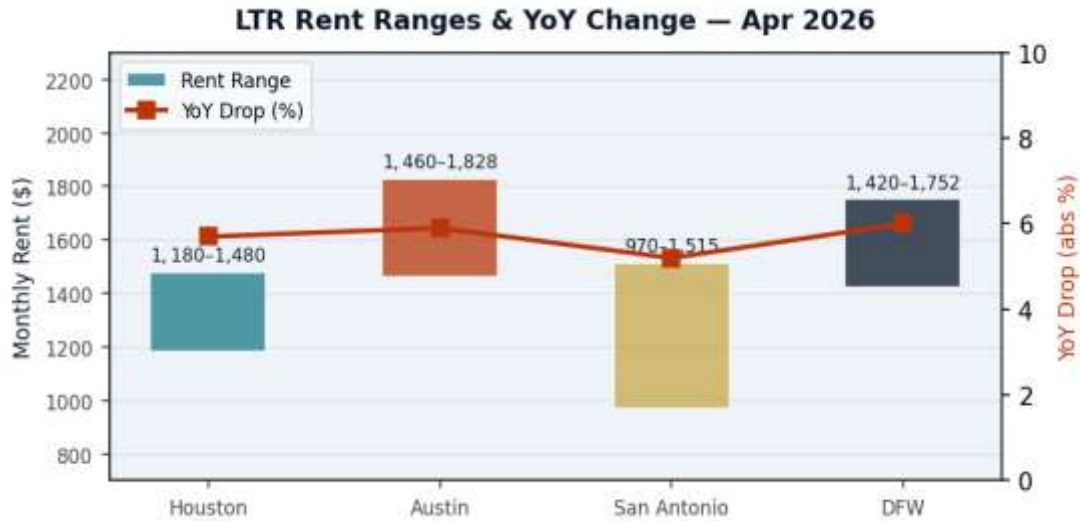
🔗 The March Surprise: Houston closed sales +3.7% MoM, San Antonio +10% MoM — actual volume gains while distress is accelerating. This is the sweet spot: buyers returning to the market while motivated sellers are at peak supply. Lock deals between these two forces NOW.

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

Statewide: LTR rents cooling -5.6% to -6.0% YoY across all metros. DFW remains the most resilient with job-suburb demand sustaining volume. Multifamily concessions common. Wholesale to investors in job-growth suburbs for ARV support and steady cash flow.

Metro	Rent Range (All Types)	YoY Change	Inventory / Other	Key Trend / Narrative
DFW	~\$1,420-\$1,752	-6.0% / +3% (recent)	Stable	Best LTR fundamentals; job-suburb demand sustaining volume; mild concessions
Houston	~\$1,180-\$1,480	-5.6% to -5.8%	High supply	Continued cooling; energy-sector demand stabilizing; concessions in supply zones
Austin	~\$1,460-\$1,828	-5.8% to -6.0%	4.3+ mo oversupply	Correction deepening; sub-\$2K comps for pros; concession-heavy leasing; absorption in progress
San Antonio	~\$970-\$1,515	-4.6% to -5.8%	+15-17% active	Lowest 1BR rents in state; military/hybrid demand; entry-level affordability attracts tenants

