



The Edge

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

THIS WEEK



- April Home Sales Trail 2022 But Align with Pre-Pandemic Levels
- Protecting Yourself and Your Clients Online
- Consider Running for the HAR Board
- Say “Hola” to Audio Narrative
- Join YPN and TREPAC for the Hottest Party of the Year
- Using CANVA to Market Your Brand
- Upcoming In-Person Classes
- Launch Your Global Career

“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.

April Home Sales Trail 2022 But Align with Pre-Pandemic Levels

*HAR released April 2023 MLS statistics last week. Here are key takeaways from the latest **HAR Market Update**:*

- April showed signs of market resiliency, but remained down compared to last year, thanks largely to continued mortgage rate volatility.
- Single-family home sales fell 18.4 percent versus April 2022, marking the 13th consecutive monthly decline. When compared to April of 2019, sales were down just 4.7 percent.
- Pricing fell for the third time since the spring of 2020. The single-family average price dipped 1.3 percent to \$419,929 while the median price fell 3.6 percent to \$331,000.



- Months of inventory climbed to a 2.7-months supply compared to 1.3 months last April.
- Townhome and condominium sales suffered their 11th straight monthly decline, down 33.2 percent year-over-year. The average price rose 1.7 percent to \$279,257 and the median price was flat at \$234,000.

Look for the complete April 2023 Market Update in the [HAR Online Newsroom](#).

Protect Yourself and Your Clients Online

Technology moves fast! Between email scams, social media hacks and advancements in AI, we are prone to cyber risks that can be hard to detect. In this week's *HAR On the Move* podcast, **HAR Director of IT & Security, Edward Moncur**, shares the latest cyber threats and offer tips and tools to keep your and your clients' data secure online.

Do not 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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RSS Link



Consider Running for the HAR Board

Are you interested in running for the 2024 HAR Board of Directors? If so, candidate applications are now open! For more information and to apply, visit <https://www.har.com/content/dcn>.

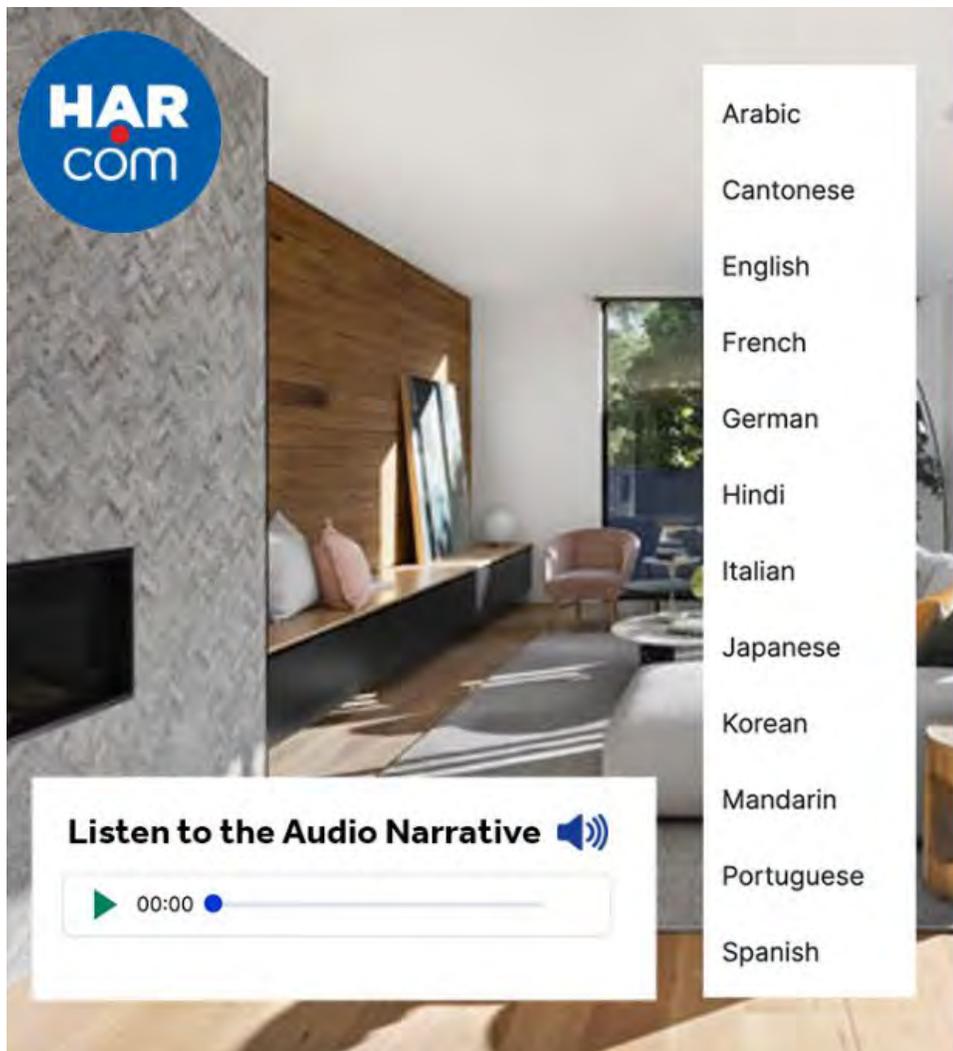
The graphic features a dark blue background with a white HAR.com logo at the top center. Below the logo, the text "Run for the" is in white, "2024 HAR" is in orange, and "Board of Directors" is in white. A red banner at the bottom contains the text "Deadline to apply is June 12, 2023." in white. At the very bottom, there is a white silhouette of a diverse group of seven business professionals standing together.

