



The Edge

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

THIS WEEK



- Soaring Interest Rates Dampen National Home Sales
- Houston Housing and Community Development
- New Down Payment Resource in Matrix
- Critical Updates in Fair Housing's Evolution
- Bring Your Questions to the Lab

"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.

Soaring Interest Rates Dampen National Home Sales

- Taking some air out of the crazed housing market — and the hot economy in general — is precisely what the Federal Reserve wanted to do when it raised its key interest rate in March and signaled more increases to come.
- Mortgage rates have surged in response, jumping to 5 percent from slightly more than 3 percent since the start of the year.
- Now early data and interviews across the industry suggest that many buyers have finally been exhausted by declining affordability and cutthroat competition, causing the gravity-defying pandemic housing market to start easing up.
- Open houses have thinned. Online searches for homes have dropped. Homebuilders, many of whom have accrued backlogs of eager buyers, say rising mortgage rates have forced them to go deeper into those waiting lists to sell each house.
- The problem is there are so few homes for sale that even a slower market is unlikely to create enough inventory to satisfy demand anytime soon.
- Read more of this *New York Times* story [HERE](#).

The New York Times



Houston Housing and Community Development

Fair Housing Month continues! In this week's episode of *HAR On The Move*, **City of Houston Housing and Community Development Director Keith Bynam** shares insights into the City's initiatives and programs aimed at helping REALTORS® and consumers access affordable homes and supportive services. That includes critically needed down payment assistance and incentives for first-time homebuyers. Don't miss this informative episode!

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

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New Down Payment Resource in Matrix



Did you know more than **74% of our listings may be eligible** for one or more down payment assistance programs?

Today's buyers are looking for valuable information that will help them save on their home loan and down payment. With Down Payment Resource, you can quickly connect your buyers to available programs in our market.

Down Payment Resource is integrated into Matrix. Look for this icon  on listing data, as well as upcoming training sessions on how to get started.



Critical Updates in Fair Housing's Evolution

(2 hour CE class)

Thursday, April 21
12-2 p.m.

REGISTER ONLINE



Bring Your Questions to the Lab

HAR *Virtual Labs*



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

How-To • Tips • Q & A

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