LTR Rent Ranges & YoY Change by Metro — Apr 2026



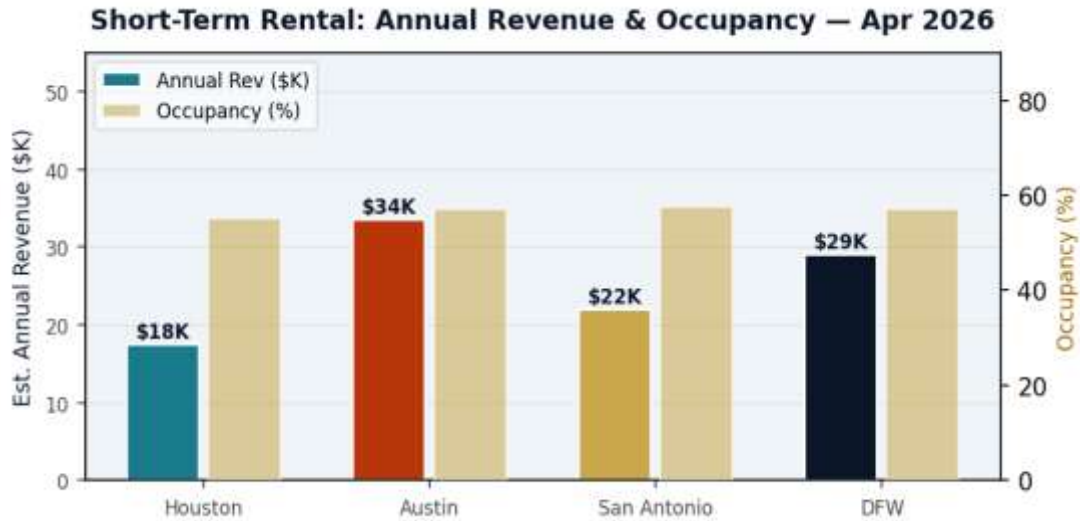
LTR Investor Note: DFW and Houston remain the strongest near-term cash-flow plays. Target job-growth suburbs (Katy, Pearland, Plano, McKinney) for steady ARV support. Avoid Austin LTR oversupply until absorption completes (~2027). San Antonio entry-level (\$970 1BR) offers the best yield-on-entry in the state.

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

Statewide: Occupancy 52–60%; ADR +3% YoY. Extended-stay and business travel sustaining performance. **World Cup 2026 in DFW and Houston** = defined event-premium revenue window. Port Arthur TX remains AirDNA's #1 U.S. STR investment city. Texas continues outperforming national STR normalization.

Metro	Est. Annual Revenue	Est. Monthly Rev	Occupancy	ADR (YoY)	Key Trend / Narrative
DFW	~\$29K	~\$3,190	57%	\$173–174 (+3%)	Extended-stay corporate; Uptown \$40K+; World Cup 2026 host — event premium building
Houston	~\$16–19K	~\$2,890	55%	\$167 (+3%)	Medical-center stays resilient; World Cup 2026 host; event tailwinds strengthening
Austin	~\$23–44K	~\$3,890	57%	\$220–225 (+3%)	Highest ADR; regulatory caps limiting supply; SoCo/Zilker hotspots hitting \$60K
San Antonio	~\$19.6K–24K	~\$2,940	55–60%	\$176–177 (+3–6%)	River Walk 70% ROI; tourism + military mix; consistent +3–6% revenue trend
Port Arthur ★	AirDNA #1 City	Top ROI	High	Growing	★ AirDNA #1 U.S. STR investment city 2026 — early-mover advantage window still open

Short-Term Rental: Annual Revenue & Occupancy — Apr 2026



4. Lending & Borrowing — Change & Trend (April 22, 2026)

The 30-yr fixed eased to **6.30%** (PMMS Apr 16 — down 7 bps WoW, 2nd consecutive decline). This continues a meaningful retreat from the Apr 2 spike of 6.46%. At 6.30%, affordability has improved by ~\$130/month vs. the peak on a \$350K loan.

Watch April 29 FOMC + April 30 PCE: a dovish print could push rates toward 6.0%.

Metric	Rate / Value	Trend & Impact
30-Yr Fixed — PMMS (Apr 16)	6.30% ↓	-7 bps WoW from 6.37%; 2nd consecutive weekly decline; below year-ago 6.65%
15-Yr Fixed	5.65%	Stable; equity taps/HELOC rising; ideal for refinancing into fix-and-flip
10-Yr Treasury	~4.2–4.5% range	Range-bound ahead of April 29 FOMC; ceasefire progress keeping yields from spiking
Fed Funds Rate	3.50%–3.75%	Held steady; April 29 FOMC + April 30 PCE/GDP critical next catalysts
Refi / Originations	+5–10% YoY	Gradual recovery from Q4 2025 \$524B; investor creative financing active in buyer market
Rate Trend	2nd Wkly Decline	Dec 2025 high 6.21% → Apr 2 spike 6.46% → Apr 16: 6.30% — relief trend confirmed

30-Year Fixed Mortgage Rate Trend (Dec 2025 – Apr 16, 2026)



💡 **Rate Strategy:** At 6.30%, we are now 35 bps below the recent peak (6.65%). Each 25bps decline saves ~\$550/yr on a \$350K loan. Your buyer pool is expanding every week — build cash-buyer lists now and be ready to activate when rates dip further.

