



# The Edge

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

**THIS WEEK**



- Houston Real Estate Kicks Off 2022 on Solid Footing
- Houston Happenings with Mayor Sylvester Turner
- HAR's Bob Hale to Address the T3 Sixty Organized Real Estate 200
- Take Your Place as a Real Estate Leader
- Affordable Housing Webinar
- Take Advantage of HAR's Virtual Labs

"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 Real Estate Kicks Off 2022 on Solid Footing

*HAR released January 2022 MLS statistics last week. Here is a look at some of the key takeaways from the latest **HAR Market Update**:*

- The Houston real estate market charged into the new year carrying the positive momentum from 2021 with strongest sales at the high end because there is little to no inventory available below the midrange.
- Single-family home sales rose 7.1 percent with 6,451 units sold. Sales of all property types increased 9.3 percent, driving total dollar volume up 28.1 percent to almost \$3 billion.
- Pricing reached records highs for a January with the median price up about 18 percent to \$310,000 and the average price up 16.2 percent to just under \$378,000.
- Inventory fell from a 1.7-months supply to 1.4 months in January.
- Townhome and condominium sales had the 17<sup>th</sup> straight positive month with sales up 24.7 percent. The average price rose 14.7 percent to \$241,605 and the median price jumped 18.3 percent to \$207,700;
- January leases of single-family homes climbed 7.8 percent while townhome and condominium leases increased 2.6 percent.



***Look for the complete January 2022 Market Update in the [HAR Online Newsroom](#).***





## Houston Happenings with Mayor Sylvester Turner

**Houston Mayor Sylvester Turner** shared his love for the City of Houston with us on Valentine’s Day, making his first appearance on the *HAR On the Move* podcast. In this interview, Mayor Turner provides updates on a variety of initiatives of interest to all Houstonians. These include education, housing affordability, crime prevention, flood resilience and more. Listen beginning this Wednesday!

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

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**T3 60** Organized Real Estate 200



The image shows a promotional graphic for a webinar. At the top left is a circular logo with 'T3' over '60'. To its right is the title 'Organized Real Estate 200'. Below the title are four circular headshots of the panelists. Under each headshot is the name and title of the panelist.

Name	Title
Bob Hale	President and CEO, Houston Association of REALTORS
Janet Kane	CEO, MetroTex Association of REALTORS
Nobu Hata	CEO, Denver Association of REALTORS
Clint Skutchan	SVP, T3 Sixty



**Bob Hale**

President and CEO,  
Houston Association  
of REALTORS



**Janet Kane**

CEO, MetroTex  
Association of  
REALTORS



**Nobu Hata**

CEO, Denver  
Association of  
REALTORS



**Clint Skutchan**

SVP, T3 Sixty

HAR President & CEO Bob Hale is among a panel of experts that will discuss the ranking of the largest players in organized real estate along with the shifting landscape and strategies needed to plan the future.

You are invited to register for this 60-minute webinar as T3 Sixty releases its annual **Organized Real Estate Rankings for 2022**.

**Wednesday, February 16 at 12 p.m. CT via Zoom Webinar**

**[REGISTER HERE](#)**





## Take Your Place as a Real Estate Leader



TEXAS REALTORS®  
LEADERSHIP PROGRAM

# TRLP is Back for 2022!




Are you ready to become a real estate leader? Time is running out to apply for the **2022 Texas REALTORS® Leadership Program (TRLP)**!

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)



# AFFORDABLE HOUSING



## WEBINAR

FEBRUARY 23  
12 - 1:30 p.m.

[har.com/webinars](http://har.com/webinars)

*“State of the Housing Market,  
Future Homebuyer Trends  
and Business Solutions”*







## Take Advantage of HAR Virtual Labs

# 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

