



The Edge

Information and news that gives you an edge in the real estate business.

THIS WEEK



- Take A FRESH Look at Houston Housing
- Understanding Appraisals in a Hot Market
- Diversity Training This Week
- Get Into the Lab – Virtually
- Putting the Fair Back Into Fair Housing

“The Edge” is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.
*Produced by the **HAR Communications Department.***



Take a FRESH Look at Houston Housing



Check out HAR's **March 2021**

FRESH (First Real Estate Snapshot of Houston)!

- The market bounced back quickly from the effects of the February winter storm, however the March numbers are mixed.
- **New Listings** registered a 5.5 percent decline versus March 2020, ensuring that inventory remains constrained.
- **Active Listings** remained low as a result of strong sales volume and the lack of new listings, falling 55.5 percent.
- **Average List Price** for homes across greater Houston showed continued strength, climbing 18.3 percent to a new record high of \$379,106.
- HAR's complete **March Market Update** will be released next **Wednesday, March 14**.
- As always, HAR will provide you with updated coverage in **The EDGE**.



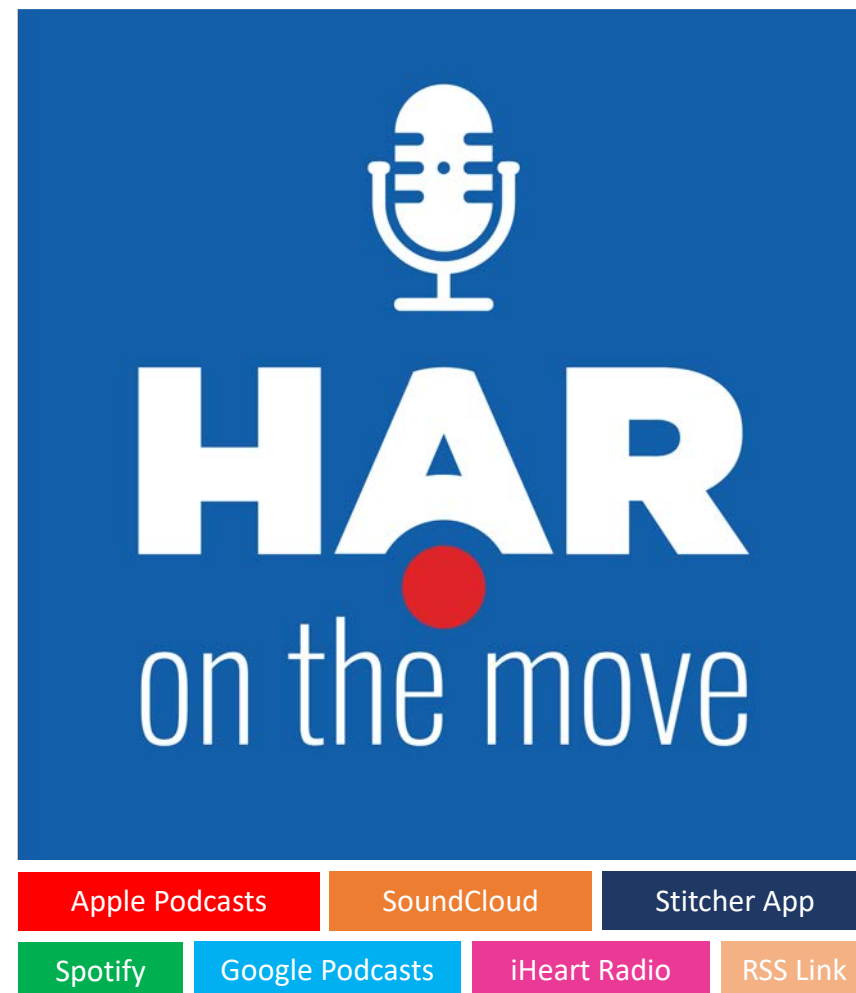
Understanding Appraisals in a Hot Market

In this week's edition of the *HAR On the Move* podcast, we welcome certified real estate appraiser and MLS Advisory Group Member **Jeff Hays**. Many of us have misconceptions about how appraisals work. In this interview, Jeff gives our REALTOR® members a clearer understanding of the appraisal process and best practices for our hot market.

Each Wednesday, *HAR on the Move* covers a variety of topics that are beneficial to all HAR members.

Listen anywhere, anytime!

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or visit [HAR Connect](#) for the latest episode.





Diversity Training This Wednesday

With so much diversity in the Houston marketplace, is it possible to communicate effectively when we have to engage with so many different types of people? Tracy Brown will share some simple tools and techniques to help you recognize the cultural cues that can make – or break – your relationships with colleagues, clients or others in the community. Bring examples of sticky situations you've been in and a few will be selected for coaching on real-life cross-cultural communication challenges.

***Wednesday, April 7, 2021
12 to 1:30 p.m.***



[REGISTER HERE](https://har.com/diversity)



Get Into The Lab – Virtually

HAR Virtual Labs



TUESDAY & THURSDAY
10 a.m. - 12 p.m.

2nd Wednesday (Each Month)
6 - 8 p.m.

How-To • Tips • Q & A

#HARVirtualLabs



Are you taking advantage of **HAR Virtual Labs**? HAR Virtual Labs are open sessions that are available to members each Tuesday and Thursday from 10 a.m. to 12 p.m. and now on **2nd Wednesdays** (each month) from 6 to 8 p.m. Anyone logging in can work with HAR staff in real time to get answers to their questions or quick “How To” tips on the various HAR Tools and Matrix. These are come and go sessions, so hop on at your convenience, ask your questions or just listen in, and stay on the session for as little or as much as you’d like. HAR is here for you and we look forward to having you join us! **#HARVirtualLabs**

Visit www.har.com/labs to participate in any or all of these twice-a-week sessions.



FAIR HOUSING

Webinar

“Putting the Fair Back
into Fair Housing”

APRIL 13

12 - 1:30 p.m.

har.com/webinars