⚠️ **April 29–30 Catalyst Window:** FOMC meeting + PCE data + GDP release. If PCE core comes in ≤ 2.4%, expect rates to test 6.0–6.10%. That would unlock a significant new wave of buyers. Position your assignments ahead of this.

5. Building Permits & Starts Trend

National Jan 2026: Permits 1.386M (−4.7% MoM; lowest since Aug 2025). Starts 1.487M (+7.2% MoM). Texas March metro permits: 7,241 across 4 major metros (value >\$2.3B) — still elevated but moderating from 2024 peaks. Builder activity is cooling, which reduces future supply competition and supports existing-home values in 12–18 months.

Year	TX Permits	Houston	Austin	San Antonio	DFW	TX Starts
2022	~170K	~50K	~35K	~18K	~45K	~160K
2024	225,756	65,747	32,294	14,857	71,788	~130K
2025	~140K	~40K	~25K	~12K	~35K	~120K
Mar 2026 (TX)	7,241 (4 metros)	Included	Included	Included	Included	1.487M national starts
2026 (Proj.)	~169K (+4%)	~45K	~28K	~15K	~40K	~125K (+4%)

Builder Moderation = Your Future Tailwind: Falling national permit activity signals the supply wave is peaking. Today's inventory glut creates near-term assignment opportunities; moderating new construction supports exit values in 12–18 months.

6. Home Sales, Pending Sales & Cancellation Rates

Divergence continues: Closed sales recovering in Houston (+3.7%) and San Antonio (+10%) while YoY figures stay negative. Pending sales surging (Austin +15.4%, Houston +12.8%) — the clearest forward signal. Record cancellations (SA 21.2%, HOU 16.6%, DAL 15.1%) create a steady stream of inbound motivated re-listers.

Year	TX Sales	Pendings	Dropped (% Pending)	Metro Cancellation Rates	Notes
2021	~380K	High	~10%	~10–12%	Boom — multiple offers statewide

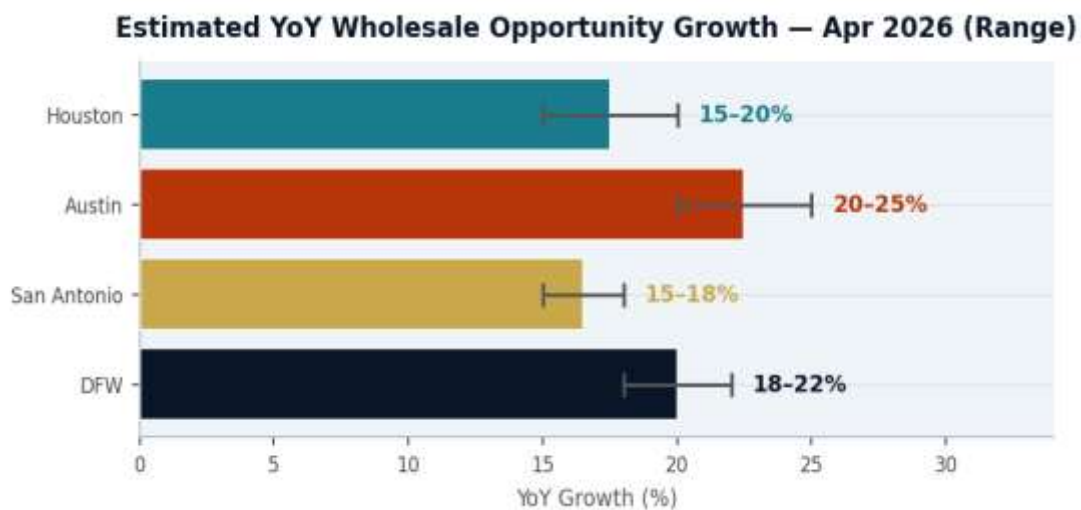
Year	TX Sales	Pendings	Dropped (% Pending)	Metro Cancellation Rates	Notes
2022	~350K	Moderate	~15%	~13–15%	Rate hikes triggered fall-throughs
2023	~320K	Low	~18%	~16–18%	Austin cancellations highest
2024	~310K	Stable	~20%	~17–20%	Houston pendings recovering
2025	~340K	+4–7% YoY	~15%	~15%	Recovery start
2026 (Proj.)	~350K	+5%	~12%	SA 21.2% / HOU 16.6% / DAL 15.1%	Failed contracts = inbound wholesale leads; Austin pending +15.4% key signal

