



# The Edge

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

**THIS WEEK**




- Houston Homebuyers Boost Sales Again in March
- How Fair Housing Affects YOU
- Matrix Introduces a Down Payment Resource Feature
- HAR's Greater Northwest Bowl-a-Thon for TREPAC IS Next Week
- Mark Your Calendar for an Affordable Housing Webinar April 20
- HAR Offers Virtual Labs Twice a Week

"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 Homebuyers Boost Sales Again in March

*HAR will release **March 2022** MLS statistics on Wednesday. Here is an early look at key takeaways from the latest **HAR Market Update**:*

- The Houston real estate market wrapped up its third month of the new year in positive territory, despite soaring prices, rising interest rates and historically low inventory.
  - Single-family home sales increased 4.1 percent while sales of all property types rose 4.3 percent year-over-year. Total dollar volume for March jumped 15.7 percent to \$4.6 billion.
  - Pricing reached the highest levels of all time. The average price of a single-family home rose 11.4 percent to \$410,923 while the median price increased 15.5 percent to \$335,000.
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- Months of inventory was unchanged at a 1.3-months supply.
  - Townhome and condominium sales had another strong month with volume up 8.7 percent. The average price rose 5.8 percent to \$255,334 and the median price jumped 10.4 percent to \$215,000;
  - March leases of single-family homes rose 18.3 percent while townhome and condominium leases were unchanged.

**Look for the complete March 2022 Market Update in the [HAR Online Newsroom](#).**





## How Fair Housing Affects YOU

We talk about fair housing throughout the year and spotlight it each April during Fair Housing Month. But fair housing can have serious implications for your real estate business.

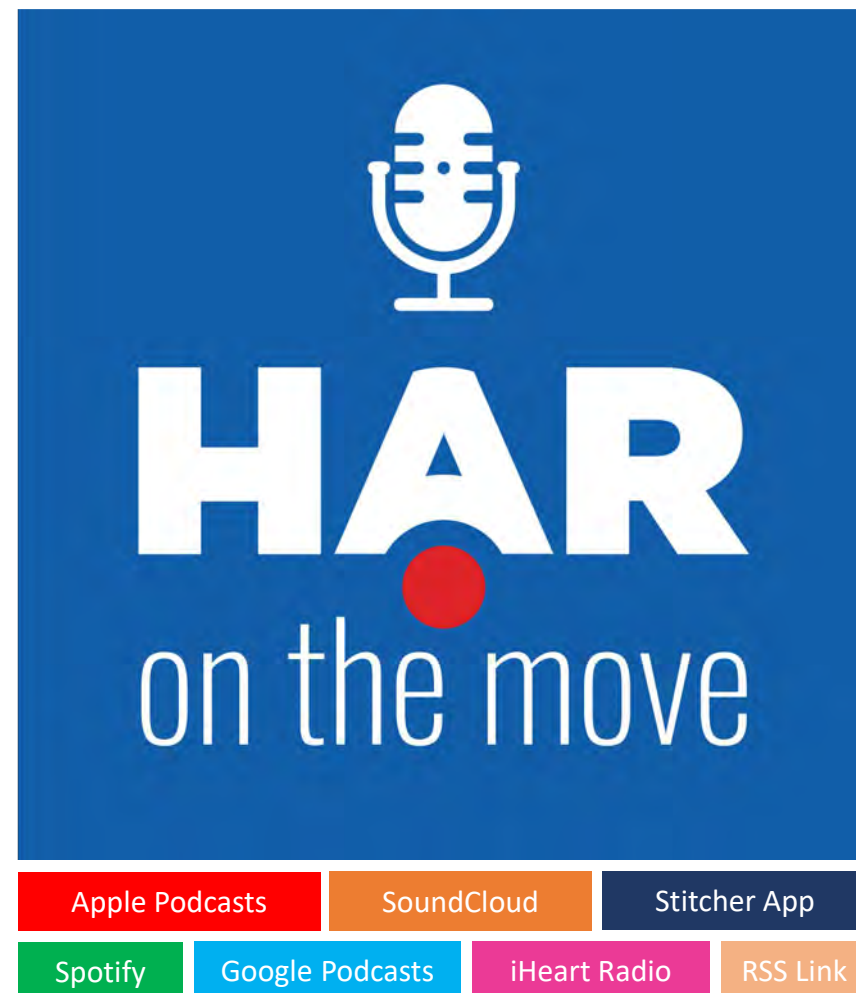
That's why we've brought back **HAR Legal Counsel Grant Harpold** as the guest on this week's *HAR On the Move* podcast. Grant discusses whether buyer love letters are legal, what the most common form of fair housing discrimination is, who is liable and much more.

Don't miss this informative episode!

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.





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## Down Payment<sup>®</sup>

RESOURCE

# Now Live in Matrix





## HAR's Greater Northwest Bowl-a-Thon for TREPAC is Next Week



**HAR & TREPAC present:**  
**the Greater Northwest**  
**BOWL-A-THON #1**  
(Yes, there will be 2 in 2022!)

**April 22 • 12 - 4 p.m.**  
AMF Willow Lanes  
19102 Hwy. 249 North, Houston, TX 77070

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**\$275 per team | 5 person teams**  
**\$55 per player**  
Entry fee includes use of AMF  
bowling balls, shoes and lunch buffet.

**Not Bowling?** You can still join the fun  
with a \$25 Side Lane Pass.

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**REGISTER EARLY!**  
**Opportunities are Limited!**

Register online at  
[www.har.com/gnwbowlathon](http://www.har.com/gnwbowlathon)

Teams must be paid in full to be  
considered registered.

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 **Dress to Impress**  
Awards are presented for:

- Most Original Team Costume
- Most Original Table
- Best of the Worst
- Individual High Scorer
- Top Three Teams



 The Bowl-a-thon benefits TREPAC and will  
count towards your 2022 TREPAC investment.

For more information contact Karen Driscoll at 713.629.1900 ext. 1271 or [karen@har.com](mailto:karen@har.com)

\*Contributions are not deductible for Federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC), the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC), and the REALTORS® Political Action Committee (RPAC) are voluntary and are used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. The Association will not favor or disadvantage anyone by reason of the amount of their contribution, and you may refuse to contribute without reprisal by the Association. TREPAC initially receives each contribution, and a percentage is transmitted to RPAC via TAR FedPAC to meet TREPAC's RPAC annual quota. RPAC supports Federal candidates with those contributions, which are charged against your limits under 2 U. S. C. 441a. The percentage forwarded to national RPAC each month may be obtained by contacting the TAR FedPAC administrator at 800-873-9155.

**Friday, April 22, 2022**  
**12 to 4 p.m.**

**Register now**  
**[HERE!](#)**

**Questions? Email [trepac@har.com](mailto:trepac@har.com).**



# AFFORDABLE HOUSING



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

## WEBINAR

**APRIL 20**  
12 - 1:30 p.m.

*"Solutions for Buyers  
Overcoming the Aging  
Housing Stock"*





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## HAR Offers Virtual Labs Twice a Week

### **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

