



The Edge

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

THIS WEEK



- New Home Sales Nationwide Fall to One-Year Low
- Explore Opportunities in the LGBTQ Market
- Mark TREPAC Night at the Ballpark in Your Calendar
- Head for the Lab This Tuesday and Thursday

“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.

New Home Sales Nationwide Fall to One-Year Low

- After breaking from its upward trend in April, new home sales across the U.S. fell 5.9 percent to a seasonally adjusted annual rate of 769,000 in May, a one-year low.
- New home sales are still up 9.2 percent year-over-year, but have been falling month-to-month since March, most likely the result of home prices being pushed upward by the rising cost of construction materials like lumber.
- In April, sales fell 5.9 percent to a rate of 817,000, according to data released last week by the U.S. Census Bureau and the Department of Housing and Urban Development.
- In large part, the slump comes down to chronic inventory shortages nationwide.
- Read more of this *Inman News* story [HERE](#).

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Explore Opportunities in the LGBTQ Market

Could marketing to the LGBTQ community help grow your business? Do you want to recognize and remove blind spots you may have related to serving LGBTQ buyers and sellers? Are you aware of how Fair Housing laws and the NAR Professional Standards apply to LGBTQ citizens?

An HAR webinar **THIS WEDNESDAY** features a panel that will share real-life experiences that REALTORS® and lenders have had through transactions with LGBTQ buyers, sellers and renters.



Tap In to the
LGBTQ Market
Webinar

Wednesday, June 30
12-1:30 p.m.

REGISTER ONLINE

[**CLICK HERE**](#) to sign up!

Mark **TREPAC Night at the Ballpark** in Your Calendar



SAVE THE DATE, SEPT. 11, 2021



TREPAC NIGHT AT THE BALLPARK



HOUSTON ASTROS
MINUTE MAID PARK

TICKET PRICES

- \$110 Pre-Game Reception
- \$150 Pre-Game Reception + Game
- \$250 Pre-Game Reception + Game + Gallagher Club Pass

*Ticket Price = TREPAC Investment

- Buy your ticket online at:
<http://bit.ly/TXREALTORSConference>
- Your ticket purchase counts toward your 2021 TREPAC investment.
- You do not have to register for the conference to attend the TREPAC event, but it is all on the same website.
- Have questions or need assistance?
E-mail trepac@har.com



Head for the Lab This Tuesday and Thursday

Are you taking advantage of **HAR Virtual Labs**? These open sessions are available each **Tuesday and Thursday from 10 a.m. to 12 p.m.** and on the **2nd Wednesday of each month from 6 to 8 p.m.**

Log in and work with HAR staff ***in real time*** to get answers to your questions or quick “How To” tips on the various HAR Tools and Matrix. These are come and go sessions. Hop on at your convenience to ask your question(s) or just listen in and stay on for as long as you like.

[CLICK HERE](#) to sign up!

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