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

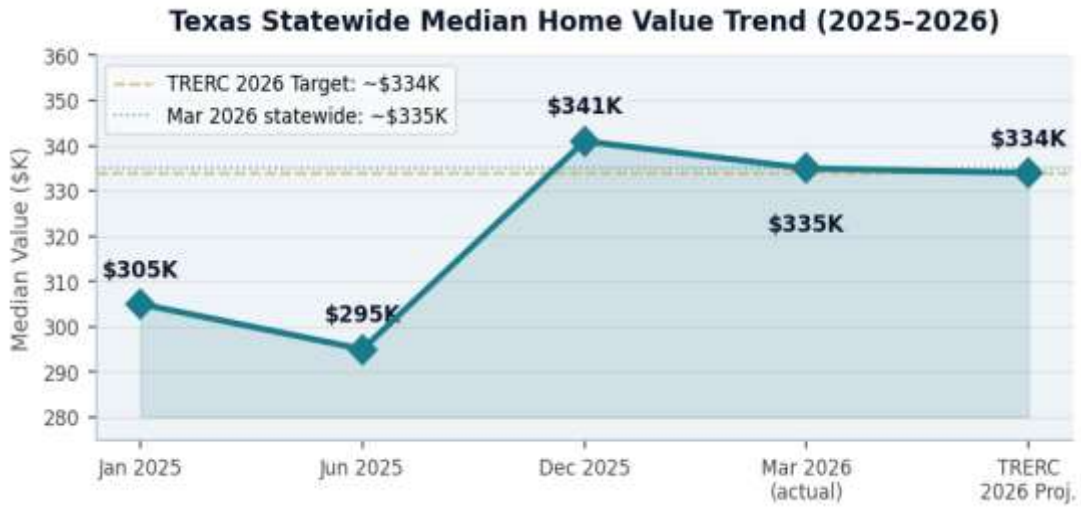
Texas leads nationally in wholesale opportunity. ATTOM Q1 2026: Texas posted 11,568 filings and **10,617 starts — highest in the nation**. March alone: 4,669 TX filings (1 in 2,598 housing units). Assignment fees: \$8K–\$15K average, \$30K+ in correction metros. Austin +20–25% YoY wholesale growth leads all metros.

Metro	Distress Signal	Est. YoY Wholesale Growth	Target Price Range	Primary Tactic
Houston	HIGH — 30K+ listings	+15–20%	\$250K–\$350K	Energy corridor flips; +3.7% closed Mar = fast exits; volume assigns
Austin	DEEPEST — 4th yr correction	+20–25%	Sub-\$450K	90+ DOM; 47% price cuts; +15.4% pending = inbound failed-contract flow
San Antonio	ELEVATED — SA surging	+15–18%	\$265K–\$320K	+10% closed MoM; entry-level off-market; tourism foreclosures; hybrid plays
DFW	HIGH — supply growth	+18–22%	\$340K–\$385K	Builder closeouts; Frisco/Collin suburban assigns; motivated seller pitches

