The Edge

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

THIS WEEK

- Houston Home Sales Stage a September Surge
- Keeping It Legal
- In-Person Early Voting Starts Tuesday
- 2020 Virtual Engage Video REPLAY
- Answer the Call to Serve
- Tell HAR How You Are Doing for a Chance to Win
- Step Up!

"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**.

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Houston Home Sales Stage a September Surge

HAR will release **September 2020** MLS statistics this Wednesday. Here is an advance look at highlights of the latest **Market Update**:

- Single-family home sales enjoyed a fourth consecutive month of gains, surging nearly 30 percent year-over-year with 9,101 units sold.
- The single-family home median price climbed 8.3 percent to $265,000 while the average price rose 10.1 percent to $329,801. Both figures are record highs for a September.

You'll find the complete September 2020 Market Update in the HAR Online Newsroom.

- Homes priced at $750,000 and above registered the greatest sales volume, leaping 81.5 percent compared to September 2019.
- Strong sales combined with a continued decline in new listings drained inventory to a 2.5-months supply – the lowest level since December 2014.
- Townhome and condominium sales jumped 21.3 percent.
- Houston's lease property market had a lackluster September. Leases of single-family homes fell 3.9 percent year-over-year while leases of townhomes and condominiums were flat.

Keeping It Legal

HAR Legal Counsel Grant Harpold returns to the ***HAR On the Move*** podcast this week with updated and valuable legal information that affects every HAR member. Among the topics he addresses are COVID-19, Fair Housing, Flooding, the Sellers Disclosure Notice, the Coming Soon policy and much more.

Each Wednesday, the ***HAR on the Move*** podcast 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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In-Person Early Voting Starts Tuesday

October 13 – First Day of Early Voting by Personal Appearance

October 23 – Last Day to Apply for a Ballot by Mail (received not postmarked)

October 30 – Last Day of Early Voting by Personal Appearance

November 3 – Election Day

Resources: Harris County, Fort Bend County, Montgomery County & Brazoria County. Also check out www.TexasREALTORSsupport.com

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2020 Virtual Engage Video REPLAY

HAR's 2020 Virtual Engage was a huge success! Many of you asked about recordings of the sessions—some wanted to watch again, while others missed sessions the first time. We are happy to make recordings of each of the sessions available to you. These videos are organized by day. CLICK HERE and then click on the graphic for the day. You will be able to scroll through to find the video(s) you want to watch.

Thank you again, and we hope you will join us for HAR Engage next fall.

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Answer the Call to Serve

HAR is looking for leaders! Are you ready to step up and get involved with YOUR Association?

Submit your application to join one of our many advisory groups today.

www.har.com/getinvolved

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Tell HAR How You Are Doing for a Chance to Win

It's not too late to share your story of *Stress and Triumph During the Pandemic*. Write 500 words or less OR make a one-minute video for a chance to win a $100 gift card! It's all part of the HAR Young Professionals Network's (YPN's) ***How Are You Doing*** campaign. Read more about this initiative and how to submit your story HERE.

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October 21, 2020

10 a.m. to 1 p.m.