



The Edge

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

THIS WEEK



- Houston Real Estate Begins the New Year in Positive Territory
- HRIS Chair Mario Arriaga Named 2023 Texas REALTOR® of the Year
- New Features & Updates to Matrix
- Early Voting for March 5 Primary Election
- Webinar: Navigating Down Payment Assistance
- Travel with TREPAC to Peru on Feb. 28
- Learn About SETH's New Homebuyer Assistance Programs
- Webinar: Luxe Series
- HAR Business Management Program | Sign Up Now & Save

“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 Real Estate Begins the New Year in Positive Territory

*HAR released **January 2024** MLS statistics last week. Here is a look at some key takeaways from the latest **HAR Market Update**:*

- The Houston real estate market achieved an unexpectedly strong start to 2024. All major market indicators rose in January, including sales volume and inventory.
- Single-family home sales rose 9.0 percent year-over-year. That is only the second increase in two years. Total property sales rose 6.9 percent. Total dollar volume for January increased 11.9 percent to \$2.3 billion.
- The average price of a single-family home rose 2.7 percent to \$391,080 while the median price increased 2.1 percent to \$320,500.



- Months of inventory increased to 3.3-months supply, up from 2.6 months a year earlier.
- Townhome and condominium sales fell 4.0 percent. The average price rose 7.0 percent to \$247,437 and the median price increased 14.1 percent to \$223,000.

Look for the complete *January 2024 Market Update* in the [HAR Online Newsroom](#).



HRIS Chair Mario Arriaga Named Texas REALTOR® of the Year



Congratulations to **HRIS Chair Mario Arriaga**, who was named **2023 Texas REALTOR® of the Year** during the [Texas REALTORS® Winter Meetings](#).

Mario was recognized for his contributions to the real estate industry and his community!

New Features & Updates to Matrix

This week on the *HAR on the Move*, **HAR MLS Project Manager Nathan Goble** discusses recent updates to Matrix and the features every member should utilize. He also shared information about new features that are coming soon. 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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Early Voting for March Primary Election Starts This Week

*** MARCH 5 PRIMARY ELECTION ***



Key Dates to Know ***

FEBRUARY 20
FEBRUARY 23

Early Voting Starts
Last Day to Apply for Ballot by Mail
(Received, not Postmarked)

MARCH 1
MARCH 5

Early Voting Ends
Election Day

YOUR VOTE
is your Voice ***

For a list of HAR Recommended Candidates, [CLICK HERE.](#)

For election resources, visit [HAR.com/go/vote.](https://www.har.com/go/vote)



AFFORDABLE HOUSING

WEBINAR

Navigating Down Payment Assistance



SPONSORED BY:



2024 —————
**Homeownership
Solutions for
Your Clients**

JOIN US! | **FEBRUARY 28**
har.com/webinars | 12 - 1:30 p.m.



Travel with TREPAC to Peru on February 28

DESTINATION 1
PERU

FEBRUARY 28

Food Provided by:



Email: trepac@har.com

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HAR TREPAC
GLOBAL
Adventure
SERIES 2024

DESTINATION 1
PERU



JOIN US!
FEBRUARY 28
6:30 to 9:30 p.m.

Contact Us for More Information!

Learn About SETH's New Homebuyer Assistance Programs



SETH
New Program
Announcement
2024

Tuesday, Feb 27
2-4pm Houston United Way
Free Event - RSVP required

SETH welcomes area Lenders and Realtors for a special presentation featuring new homebuyer programs.

**NETWORKING
REFRESHMENTS
DOOR PRIZES**

TOPICS TO BE COVERED:

- NEW PROGRAM: MYHOME PLUS. More assistance & better rates. Includes permanent rate buy down options.
- 2024 SETH MCC: Stand alone MCC Program for select areas. No fees!!
- \$2,500 SETH MCC Grant - new guidelines
- Program Materials & Tools

Tuesday, February 27
United Way of Greater Houston
50 Waugh Drive, Houston

2 p.m. — Registration begins
2:30 p.m. — Program begins

[CLICK HERE](#) to register or contact Rhonda Mitchell rmitchell@sethtexas.com



Webinar: Luxe Series



LUXE SERIES

Luxe 1: Luxury Listing Specialist



March 13
9 a.m.-12 p.m.

Sponsored by



har.com/education

| *CE classes and LUXE Designation to follow





HAR Business Management Program | Sign Up Now & Save



Business Management Program

This is a 10-week Fully Digital 'mini-MBA' for *Current and Future Leaders of the Real Estate Industry.*

**PROGRAM BEGINS
ON MARCH 26!**

10 WEEKS TO MASTER YOUR BUSINESS!

This program is approved for 5 hours of CE credit.
(TREC #47325 • Provider #2 Houston Association of REALTORS®)

WEEK 1 & 2



Vision, Goals & Planning Process

WEEK 3 & 4



Coaching Teams & Serving Customers

WEEK 5 & 6



Empowering People & Systems of Management

WEEK 7 & 8



**Demystify the Finances:
A 2-part Case Study**

WEEK 9 & 10



**Apply the Finances:
Grow the Bottom Line**

To Learn More or Register, Visit: www.goalmakers.com/har