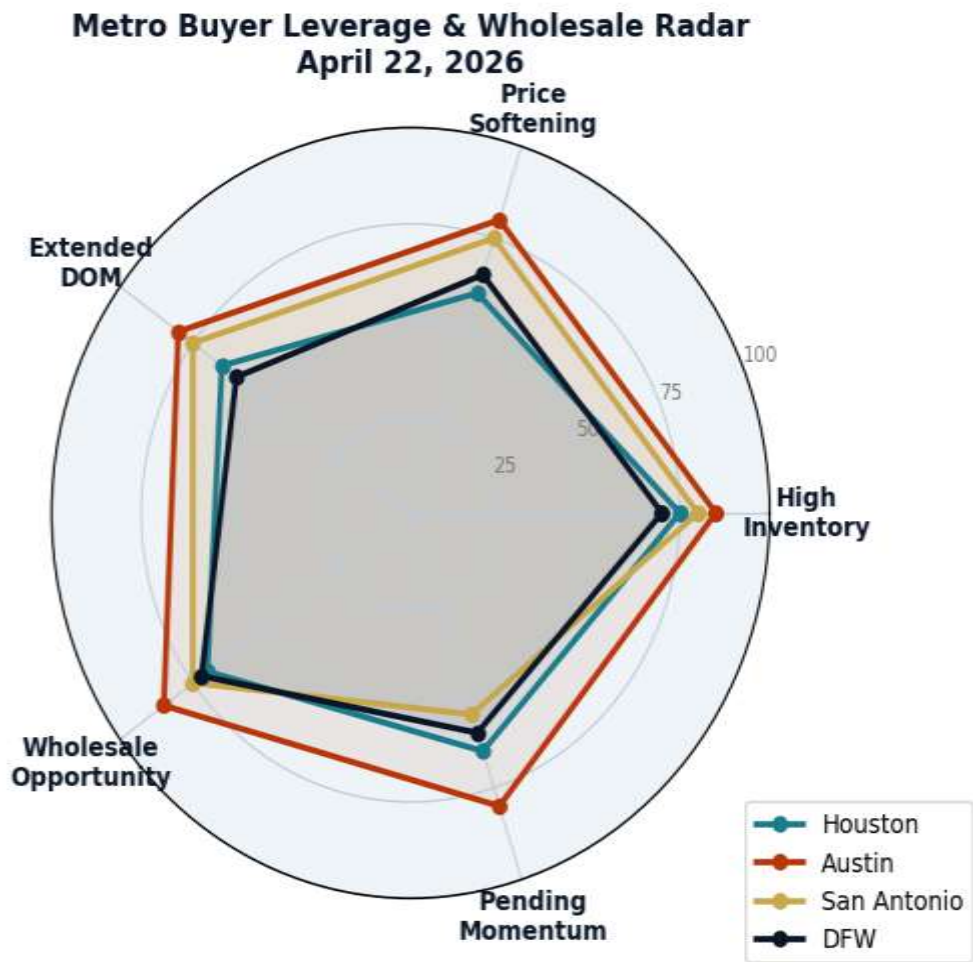
Estimated YoY Wholesale Opportunity Growth — Apr 2026 (Range)



Texas Statewide Home Value Trend (2025–2026)



Metro Buyer Leverage & Wholesale Opportunity Radar — April 22, 2026



REIQ Intelligence Report — Distressed Property Pipeline (Apr 22, 2026)

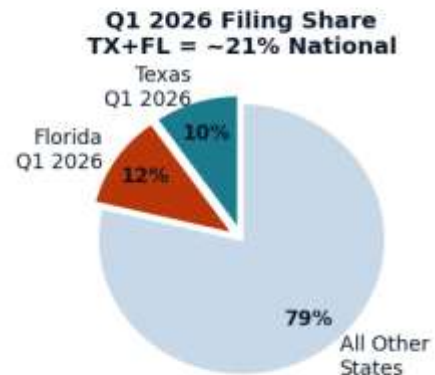
ATTOM released its **Q1 2026 U.S. Foreclosure Market Report on April 16, 2026** — the biggest quarterly jump of this cycle. Our engineering team's county scrapes continue delivering leads before public posting, across all 8 distressed categories: pre-foreclosure, tax liens/sales, probate, code violations, loan modifications, evictions, and heirship.

