

In This Week's "The EDGE"

- Spread the Word About Wire Fraud
- Houston Market Movements
- An October to Remember
- Don't Miss Your Launch Window

"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.

Brought to you by the HAR Communications Department.

Spread the Word About Wire Fraud

HAR has been warning members for the past couple of weeks about an uptick in wire fraud cases. We have also been proactively speaking to the media about this problem in an effort to advise real estate consumers. Here is some of the most recent coverage:



[Houston Realtors Warn about Homebuyers Wire Fraud](#)

KUHF News 88.7 / Houston Public Media



[Thieves using 'spear phishing' to steal money from homeowners](#)
KPRC-TV / Local 2



[Realtors: Beware of cyber scams targeting home buyers](#)
Houston Chronicle

Be sure to acquaint yourself with valuable steps to take to protect yourself and your clients from wire fraud by reading the information we have posted on [HAR Connect](#).

Houston Market Movements

The kids are back in school, harvest festivals and fall equinox parties are underway, and residential real estate markets are entering a new season with strong fundamentals and healthy levels of activity. While it is sensible to monitor reputable news sources that report on housing with respectable statistics to back claims, it is also important to stay grounded in the reality that we continue to enjoy a prosperous time in real estate.

In the Houston region, for the week ending September 16:

- New Listings increased 1.3% to 2,506
- Pending Sales increased 17.5% to 1,929
- Closed Sales decreased 26.7% to 1,531

Historical New Listing Activity





An October to Remember

Don't Miss These Exciting HAR Events



Don't miss out! On **Thursday, October 4**, HAR salutes the 20 Under 40 *Rising Stars in Real Estate* at Bayou City Event Center.

For more information and to register, please click [HERE](#).



Have YOU registered to attend *HAR Engage*? Houston's premiere real estate and technology conference, *HAR Engage* takes place on **Wednesday, October 24** at the Norris Conference Center at CityCentre.

For a complete list of speakers and topics – and to register – please click [HERE](#).

Don't Miss Your Launch Window

HAR REALTOR® Launch: Your Path to Success

HAR announces a new initiative to assist REALTORS® in their career path to success! “HAR REALTOR® Launch: Your Path to Success” is a five-day class. This intensive course will provide insights into how to handle your transaction from contracts to closing. The program include tools such as Prospecting - How to Create Business - Buyers and Seller's Expectations - Understanding Your Role before, during and after the transaction - Insight in the ancillary roles by subject matter experts such as appraisers, inspectors, lenders, title companies, home warranty reps and much more. You will receive hands-on, interactive experience to help you with your business before you even have business.



Dates: October 1, 2, 8, 9 and 10

Location: HAR Central

Time: 8:30 a.m. to 5 p.m. (Days 1-4); 8:30 a.m. to 2 p.m. (Day 5)

Investment: \$199

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6