



The Edge

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

THIS WEEK



- Competition for Spring Listings Will Be Fierce
- Down Payment Gifting Reinvented
- Join TREPAC for Networking and Fun
- Texas Real Estate: Situation & Outlook
- Am I Accidentally in Property Management?

“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.

Competition for Spring Listings Will Be Fierce

- Home sales are likely to pick up this year, but real estate agents should still expect to compete fiercely for listings, and spring sellers are looking for agents now.
- That's the urgent message Realtor.com Chief Economist Danielle Hale had last week for brokers and agents attending *Inman Connect New York*. Hale and Lauren Bowen, a team leader at Florida-based brokerage Robert Slack, advised agents to start seeking out listings rather than waiting for clients to knock on their door.
- Back in November, when Realtor.com published its 2024 housing market forecast, mortgage rates were still near their 2023 highs. That helps explain why the listing portal's forecast — which predicted existing home for-sale inventories would drop by 14.7 percent this year — is looking a little stale.
- **You may read the full *Inman Select* story [ONLINE HERE](#).**

If you're not already taking advantage of the **free subscriptions** to real estate news services *Inman Select*, *Real Estate News* and *RISMedia* that HAR provides as a **member benefit**, you may **sign up [HERE](#)**.

The Inman logo is displayed in white lowercase letters on a dark blue square background.

Down Payment Gifting Reinvented

There's yet another financial pathway to achieving the dream of homeownership! Find out about it on this week's edition of the *HAR On the Move* podcast as we welcome **Linda Perniciaro with CMG Financial**. Linda discusses a new program that every REALTOR® should know about.

It's a down payment solution for your clients and customers that can help them get into the home of their dreams.

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

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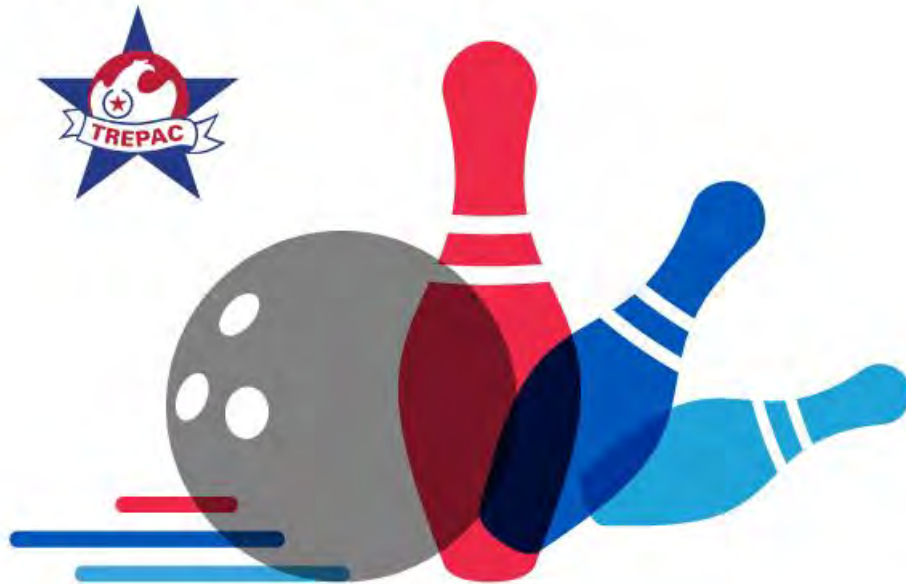
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Join TREPAC for Networking and Fun

HAR & TREPAC present:



Montgomery County
Bowl-a-Thon

JOIN US!

FEB. 16

10 a.m. - 1 p.m.

Bowlero – The Woodlands

27000 I-45 N

Conroe, TX 77385

Register online at
www.har.com/go/montgomerycounty



TEXAS REAL ESTATE: Situation & Outlook

Insights for Informed Decisions and Future Success

FEBRUARY 5
10 - 11 a.m.
Live Virtual Class


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Am I Accidentally in Property Management?

TUESDAY, FEB 6
12-1:30 P.M.

FREE

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