Q1 2026 ATTOM Foreclosure Report — Released April 16, 2026:

- **Q1 Filings: 118,727 (+26% YoY) — largest quarterly YoY jump of this cycle**
- Q1 Starts: 82,631 (+20% YoY)
- **Q1 REOs (completed foreclosures): +45% YoY — bank-owned inventory accelerating**
- March 2026 alone: 45,921 filings (+28% YoY); 30,334 starts (+21%); 5,229 REOs (+42%)
- National rate: 1 in every 3,131 housing units (March)
- **Texas: 11,568 Q1 filings; 10,617 starts — HIGHEST IN NATION; March rate 1 in 2,598 units**
- Florida: 13,683 Q1 filings (+43.7% YoY); 10,099 starts; rate 1 in 2,124 units
- **TX + FL combined = ~21% of all national Q1 filings**

Q1 2026 Foreclosure Trend + TX/FL Share of National Filings

ATTOM Q1 2026 Foreclosure Report — Released Apr 16, 2026



March 2026 Foreclosure Metrics — All Categories Accelerating



REIQ Weekly Portal Upload Status — Texas & Florida (Through Jun/Jul 2026)

Numbers show captured / county-total. Note: Data now extends through June/July 2026 columns. Harris County April peaked at 857; Bexar 440 in April; Tampa rising to 388 in April. Florida counties now showing Updated status through May.

County	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Jun 2026	Status
TEXAS COUNTIES							
Harris	730/793	658/707	604/639	857/857	693/741	258/274	Updated — THU/FRI; Apr peaked at 857
Dallas	276/276	239/239	232/232	167/167	156/311	31/111 (New Web)	In Progress — TUE; new website file uploads
Tarrant	116/117	190/236	222/252	270/320	177/247	51/115	In Progress — THU; rising trend Apr peak 270
Bexar	95/95	332/338	313/318	440/445	272/386	46/159	In Progress — M/T/TH; Apr strong at 440
Collin	110/121	84/94	71/79	132/144	92/103	42/43	T/TH — consistent; Apr rebound to 132
Fort Bend	50/51	103/110	135/140	134/149	80/130	Unavail.	In Progress — 2nd wk upload; Jun unavailable
Montgomery	167/174	105/116	127/135	175/185	131/136	34/64	T/TH — solid; Apr peak at 175
Travis	37/37	64/64	157/165	136/150	73/79	16/16	T/TH/F — rising Mar/Apr trend
Williamson	7/7	84/87	72/75	72/73	72/74	Unavail.	WED/FRI — consistent; Jun unavailable
FLORIDA COUNTIES							
Miami	547/611	382/382	561/561	463/463	146/146	32/32	Updated — weekly; strong Mar 561, Apr 463
Tampa	320/466	272/272	365/365	388/388	79/79	18/18	Updated — weekly; rising Apr to 388
Triangle	347/693	274/274	335/335	335/335	108/108	29/29	Updated — Orlando area; steady 335 Apr
Cape Coral	76/78	56/56	66/66	105/105	11/11	0/0	Updated — Apr strong at 105; Jun stalled

Processing Status Summary (Approximate Across All Tracked Counties):

- Completed / No further update: ~25–30% (strong early months)
- On Process / County updating & processing: ~50% ← largest active window
- Not yet started / Unavailable: ~15–20% (later months + gaps)

Key Insight: Florida counties (Miami, Tampa, Triangle, Cape Coral) now showing Updated status through May/June — Texas counties still have mid-year processing gaps creating early-capture opportunities.

