



# The Edge

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

**THIS WEEK**



- Take a FRESH Look at Houston Housing
- Get Involved with Your Association
- HAR's *ShowingSmart* is Now in Beta Testing
- HAR Virtual Labs are Here for You
- Important NAR Code of Ethics Update

“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.*

## Take a FRESH Look at Houston Housing

Check out HAR's **September 2021 FRESH (First Real Estate Snapshot of Houston)!**

- Houston remains a seller's market with only a slight bump in new listings and continued depletion of active listings.
- **New Listings** registered a fractional 0.4 percent increase when compared to September of 2020.
- **Active Listings** fell 17.2 percent versus September of last year, as sales volume continued to outpace the entry of new listings to the marketplace.
- **Average List Price** for homes across greater Houston rose 12.1 percent year-over-year to \$379,927. That is well below the record of \$399,510 reached in June of 2021.
- HAR's complete **September Market Update** will be released next **Wednesday, October 13**.
- As always, HAR will provide you with updated coverage in *The EDGE*.







## Get Involved with Your Association

Thinking about how you could really make a difference with your association? HAR invites you to **get involved** and have a say! Your thoughts and voice matter to us and there are plenty of ways to play a role in the organization. With that in mind, we welcome **HAR Board Member Nicole Lopez** to this week's *HAR on the Move* podcast. Nicole explains how getting involved with HAR advisory groups changed the game for her business, and she discusses what it can do for YOU.

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

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## HAR's *ShowingSmart* is Now in Beta Testing



Now in BETA Testing!

# Showing Smart

Sign Up for  
**ShowingSmart**  
Today!



*ShowingSmart* is the staffed showing service that has been developed by HAR's in-house Technology Team as a program for members. It has been developed with significant input from members to make it the most valuable showing service in the market. It's the smart way to schedule showings.

*Have questions about HAR's ShowingSmart?  
Get answers [HERE](#).*



## HAR Virtual Labs are Here for You

Have you participated in an **HAR Virtual Lab**? It's not too late! 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** for answers to your questions or quick "How To" tips on the various HAR Tools and Matrix. 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



## Important NAR Code of Ethics Update: 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, they must complete NAR-approved COE training **before December 31, 2021** (if they haven't already done so).

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

Questions? Please email [education@har.com](mailto:education@har.com)