HAR.com

Run for the
2024 HAR
Board of Directors

Deadline to apply is June 12, 2023.

Say “Hola” to Audio Narrative



Audio Narrative

Listen to an audio description of a property in *12 languages*.

More information
[har.com/audio](https://www.har.com/audio)



Join YPN & TREPAC for the *Hottest* Party of the Year

 **HAR TREPAC & HAR YPN present** 

SUMMER SOIREE

Thu. May 25, 2023
3 to 6 p.m.

Register Online
bit.ly/YPNSummer

VIP CABANAS AVAILABLE
POOL ATTIRE ENCOURAGED

Questions? trepac@har.com

Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC)—which makes contributions to the REALTORS® Political Action Committee (RPAC)—are voluntary and may be used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal, and the National Association of REALTORS®, the Texas Association of REALTORS® (TAR), and its local associations will not favor or disadvantage anyone because of the amount contributed. Until the RPAC annual goal is met, 70% of an individual's contribution goes to TREPAC and may be used to support state and local candidates; the remaining 30% is sent to TAR FedPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of TAR.) After the RPAC annual goal is met, 100% of an individual's contribution goes to TREPAC and may be used to support state and local candidates. You may contact the TAR political committee administrator at 800-873-9155 to obtain information about your contributions.



How to Use CANVA to Market Your Brand



**WEDNESDAY,
MAY 17**
10 a.m. - 12 p.m.

Old Republic Title
Sugar Land

Graphic design not your thing? Don't worry, that's what Canva is for. This incredibly powerful design tool allows you to create eye-catching social media posts, whether that be pictures or videos, post cards, flyers, and much more. In this one hour training, you will learn the basics of the home screen menu, an overview of the canvas menu, and lastly we will go over how to create videos! Come get your Canva on!

Register: www.har.com/edu



Upcoming In-Person Classes



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.

May 17 – Platinum Lead Generation Tools

1 p.m. – 4 p.m.

4690 Sweetwater Blvd., Suite 290,
Sugar Land

May 23 – Luxury Listing Specialist, LUXE

9 a.m. – 4 p.m.

1811 Briar Oaks Lane



Launch Your Global Career



Expand Your Horizons
and launch your global career

June 14, 15, 16, 20, 21
8:30 a.m. - 5 p.m.

KW Memorial

1220 Augusta Dr., Ste. 300, Houston, TX 77057

- Day 1** - Global Real Estate: Local Markets - #35821
- Day 2** - Global Real Estate: Transaction Tools - #35820
- Day 3** - The Americas & International Real Estate - #35819
- Day 4** - Europe & International Real Estate - #35732
- Day 5** - Asia/Pacific & International Real Estate - #35733

Earn 40 hours of CE credits.



**Earn Your
CIPS Today!**

REGISTER ONLINE.
www.har.com/edu