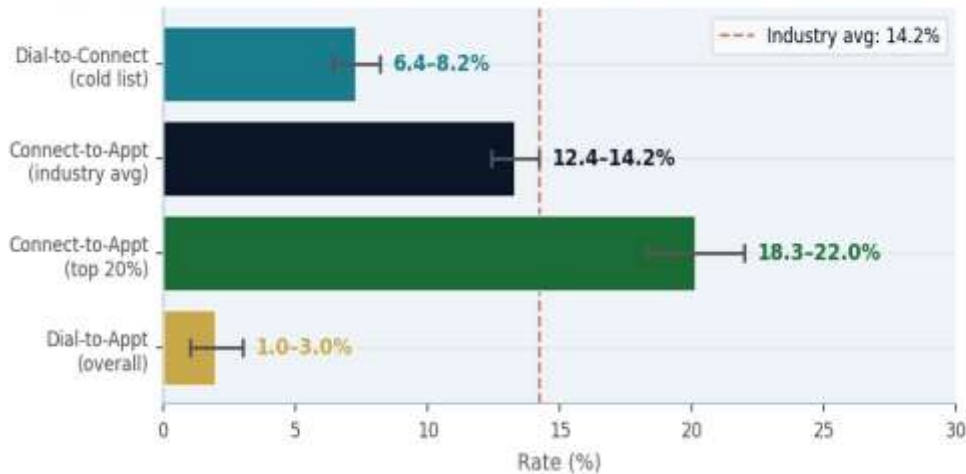
BONUS: 2026 Wholesaling VA Cold-Calling Benchmarks

This week's data includes updated 2026 benchmarks for virtual assistant (VA) calling performance — critical for wholesalers running outbound lead-generation campaigns. Understanding these numbers helps you diagnose your pipeline and set realistic targets for your team.

Benchmark Metric	Industry Avg (2026)	Top 20% Performers	REIQ VA Target
Dial-to-Connect Rate (cold)	6.4–8.2%	10–12%	8–12%
Connect-to-Appointment	12.4–14.2%	18.3%+	18%+ target
Overall Dial-to-Appointment	~2.2%	3–5%	2.5–4%
Cost per Qualified Appt.	\$85–\$150	Under \$100	\$85–\$120
Hot/Warm Lead Convert	25–35%	40–50%+	35–50%
Cold Lead (probate/pre-fc)	10–15%	15–20%	12–18%

2026 VA Call Benchmarks — Live Connect to Booked Appointment

2026 Wholesaling VA Call Benchmarks — Live Connect → Booked Appointment



VA Performance Guide:

- Industry average: 12.4–14.2% connect-to-appointment. If your team is below 10%, diagnose: lead quality, timing, script, or objection handling.
- Overall dial-to-appointment: ~2.2% industry avg; top teams hit 3–5% with verified mobile data + AI-assisted scripts.
- Hot/warm leads (inbound, motivated): 25–50%+ connect-to-appointment — spend more calling these vs. raw cold lists.
- Cost-per-qualified-appointment target: \$85–\$150. Above \$150 = optimize lead quality or script; below \$85 = you're winning.
- **REIQ VA target: 18%+ connect-to-appointment via local caller ID, SMS follow-up, and continuous QA on recordings.**

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

Reddit: Pragmatic consensus — experienced wholesalers report 3–5 deals/month with disciplined execution. Probate, tax, and pre-foreclosure lists from courthouse records (not generic purchased lists) working best in Texas. "The golden days are gone but the opportunity is real for those who treat it like a business."

X/Twitter: Multifamily distress dominating — "too many deals, not enough hands" in Texas. Lenders accelerating auctions. Single-family wholesalers: opportunities exist, but execution speed + accurate data = difference between consistent closers and the crowd.

Instagram: World Cup 2026 STR positioning gaining traction for DFW/Houston investors. County-level data and skip-tracing repeatedly called the essential edge. Texas multifamily distress (\$400M+ in auction-bound DFW/Houston/SA assets) catching institutional attention.

Overall Texas Metro Comparison — April 22, 2026 Snapshot

Metric	Texas Overall	Houston	Austin	San Antonio	DFW	Notes
Median Price Mar	~\$320–335K	~\$330K	~\$426–530K	~\$317K	~\$340–375K	Austin 4th yr YoY decline
YoY Price Δ	-1 to -2%	-0.6% to -5.4%	-2% to -3.6%	Flat (~0%)	-1% to -3%	SA most stable; Austin weakest
Closed Sales Mar	Modest gains	+3.7% MoM	+0.5% YoY	+10% MoM	Mixed/soft	HOU + SA lead March rebound
Pending Sales YoY	Rising sharply	+12.8%	+15.4%	Rebounding	Rising	Austin +15.4% = floor signal
Price Cut %	~30% avg	22%	47%	28%	23%	Austin highest; all others normalizing
Inventory (Mo.)	4.9–5.5	~5.0	~5.5	~5.5+	~5.2	All buyer-friendly territory
LTR Rent YoY	-5 to -6%	-5.7%	-5.9%	-5.2%	-6.0%	Statewide softening; DFW most resilient
Wholesale Growth	HIGH	HIGH +18%	HIGHEST +23%	HIGH +17%	HIGH +20%	Best opportunity mix since 2022

