



The Edge

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

THIS WEEK



- Houston Home Sales Track Ahead of Pre-Pandemic March
- Winter Recovery & Curb Appeal
- Webinar: Closing the Gap Between People and Possibilities
- In-Person Classes Are Back
- Tax Strategies and Financial Planning for REALTORS®
- Webinar: Opening Doors to Home Ownership
- Fashion for the Cure
- Your Vote Counts in Pearland

“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 Home Sales Track Ahead of Pre-Pandemic March

*HAR released March 2023 MLS statistics last week. Here are key takeaways in case you missed the latest **HAR Market Update**:*

- The Houston real estate market tracked ahead of pre-pandemic 2019 in March but remains behind 2022. The market endured another round of sales and pricing declines on the road back to “normalcy.”
- Single-family home sales fell 18.3 percent; total dollar volume was \$3.7B, down 20.2 percent from March 2022. Compared to 2019, single-family home sales rose 13.0 percent.
- The average price of a single-family home was statistically flat at \$408,647 while the median price was down 3.0 percent to \$325,000.
- Months of inventory climbed to a 2.7-months supply compared to 1.1 months last March.
- Townhome and condominium sales suffered their 10th consecutive monthly decline, down 35.3 percent year-over-year. The average price increased 6.0 percent to \$270,294 and the median price rose 4.0 percent to \$223,500.



[Read the complete March 2023 Market Update in the HAR Online Newsroom.](#)



Winter Recovery & Curb Appeal

The warm weather is here, and your landscaping may need some help recovering from the winter months. We welcome **KTRH GardenLine's Skip Richter** as the guest of this week's *HAR On the Move* podcast. Skip shares tips for winter recovery, keeping your yard healthy year-round and how to boost curb appeal when it is time to list a home.

Don't miss this informative episode!

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

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Closing the Gap Between People and Possibilities

WED. APRIL 19
12-1:30 P.M.

har.com/edu



**Opening Doors
To Home Ownership**

Webinar Series



Upcoming In-Person Classes | Sign Up Now



Reconnecting, Learning,
and *Growing Together*

Welcome back to
In-Person Classes
with **HAR!**

For Information and Registration
har.com/edu | Select the "In-Person" tab.

April 19 – Get Insta-Known With Instagram

10 a.m. – 12 p.m.

4690 Sweetwater Blvd, Ste. 290,
Sugar Land

April 19 – Mastering Communication in 4 Easy Steps Using DISC

1 p.m. – 3 p.m.

4690 Sweetwater Blvd, Ste. 290,
Sugar Land



Tax Strategies & Financial Planning for REALTORS®

Webinar Series

April 20 | 12-1:30 p.m.

HOPE IS NOT A FINANCIAL STRATEGY:
WHY HAVING A BACK-OFFICE
SYSTEM MATTERS

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Your DOUBT *Doesn't* DEFINE ME

Monday, April 24
12 -1:30 p.m.

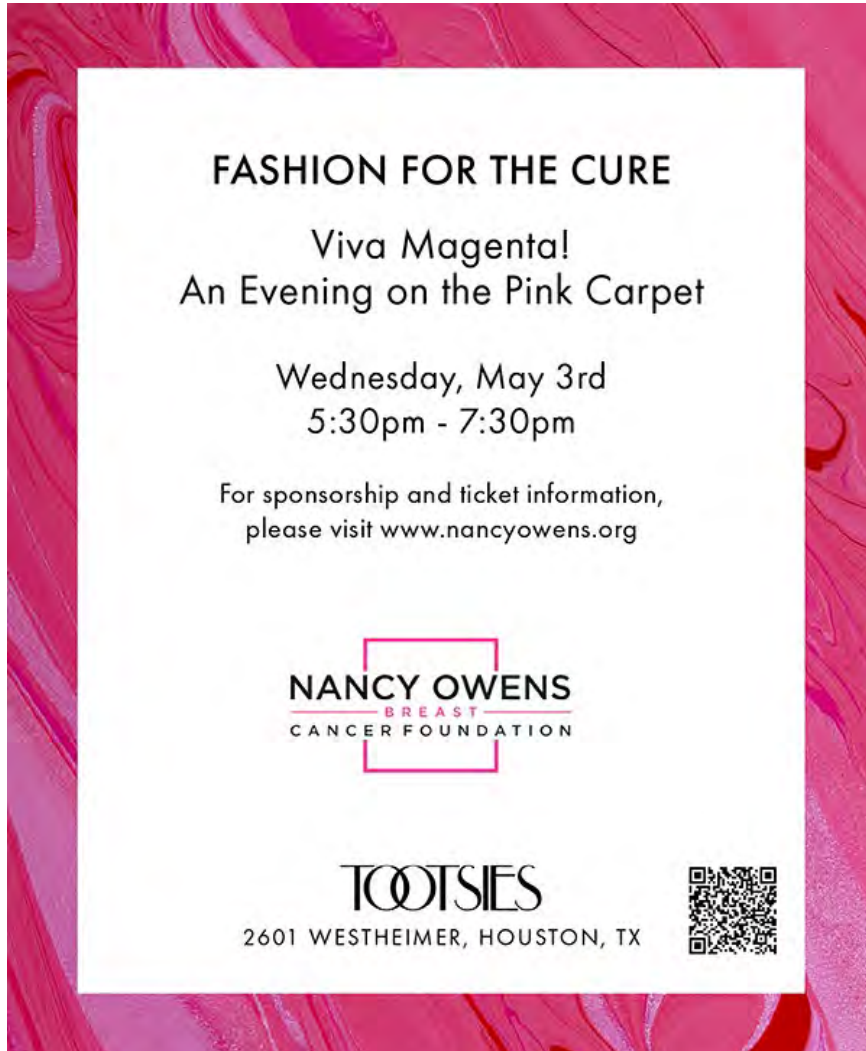
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**Opening Doors
to Home
Ownership**

Webinar Series

Fashion for the Cure



FASHION FOR THE CURE


Viva Magenta!
An Evening on the Pink Carpet

Wednesday, May 3rd
5:30pm - 7:30pm

For sponsorship and ticket information,
please visit www.nancyowens.org

NANCY OWENS
BREAST
CANCER FOUNDATION

TOOTSIES
2601 WESTHEIMER, HOUSTON, TX



Wednesday, May 3
5:30 p.m. – 7:30 p.m.
Tootsies
2601 Westheimer, Houston

For sponsorship and ticket information,
go to www.nancyowens.org.



Elections in the City of Pearland Election Day: May 6 | Early Voting: April 24-May 2



**Mayor
Kevin Cole***



**Councilmember
Position 3
Alex Kamkar***



**Councilmember
Position 7
Antonio Johnson**

**signifies Incumbent*

For more election information including bond information
visit www.pearlandtx.gov