



The Edge

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

THIS WEEK



- Houston Real Estate Tears Through April at a Record Pace
- Keep Up With Matrix MLS
- Upcoming Virtual Area Networking Meetings
- Don't Miss *Real Insights* from Texas REALTORS®
- Heading to D.C. Virtually for the Annual Hill Visit
- Perfect Your Negotiation Technique

“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.

Houston Real Estate Tears Through April at a Record Pace

HAR will release **April 2021** MLS statistics this Wednesday. Here is a sneak peek at some of the key takeaways from the latest **HAR Market Update**:

- The ongoing inventory crunch, combined with fast-paced buying of luxury homes, produced another surge in sales and pricing. Single-family home sales jumped 47.4 percent with 9,105 units sold. That marks the biggest one-month year-over-year sales volume increase of all time and is the market's eleventh consecutive positive month of sales;
- Home prices reached new historic highs: the average price shot up 20.0 percent to \$371,854 and the median price rose 17.6 percent to \$295,000;
- The brisk high-end sales pace combined with a trickling supply of new listings kept inventory at a record low 1.4-months supply for the second month in a row.
- Townhome and condominium sales rocketed 112.7 percent.
- Houston's lease property market was mixed. Single-family home leases fell 3.4 percent year-over-year while leases of townhomes and condominiums rose 15.1 percent.



*You'll find the complete April 2021
Market Update in the [HAR Online Newsroom](#).*



Keep Up With Matrix MLS

HAR members now have even more tools at their disposal in Matrix MLS to do everything from receive speedy assistance from HAR staff seven days a week to keep close tabs on housing trends across the greater Houston market. In this week's *HAR On the Move* podcast, we welcome back **HAR MLS Project Manager Nathan Goble** to tell us about recent updates to the platform and the many tools available for members to boost their productivity and efficiency.

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

Listen anywhere, anytime!

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



The podcast cover features a blue background with a white microphone icon at the top. Below the microphone, the word "HAR" is written in large, bold, white letters, with a red dot positioned under the letter 'A'. Underneath "HAR", the words "on the move" are written in a smaller, white, lowercase font.

Apple Podcasts SoundCloud Stitcher App
Spotify Google Podcasts iHeart Radio RSS Link



Upcoming Virtual Area Networking Meetings



HAR.com HAR Bay Area Breakfast & HAR GNW Virtually Present...




UPDATE

HEAR THE LATEST NEWS FROM TREC EXECUTIVE DIRECTOR **CHELSEA BUCHHOLTZ** & ENFORCEMENT DIRECTOR **MIKE MOLLOY**

WEDNESDAY, MAY 12
9 A.M.

HAR.com HAR 290 VIRTUALLY PRESENTS...



LEGAL UPDATE

SPECIAL GUEST SPEAKER:
HAR LEGAL COUNSEL
GRANT HARPOLD

Wednesday, May 12, 2021
@ 11 A.M.


HAR.com HAR Lake Houston Virtually Presents...

SOLVING YOUR PEOPLE PUZZLES

The Model of Human Behavior

Learn how to increase personal awareness, get clarity on how to respond & relate to others, increase communication & decrease stress. Plus many more tips!

FEATURED GUEST SPEAKER
Pete Hinojosa, CBPA



MAY 14, 2021
9 A.M.

HAR.com Fort Bend

FORT BEND COUNTY DAY

Guest Speaker:


JEFF WILEY
PRESIDENT/CEO
FORT BEND EDC

Women's Council of REALTORS®
Fort Bend

THURSDAY, MAY 20, 2021
11 A.M.
BE SURE TO REGISTER VIA THE ZOOM LINK!


Online Auction

HAR.com Pearland-Alvin-Friendswood / PAF Networking Group Virtually Presents...



PEARLAND UPDATE

WEDNESDAY, MAY 26
11 AM



Be sure to register using the Zoom link!

Featuring Pearland Mayor **Kevin Cole**

Click on an event to register.

Questions? Contact Karen Driscoll at karen@har.com.



Don't Miss *Real Insights* from Texas REALTORS®

REAL INSIGHTS A conversation with the Leadership Team of Texas REALTORS®



TOPICS:

- Legislative Session update
- Rental Assistance Relief and the Evictions Moratorium
- Inventory Challenges
- MLS Discussion
- TREPAC Update
- Diversity, Equity & Inclusion Initiatives

Region 14

Monday, May 17, 2021

1:30 - 3:30 p.m. CST

Join us for a conversation with the Leadership Team of Texas REALTORS®! Topics like inventory challenges, rental assistance relief, the evictions moratorium and a legislative session update will all be discussed.

Click [HERE](#) for **REQUIRED pre-registration.**

**Monday, May 17, 2021
1:30 p.m. to 3:30 p.m.**



Heading to D.C. Virtually for the Annual Hill Visit



Join us for the
2nd Virtual DC Hill Visit

We will be meeting with HAR's Congressional Delegation!

- This is your opportunity meet with our elected officials in Washington, D.C.
- Find out what is going on in the nation's Capitol.
- Make sure they are aware of issues impacting the real estate industry.

May 20, 2021 | 8-10 a.m.

REGISTER ONLINE



Perfect Your Negotiation Technique

Real Estate Negotiation Expert (RENE) Certification

This two-day interactive experience will help negotiators elevate their game. The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can generate effective results for their clients.

Dates: Monday & Tuesday, May 17 & 18

Location: Live Online

Time: 8:30 a.m. to 5 p.m.

Investment: \$199

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6