



# The Edge

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

**THIS WEEK**



- Houston Housing Defies the Second Year of a Pandemic to Set New Records
- Houston Real Estate: Then and Now
- Common Rental Mistakes and How to Avoid Them
- HAR TREPAC Presents Party Gras
- Take Your Place as a Real Estate Leader
- Become a Negotiation Pro

“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 Housing Defies the Second Year of a Pandemic to Set New Records

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

- The second year of a global pandemic, dwindling inventory, rising home prices and supply chain problems could not prevent the Houston real estate market from turning 2021 into a record year.
- Single-family home sales for the year rose 10.3 percent to 106,220. Sales of all property types increased 13.3 percent, driving total dollar volume up 28.2 percent to a record-setting \$40 billion.
- The median price of a single-family home established a new historic high of \$319,000. The average price reached the second highest level of all time – \$392,449.



- Inventory fell from a 1.8-months supply to 1.4 months in December.
- Townhome and condominium sales saw 12 steady months of gains in 2021 with December volume up 21.5 percent. The average price climbed 13.8 percent to \$258,138 and the median price soared 20.9 percent to \$220,000;
- December leases of single-family homes rose 5.9 percent while townhome and condominium leases fell 23.0 percent.

**Look for the complete *December/Full-Year 2021 Market Update* in the [HAR Online Newsroom](#).**



## Houston Real Estate: Then and Now



## Common Rental Mistakes and How to Avoid Them

With inventory at its lowest level in history, would-be homebuyers are increasingly turning to rental properties. That means it's more important than ever for members to be on top of their rental game. The *HAR On the Move* podcast welcomes **HAR Risk Management Advisory Chair Cherin Cox** to discuss solutions to the most common mistakes REALTORS® make when listing rental properties and representing rental clients.

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

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**HAR TREPAC PRESENTS:**

# PARTY GRAS

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## Take Your Place as a Real Estate Leader



# TRLP is Back for 2022!

Are you ready to become a real estate leader? Participate in the **2022 Texas REALTORS® Leadership Program (TRLP)** today!

Learn more about the program and apply at [trlp.har.com](http://trlp.har.com).



Applications are Now Available. • APPLY TODAY! • [www.trlp.har.com](http://www.trlp.har.com)



## Become a Negotiation Pro

### Real Estate Negotiation Expert Certification

This two-day interactive experience will help negotiators elevate their game. The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client.

**Dates:** Monday & Tuesday, February 7 & 8

**Location:** Live Online

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

**Investment:** \$199

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6