Investor Strategy by Type:

- Wholesalers: Houston for volume/velocity (closed +3.7% Mar, pending +12.8%, energy corridor); Austin for deepest discounts (4th yr correction, +15.4% pending = failed-contract inbound, 47% price cuts, 90+ DOM); SA for motivated sellers (closed +10% MoM, 28% cuts, 81–108 DOM); DFW for builder closeouts and suburban assigns (+18–22% opportunity growth).
- Fix-and-Flippers: Austin correction + rate relief = better entry margins. Houston pending surge supports faster resale. Stick to 70% ARV + extra buffer. Rate dip to 6.30% expanding buyer pool for exits.
- Long-Term Rental Investors: DFW and Houston best near-term cash flow. Target Katy, Pearland, Plano, McKinney for job-growth demand. Avoid Austin LTR until ~2027. SA \$970 1BR = best yield-on-entry in state.
- Short-Term Rental: Port Arthur (AirDNA #1) early-mover window still open. DFW + Houston World Cup 2026 event premium windows. Austin highest ADR (\$220–225) despite regulatory pressure. SA River Walk 55–60% occupancy + 70% ROI.

⚠ Risk Reminder: Q1 foreclosures +26% YoY is accelerating — more motivated sellers, but also more competition for premium leads. Validate ARVs with March 2026 comps (not older data — market moved). Never exceed 70% ARV after repairs. Watch April 29 FOMC: unexpected hawkish tone could push rates back toward 6.46%.

Calendar Watch: April 29 FOMC | April 30 PCE + GDP | May 6 next PMMS data | May 7 Fed minutes. These four data points will set the mortgage rate trajectory for Q2 2026.

Action's Call — Unlock Free Coaching

Scan the QR Code Below for FREE Q2 Cohort Coaching

- ☑ Scan Apr 90+ DOM listings in Austin/San Antonio — pitch '6.30% rates + 302K inventory + fastest exit'
- ☑ Audit 3 active deals using the 70% ARV rule — use March 2026 closed comps, not older data
- ☑ Build lists: Austin sub-\$450K (47% cuts!) | SA north entry-level (28% cuts, 105 DOM) | HOU energy | DFW builder
- ☑ Train VA team to 18%+ connect-to-appointment — review benchmarks in this issue and audit your scripts
- ☑ Watch April 29 FOMC + April 30 PCE — dovish outcome = rates test 6.0%, unlocking new buyer wave
- ☑ REIQ Cohort open Q2 — live deal reviews, Q1 foreclosure data deep-dives, skip-trace sessions

Next update: April 29, 2026 — Post-FOMC rate reaction special edition!



Your Real Estate IQ Team

Help 1 More Person To Win

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Sources & Validation: Freddie Mac PMMS (Apr 16, 2026), ATTOM Q1 2026 Foreclosure Market Report (released Apr 16, 2026), ATTOM March 2026 data, TRERC Texas A&M (Mar 2026), NAR Existing-Home Sales (Mar 2026), HAR (Houston Mar 2026), Unlock MLS Central Texas (Austin Mar/Apr 2026), SABOR (San Antonio Mar 2026), Redfin statewide (Mar 2026), Zumper (Apr 2026), AirDNA 2026 Outlook, Trading Economics (Apr 22, 2026), Prospeo/Televista/Cognism 2026 VA benchmarks, Bloomberg/Reuters (market data Apr 14–22, 2026), SEC PDT rule announcement Apr 2026. Data as of April 22, 2026.