



# The Edge

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

## THIS WEEK



- Houston Housing Market Springs to Life As Sales Rebound in April
- NAR Settlement Update
- The Reality of Real Estate | Now Available in Spanish
- Essential Education for REALTORS®
- Last Chance to Register for the HAR Technology Summit
- HAR Member Named to NAR's 30 Under 30 Class of 2024
- Consider Running for the 2025 HAR Board of Directors
- HAR Global Day: Local Voices, Global Perspectives
- Boost Your Business with Two Upcoming Webinars
- Sing If You Dare at HAR YPN & TREPAC's 'Dare-E-oke'

"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 Housing Market Springs to Life As April Sales Rebound

*HAR released the **April 2024 HAR Market Update** last week. Here are some key takeaways:*

- While the spring homebuying season initially saw a sluggish start, home sales rebounded and inventory expanded to pre-pandemic levels in April, offering opportunities for buyers and sellers.
- Single-family home sales rose 9.2 percent year-over-year.
- Total property sales were up 8.7 percent while total dollar volume for April increased 13.8 percent to \$4 billion.
- The average price of a single-family home rose 4.6 percent to \$437,198 while the median price was up 3.0 percent to \$340,000.



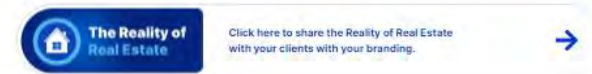
- Months of inventory increased from a 2.6-months supply last April to 3.7 months, which is the highest since October 2019.
- Townhome and condominium sales saw a moderate decline, falling 1.3 percent in April. The average price was down 0.5 percent to \$278,048 and the median price declined 1.8 percent to \$230,000.

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



## NAR Settlement Update

- NAR announced the policy changes as part of the settlement will now go into effect **August 17**.
- It's also the first date that a class notice can go out following preliminary approval of the settlement, which happened on April 24.
- A hearing to grant the settlement final approval is currently scheduled for November.
- NAR clarified when a written agreement, such as a Residential Buyer's Representation Agreement, is required and what is required to be included.
- You may read more about these updates in the FAQs section on [HAR.com/realtor-reality](https://www.har.com/realtor-reality).



## The Reality of Real Estate | Now Available in Spanish



- Use the toggle switch to change the language to English or Spanish
- Buyer, Seller, Listing Agent and Buyer’s Agent videos are presented by veteran TV journalist Art Rascon in Spanish



- Get the facts about the potential impacts of the NAR settlement at [HAR.com/reality](https://www.har.com/reality).



## Essential Education for REALTORS®

This week on the *HAR on the Move* podcast we welcome **2024 HAR Professional Development Advisory Chair LaTisha Grant** to discuss educational opportunities for agents, teams and brokers. She gives her recommendations for classes for newer agents and seasoned agents, as well as designations.

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

***Listen anywhere, anytime!***

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



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## Last Chance to Register for the HAR Technology Summit



### 2024 HAR TECHNOLOGY SUMMIT

**Maximizing Your Brand's Value:**  
*Harnessing the Power of Modern Technology in Real Estate*

**Wednesday, May 15**  
9 a.m. - 3:30 p.m.

**Only \$99! Don't miss it!**

For registration, agenda and featured guest speakers, please visit:

#### FEATURED SPEAKERS



**Katie Lance**  
Social Media Strategist



**Sue Pinky Benson**  
Keynote Speaker

[har.com/go/techsummit](https://har.com/go/techsummit)



## HAR Member Named to NAR's 30 Under 30 Class of 2024



The 2024 class of **30 Under 30** is a group of entrepreneurs characterized by their innovation, resilience, and dedication to serving their clients.

Discover more about the 25th class on June 24, when their individual profiles will be published in a special digital edition of *REALTOR® Magazine*.

*Congratulations Rylie!*



HAR Member



**RYLIE SCHROEDER**  
Compass - Houston



## Consider Running for the 2025 HAR Board of Directors

The graphic features a blue background. In the top left corner is the HAR.com logo. The main text reads "Run for the 2025 HAR Board of Directors" in white and blue. Below this, it says "Deadline to apply is June 10, 2024." At the bottom, there is a row of eight black silhouettes of business professionals in various poses, some holding folders.

**HAR.com** Run for the **2025 HAR** Board of Directors

Deadline to apply is June 10, 2024.

For more information and to apply, visit <https://www.har.com/content/dcn>.





## LOCAL VOICES, GLOBAL PERSPECTIVES

*A Panel of Experts*

MODERATOR:



**JANE BYRD**, Broker Associate  
Jane Byrd Properties International, LLC

PANELIST:



**CATHERINE VAN ZUTPHEN**  
Broker/Owner  
Keller Williams Memorial

PANELIST:



**SHELLY SCANLIN**, Broker/Owner  
Styled Real Estate

PANELIST:



**ED EAKIN**, Broker/Owner  
Eakin Group



# HAR GLOBAL DAY 2024

THURSDAY  
**MAY 23**  
9 a.m. – 4 p.m.

*In-Person Event!*

**NRL MORTGAGE**  
1220 AUGUSTA DR., STE. 300  
HOUSTON, TEXAS 77057

Register Online at [www.har.com/edu](http://www.har.com/edu)



## Boost Your Business with Two Upcoming Webinars

**AFFORDABLE HOUSING**

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**WEBINAR** Wed., May 29  
12 - 1:30 p.m.

**Demystifying the VA Loan:**  
*Busting 12 Common Myths and  
Expert Q&A Session*

 [har.com/edu](https://har.com/edu) *Sponsored by*  
 **SUPREME LENDING**



*SHIFTING*  
for **SUCCESS**

**Webinar Series**



**Change Your Mindset**  
**NEXT EXIT** 

**The Mindset You Need to Double Your Income in 2024**

*Sponsored by* 

**Thu, May 30**  
**12-1:30p.m.**

[har.com/edu](https://har.com/edu)



## Join Us for the HAR YPN & TREPAC Dare-E-oke

**TREPAC** **YPN** HAR COTT Young Professionals Network

*Sing, if you Dare!*

**DARE-E-oke**

**Tuesday, MAY 21**

5:30 - 7:30 p.m.

E-mail [trepac@har.com](mailto:trepac@har.com) for more info.