



The Edge

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

THIS WEEK



- Homebuyers' Closing Costs Are Going Up
- Housing Programs Essential to Your Clients
- Matrix Now Features Down Payment Resource
- HAR Global Day 2022
- Redefining Risk for Today's Brokerages
- HAR Virtual Labs are Here to Serve You

"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.

Homebuyers' Closing Costs Are Going Up

- Rising home prices and lender costs helped drive up homebuyers' closing costs by 13.4 percent in 2021, to an average of \$6,905, according to an analysis just released by CoreLogic's ClosingCorp.
- That figure includes transfer tax fees, which are often the biggest single component of closing costs and are based on a home's sales price.
- But even taking out transfer taxes, closing costs for homebuyers purchasing single-family properties averaged \$3,860 in 2021, an 11.2 percent increase from the year before. Those closing costs include the lender's title policy, owner's title policy, appraisal, settlement, recording fees, land surveys and transfer tax.
- "As the mortgage industry comes off two years of record-low interest rates and red-hot consumer demand, lenders are now pivoting to address increasing headwinds from higher loan origination costs and lower origination volumes," said CoreLogic executive Bob Jennings, in a statement.
- Read more of this story on [Inman News](#).

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Housing Programs Essential to Your Clients

With home prices at record highs and inventory at record lows, consumers are more dependent than ever on guidance from REALTORS® to lock in the home of their dreams. In this week's edition of the *HAR On the Move* podcast, we welcome **HAR Instructor Zelda Cain!** Learn how to up your game and serve your clients in this fiercely competitive market!
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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Matrix Now Features Down Payment Resource



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.



HAR GLOBAL DAY 2022

TUESDAY
MAY 10
9 a.m. – 4 p.m.

In Person Event!

\$49

COST INCLUDES:

- Lunch
- 6 hours of CE credits
- After Class Reception at Ninfa's (Post Oak)

FEATURING:

DR. JIM GAINES
Economist

TAMU Real Estate Center

Cornerstone Home Lending
1177 West Loop South, Suite 700
Houston, Texas 77027

REGISTER [HERE](#) TODAY



Redefining Risk for Today's Brokerages

May 18 - 12-1:30 p.m.

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HAR *Virtual Labs*



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

How-To • Tips • Q & A

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