



# The Edge

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

**THIS WEEK**



- Houston No. 1 in U.S. for single-family permit filings, National Association of Home Builders reports
- Real Estate Scams and How to Avoid Them
- Celebrate the 20 Under 40 Rising Stars in Real Estate
- Seniors Real Estate Specialist

“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.*

## Houston No. 1 in U.S. for single-family permit filings, National Association of Home Builders reports

- Homebuilders in greater Houston have filed for more single-family home permits over the past decade than those in any other metropolitan area in the country.
- A report released by the Washington, D.C.-based National Association of Home Builders found that homebuilders in the Houston-The Woodlands- Sugar Land area filed for 363,067 permits between 2011 and 2021. That's about 71,000 more than the No. 2 metro area, Dallas-Fort Worth-Arlington, which saw 292,219 permit filings over the same period. The median price of a newly built home sold in August was 20 percent higher than August of 2020, according to the U.S. Census. While some of that is the mix of homes selling — more on the high end of the market — it also reflects builder increases.
- U.S. Census data released this year show that Harris County has grown by 15.6% since 2010. More than 4.7 million people now live in Harris County, up from about 4 million 10 years ago. Houston's population growth was second only to Phoenix among the top 10 largest metro areas in the country.
- You may read more of this *Houston Business Journal* story [HERE](#).



## Real Estate Scams and How to Avoid Them

**HAR Chair-Elect Jennifer Wauhob** joins us on the *HAR on the Move* podcast to discuss trending real estate scams that are affecting REALTORS® and consumers alike. She offers tips on how to avoid them and what to do if you fall victim to one.

**Don't miss this (our 150<sup>th</sup>) episode!**

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

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## RISING STARS in Real Estate Awards

EXCELLENCE IN SALES, LEADERSHIP & COMMUNITY SERVICE



### LIVESTREAMING AWARDS CELEBRATION NOVEMBER 3, 2021 • 2 P.M.

Join your friends, family and colleagues for this highly engaging virtual event celebrating your special person as they walk the virtual red carpet to accept HAR's most prestigious young REALTOR® Award.

Post your congratulations on our LIVE SOCIAL MEDIA WALL... attend a 'Watch Party' or start one of your own. Registration is Free but required in advance. Suggested donation of \$25 to REALTOR® Relief Fund.

Register



## Seniors Real Estate Specialist

This 2-day course looks at key differences in housing options, from age-restricted communities to age-in-place design to assisted living; applications of the Housing for Older Persons Act (HOPA); the ins and outs of reverse mortgages; the use of pensions, 401k accounts, and IRAs in real estate transactions; and developing a team of senior specialists, including estate planners, reverse mortgages lenders, clutter and staging specialists, and more. *(TREC Provider #0001)*

**Date:** November 3<sup>rd</sup> & 4<sup>th</sup>

**Location:** LIVE Online

**Time:** 8:30 a.m. to 5 p.m.

**Investment:** \$189 (Use code FALL2021 for \$20 off)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6