



# The Edge

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

**THIS WEEK**



- Mortgage Rates Surpass 4% for the First Time in Three Years
- Affordable Housing Webinar is This Week
- Find Success in the Second Home Market
- Don't Miss HAR's Virtual Labs

“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.*

# Mortgage Rates Surpass 4% for the First Time in Three Years

- Mortgage rates are on the rise and this week they exceeded 4 percent for the first time since May of 2019.
- That is pushing more buyers to take out adjustable-rate mortgages (ARMs) — one of the financial products blamed for the 2006 housing crisis.
- However, financial experts are quick to point out that there are differences between today's pandemic housing boom and 2006, such as banks' stricter lending standards.
- The share of mortgages that are ARMs doubled to 10 percent in January, up from a 10-year low of 4 percent in January 2021, according to data from CoreLogic.
- ARMs offer an initial low rate for a period of years — typically anywhere from three to 10 years — and then the rate adjusts after that, usually annually, based on a fluctuating benchmark rate plus an additional margin, such as 2 percent.
- Read more of this **CBS News/Moneywatch** article [HERE](#).



# AFFORDABLE HOUSING

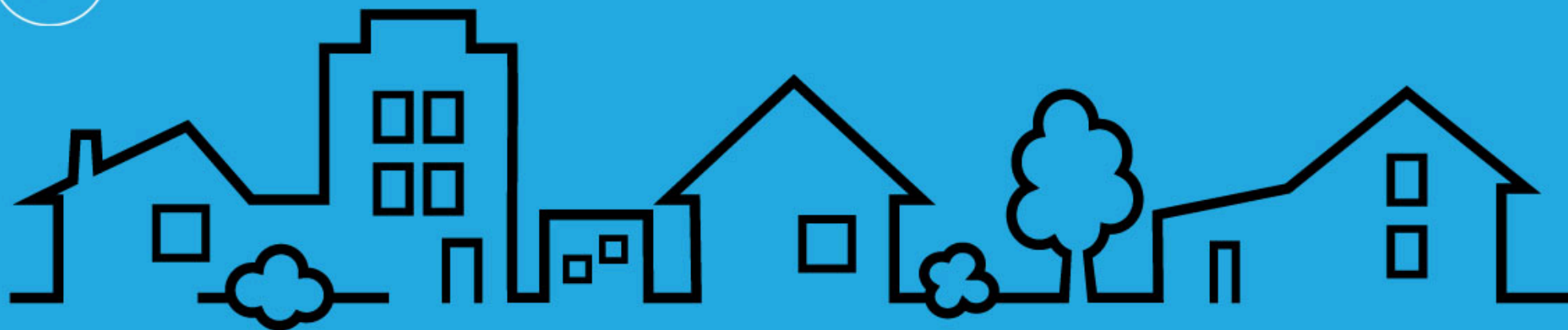
## WEBINAR

MARCH 23

12 - 1:30 p.m.

[har.com/webinars](http://har.com/webinars)

“Deconstructing a Generation: Millennials”





Join us for this webinar

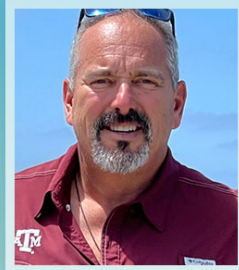
**Wednesday, April 6**  
**12-1:30 p.m.**

## How to Generate Income in a Second Home Market Without Living In One

### PANELISTS



**Kenya Burrell**  
*Agent Education,*  
Pacaso  
**MODERATOR**



**Ed Eakin**  
*Broker/Owner,*  
Eakin Group



**Lily Jang**  
*Agent,*  
Keller Williams  
Memorial



**Nelly Mitford**  
*Broker/Owner,*  
Mitford Real Estate  
Group



**Shelly Scanlin**  
*Broker/Owner,*  
Styled Real Estate



**Sam Doshi**  
*Senior Manager  
of Enablement &  
Training,* Pacaso

#### WE WILL EXPLORE:

- ▶ How to position yourself to better understand and engage in the second home market
- ▶ Hear from industry subject matter experts

- ▶ Discover new and innovative ways to tap into the second home market
- ▶ Alignment with strategic partnerships
- ▶ How to tap into out of market opportunities and generate income

**REGISTER HERE**



## Don't Miss HAR's Virtual Labs

# HAR *Virtual Labs*



**WEDNESDAY & FRIDAY**  
10 a.m. - 12 p.m.

How-To • Tips • Q & A

Learn more at:  
[www.har.com/labs](http://www.har.com/labs)

#HARVirtualLabs

