



The Edge

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

THIS WEEK



- Homebuying Activity Picks Up as Mortgage Rates Fall
- NEW: Three Panel Search Option in Matrix
- Data Share with Austin's Unlock MLS | Live on Dec. 10
- HAR CRM to Become a Platinum Tool in January
- 6 Habits of High Performers (Webinar)
- TRLP 2025 Applications Now Available

“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.

Homebuying Activity Picks Up as Mortgage Rates Fall

- Purchase applications and home tours are on the rise as rates drop to the lowest level in six weeks.
- The 30-year fixed-rate mortgage was just under 6.7% last week, the lowest since late October.
- Affordability remains an issue, however, and upcoming economic reports may dictate where rates go next.
- The Federal Reserve will determine if another interest rate cut is warranted at its next meeting on Dec. 17-18.
- You may read the full story [ONLINE HERE](#).

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Real Estate News

NEW: Three Panel Search Option in Matrix

- The Three Panel Search is labeled as 'Map Search (Beta)' under the Search menu in Matrix.
- With the Three Panel Search, you may view the search criteria (left panel), map (top panel) and the results grid (bottom panel) all on one screen.
- If you prefer the 'Classic' search layout, click the three dots at the top right of the window and select 'Switch to Classic.'

The screenshot displays the HAR Matrix search interface. On the left is a search criteria panel with fields for MultiStatus, Active Dates, Property Type, Price (List & Sold), Street #, Street Name, DOM, City/Location, Geo Market Area, Subdivision, and Zip Code. The top panel shows a map of the Houston area with a search radius. The bottom panel is a results grid with the following columns: #, MLS Number, TX, OH, DC, Property Type, Office, Address, Subdivision, SF, Price, Prc/SF, Year Built, Beds, Bth, and DOM. The grid contains 11 rows of property listings.

#	MLS Number	TX	OH	DC	Property Type	Office	Address	Subdivision	SF	Price	Prc/SF	Year Built	Beds	Bth	DOM
1	AU1902926	TX			A Lots	AU-8365	W4057 Bunker Hill	Horseshoe Bay West		\$50,000			0	0/	0
2	AU4726119	TX			A Single-Family	AU-3497	931 Stonewall Street	Schumann & Staats Add Bl 4042	1,735	\$444,000	\$255.91	1951	3	2/0	0
3	AU6557197	TX			A Multi-Family	AU-4395	5206 Bogyey Court	Woodland Oaks	1,891	\$199,000	\$105.24	1983	0	0/0	0
4	AU2568039	TX			A Rental	AU-703936	116 Maycama Loop	Whisper	1,622	\$1,799	\$1.11	2024	3	2/0	0
5	AU8483696	TX			A Single-Family	AU-5220	100 Patrick Herndon Drive	The Colony	1,953	\$420,000	\$215.05	2021	4	3/0	0
6	AU5381144	TX			A Rental	AU-703936	579 Avre Loop	Waterstone	2,022	\$2,199	\$1.09	2024	4	3/0	0
7	AU1523132	TX			A Rental	AU-703936	507 Avre Loop	Waterstone	1,966	\$2,099	\$1.07	2024	4	3/0	0
8	7021158	TX			A Rental	AANB01	9611 Siano Pines Drive	Woodland Pines Sec 02	2,139	\$1,980	\$0.93	2005	4	2/1	0
9	92007626	TX			A Rental	AANB01	16114 Coleburn Drive	Aberdeen Green Sec 16	1,644	\$1,875	\$1.14	2000	3	2/0	0
10	66703286	TX			A Single-Family	JLAR01	5638 GLENFIELD SPRING Lane	HAMPTON CREEK	2,652	\$429,900	\$162.10	2014	4	3/1	0
11	82747930	TX			A Rental	RTOA01	20706 Great Pines Drive	Canyon Lakes West Sec 3	2,965	\$3,400	\$1.15	2013	4	3/1	0

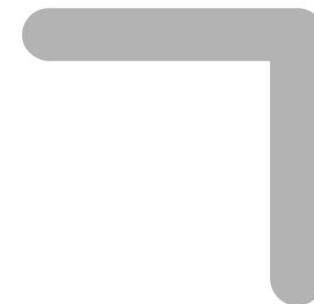


Data Share with Austin's Unlock MLS | Live on Dec. 10

HAR and Austin's MLS

DATA SHARE

Learn more at:
<https://cms.har.com/mlsagreements/>





Mark Your Calendar for Jan. 13, 2025!

HAR CRM will transition from BETA to a **LIVE Platinum Tool!**

Platinum

Contact Management • Deals Dashboard • Integrated Services • Training • Matrix Synchronization

Learn more about the **HAR CRM**
<https://cms.har.com/har-crm/>

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SHIFTING *for* SUCCESS

6 HABITS OF HIGH PERFORMERS



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**TUESDAY,
DEC. 17**
12 - 1:30 p.m.



How to thrive during stressful times

Webinar Series



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