



The Edge

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

THIS WEEK



- First-Time Homebuyers Have Not Lost Interest in the Market
- Matrix MLS: A Look at What's New and What's Coming
- Mark *TREPAC Night at the Ballpark* in Your Calendar
- Go To the Lab This Tuesday and Thursday
- TREC Legal II No Longer Satisfies NAR Ethics Code Standards

“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.

First-Time Homebuyers Have Not Lost Interest in the Market

- A new survey by [JPMorgan Chase & Co.](#) finds that first-time homebuyers have been budgeting, working on their credit scores and saving toward a down payment even as many have lost confidence in their ability to secure their first home.
- Nearly four out of 10 first-time buyers reported losing income during the coronavirus pandemic, which affected the timing of their planned purchase.
- The banking giant's findings were based on a March survey of more than 1,100 consumers that were actively preparing to buy their first home.
- Despite some setbacks with regard to income, 60 percent of these prospective first-timers said they were likely to purchase sometime in the next year.
- Read more of this *Inman News* story [HERE](#).

If you don't already enjoy the FREE Inman Select subscription that comes with your HAR membership, [sign up HERE today!](#)



Matrix MLS: A Look at What's New and What's Coming

HAR members will soon be reaping the benefits of even more enhancements to Matrix MLS. What are those enhancements and how will they benefit your real estate business? We welcome **HAR Director of MLS, Shawn Dauphine**, to answer those and other questions in this week's edition of the *HAR On the Move* podcast.

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.



The graphic features a white microphone icon at the top center. Below it, the word "HAR" is written in large, bold, white capital letters. A red circle is positioned below the letter "A". Underneath "HAR", the words "on the move" are written in a white, lowercase, sans-serif font. At the bottom of the graphic, there are seven colored buttons for podcast distribution: Apple Podcasts (red), SoundCloud (orange), Stitcher App (dark blue), Spotify (green), Google Podcasts (light blue), iHeart Radio (pink), and RSS Link (light orange).

Mark **TREPAC Night at the Ballpark** in Your Calendar



SAVE THE DATE, SEPT. 11, 2021



TREPAC NIGHT AT THE BALLPARK



HOUSTON ASTROS
MINUTE MAID PARK

TICKET PRICES

- \$100 Pre-Game Reception
- \$150 Pre-Game Reception + Game
- \$250 Pre-Game Reception + Game + Gallagher Club Pass

*Ticket Price = TREPAC Investment

- Buy your ticket online at:
<http://bit.ly/TXREALTORSConference>

- Your ticket purchase counts toward your 2021 TREPAC investment.

- You do not have to register for the conference to attend the TREPAC event, but it is all on the same website.

- Have questions or need assistance?
E-mail trepac@har.com



Go To the Lab This Tuesday and Thursday

Are you taking advantage of **HAR Virtual Labs**? These open sessions are available each **Tuesday and Thursday from 10 a.m. to 12 p.m.** and on the **2nd Wednesday of each month from 6 to 8 p.m.**

Log in and work with HAR staff **in real time** to get answers to your questions or quick “How To” tips on the various HAR Tools and Matrix. These are come and go sessions. Hop on at your convenience to ask your question(s) or just listen in and stay on for as long as you like.

[**CLICK HERE**](#) to sign up!

HAR Virtual Labs

TUESDAY & THURSDAY
10 a.m. - 12 p.m.

2nd Wednesday (Each Month)
6 - 8 p.m.

How-To • Tips • Q & A

#HARVirtualLabs



NAR Code of Ethics: TREC Legal II No Longer Qualifies!

The TREC Legal II course required to renew your license no longer satisfies the NAR requirement for REALTOR® Code of Ethics training.

*If your agents took TREC Legal Update II in 2019, you have fulfilled the COE requirement for the current cycle.

*If your agents took TREC Legal Update II anytime after 2019, you will need to complete an NAR approved COE training before December 31, 2021 (if you haven't already done so).

Register for an upcoming Code of Ethics training [here](#).

Questions? Please email education@har.com