



# The Edge

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

**THIS WEEK**



- Take a FRESH Look at Houston Housing
- The Future of Houston
- HAR Virtual Labs are Back
- Shine as a Real Estate Leader
- Don't Miss Party Gras
- Put Remote Training to Work for You

“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 **January 2022 FRESH (First Real Estate Snapshot of Houston)!**

- The first month of 2022 delivered a mixed bag of readings.
- **New Listings** were statistically flat for the month, coming on the heels of the traditionally quiet holiday season. This continues to contribute to record low inventory.
- **Active Listings** fell 19.5 percent year-over-year, reflecting the unyielding pace of homebuying that took place throughout 2021.
- **Average List Price** for homes across greater Houston rose 15.6 percent to \$385,994, but fell short of the record high of nearly \$400,000 reached just a month earlier.
- HAR's complete **January 2021 Market Update** will be released this Wednesday, February 9.
- As always, HAR will provide you with updated coverage in *The EDGE*.





## The Future of Houston

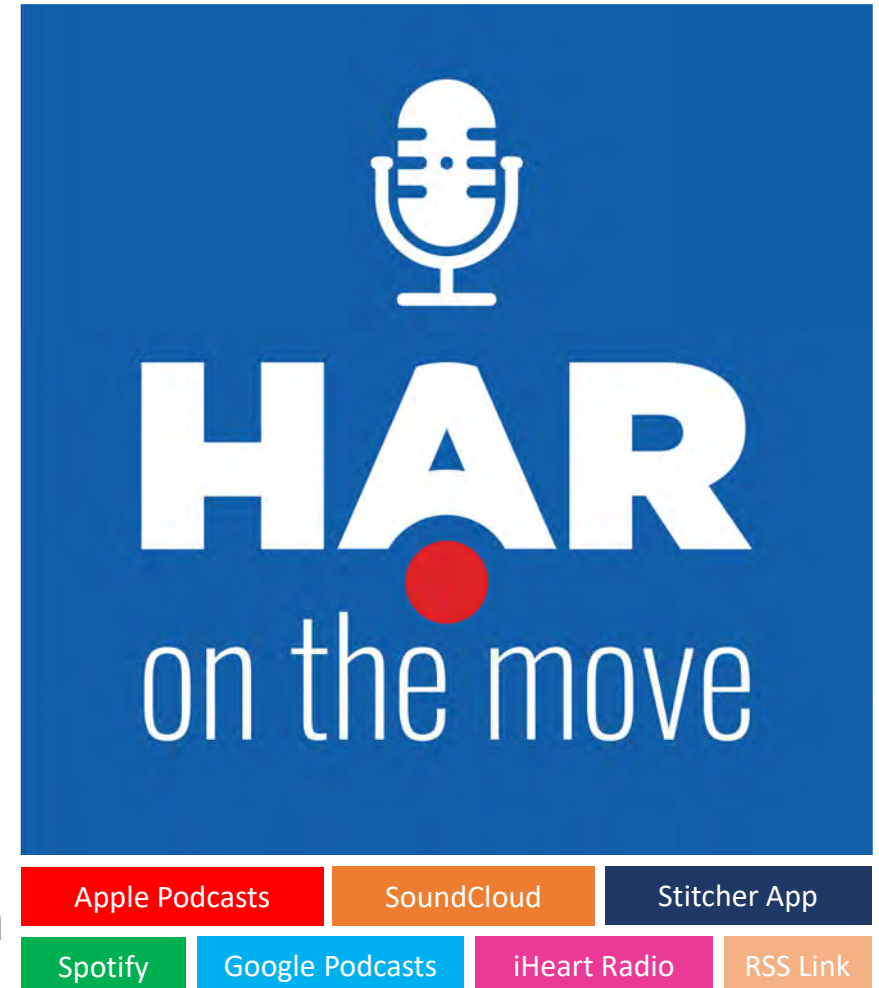
Houston is growing and changing at a rapid pace. To give us a glimpse into the future, **Dr. Stephen Klineberg, Founding Director of the Rice University Kinder Institute for Urban Research**, joins us on the *HAR On the Move* podcast. He will share how Houston has changed, where it's headed, and what challenges lie ahead.

Don't miss this informative episode!

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

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## HAR's Virtual Labs Are Back

# HAR *Virtual Labs*



**WEDNESDAY & FRIDAY**  
10 a.m. - 12 p.m.

How-To • Tips • Q & A

Learn more at:  
[www.har.com/labs](http://www.har.com/labs)

#HARVirtualLabs







## Shine as a Real Estate Leader



TEXAS REALTORS®  
LEADERSHIP PROGRAM

# TRLP is Back for 2022!



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

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

**APPLY NOW!**  
**The deadline is**  
**Friday, March 18, 2022.**



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



**HAR TREPAC PRESENTS:**

# PARTY GRAS



**For a \$110 Investment, You'll Get the Traditional King Cake Package\*!**

### *Package Includes:*

- Haydel's Bakery Fresh King Cake (express delivery)
- A pack of New Orleans' Own French Market Coffee
- Haydel's King Cake History Scroll
- Specialty Mardi Gras Beads



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**Email: [TREPAC@har.com](mailto:TREPAC@har.com)**





# REMOTE TRAINING PROGRAM

Schedule a time for an instructor to come teach HAR classes to your office in person or virtually.

Email [remotetrainings@har.com](mailto:remotetrainings@har.com) for more information!