



# The Edge

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

**THIS WEEK**



- Houston's Frenetic Pace of Home Sales Eases in October
- Houston Real Estate: Boom or Bust?
- HAR Officially Launches *ShowingSmart*
- Claim Your Place on the HAR Leadership Team
- Save the Date for HAR's 2022 REALTOR® Celebration
- Complete Your Required NAR Code of Ethics Training

"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's Frenetic Pace of Home Sales Eases in October

HAR released **October 2021** MLS statistics last week. Here is a look at some of the key takeaways from the latest **HAR Market Update**:

- Buyers weary of limited housing inventory stepped back, making October the second month of 2021 to experience a decline in home sales. The first was July.
- Single-family home sales fell 5.2 percent. However, on a year-to-date basis, sales are running 12.9 percent ahead of last year's record pace.
- The single-family average price rose 13.1 percent to \$377,631 and the median price climbed 14.7 percent to \$305,000. Both are record prices for an October in Houston;



- Inventory fell from a 2.3-months supply to 1.8 months which, while down, is the highest level of 2021.
- Townhome and condominium sales increased 7.6 percent with the average price up 12.6 percent to \$247,846 and the median price up 23.0 percent to \$219,000;
- Leases of single-family homes fell 3.4 percent while townhome and condominium leases dipped 1.3 percent.

*Look for the complete **October 2021 Market Update** in the [HAR Online Newsroom](#).*

## Houston Real Estate: Boom or Bust?

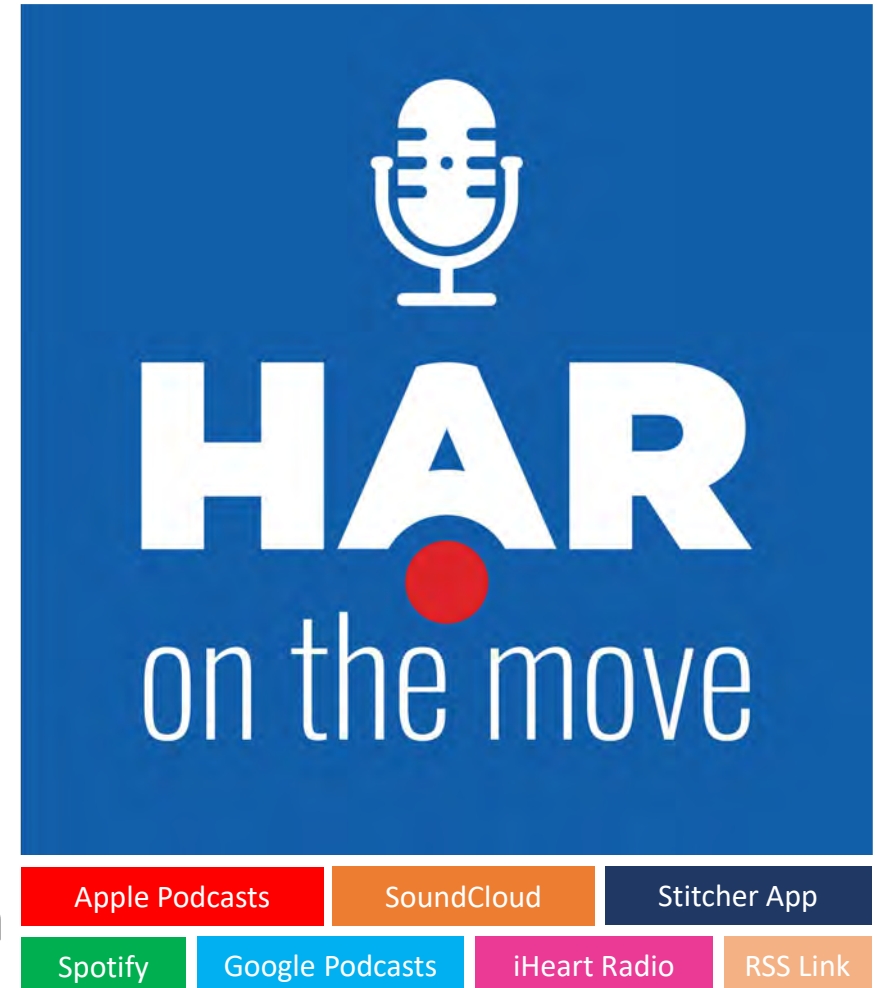
Wondering what some of the local trends look like within the home construction market, apartments, industrial real estate and retail? This week, the *HAR on the Move* podcast welcomes back **Lawrence Dean, Houston Regional Director for Zonda**, to provide a comprehensive market update. Lawrence also shares price points and identifies areas that are currently thriving. He also gives us his thoughts on the future of the Houston real estate market.

**Don't miss this episode!**

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

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## HAR Officially Launches *ShowingSmart*



# Showing Smart is **HERE!**



GET STARTED  
**TODAY!**

Click **HERE**

After more than six months of development, HAR has launched *ShowingSmart*, an enhanced tool to streamline scheduling and management of property showings, whether agents are in the office, on the road or at home!

Learn more about this new service at  
[www.showingsmart.com](http://www.showingsmart.com).



## Claim Your Place on the HAR Leadership Team

# CALL *for* LEADERS in 2022



**2022 HAR LEADERSHIP OPPORTUNITIES**

**Apply now!**

***The deadline is  
next Tuesday,  
November 23!***

Volunteer for one of the many HAR advisory groups.  
**SIGN UP ONLINE TODAY!** | [www.har.com/getinvolved](http://www.har.com/getinvolved)



## Save the Date for HAR's 2022 REALTOR® Celebration



Wednesday, Dec. 15

Houston Country Club  
1 Potomac Dr., Houston, TX

Dress Attire: Coat & Tie Required

**5:30 p.m.**

Reception with hors d'oeuvres and beverages

**6:30 p.m.**

Installation of 2022 HAR Chair Jennifer Wauhob, the 2022 Board of Directors and two industry Awards

**After the Installation**

The fun continues: Mix and Mingle with HAR's new leadership and enjoy a light buffet

### THE 2022 HAR EXECUTIVE COMMITTEE



Jennifer Wauhob  
2022 HAR CHAIR

Cathy Treviño  
CHAIR-ELECT

Thomas Mouton  
VICE CHAIRMAN

Shae Cottar  
VICE CHAIRMAN

Theresa Hill  
SECRETARY/TREASURER

Richard Miranda  
IMMEDIATE PAST CHAIRMAN

You must be vaccinated for COVID-19 to attend this event. Further, you must wear a mask over your nose and mouth while in attendance except while actively eating or drinking.

For Sponsorship Opportunities, please contact [SpecialEvents@har.com](mailto:SpecialEvents@har.com)



## Complete Your Required NAR Code of Ethics Training

### TREC Legal II No Longer Qualifies

**DON'T FORGET!**

The NAR Code of Ethics training deadline is **DECEMBER 31**

Check your status and find out how to meet the requirement at [www.har.com/codeofethics](http://www.har.com/codeofethics)

HAR.com logo and a megaphone icon are also present in the banner.

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

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