



# The Edge

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

**THIS WEEK**



- Take a FRESH Look at Houston Housing
- Bonus Episode: Legal Risk with Grant Harpold
- 2022 Primary Election Recap
- Time is Running Out to Join TRLP
- Find Success in the Second Home Market

“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

Here is HAR's February 2022 **FRESH (First Real Estate Snapshot of Houston):**

- February brought skewed readings as a result of last year's crippling Texas freeze that halted real estate activity for days.
- **New Listings** appeared to improve significantly in the year-over-year analysis, but when compared to the more normal trends of February 2020, it was down 15.7 percent.
- **Active Listings** also reflected a distorted change, but when compared to February 2020, it shows a drop of 56.5 percent.
- **Average List Price** for homes across greater Houston rose 10.6 percent to a record-setting \$400,753. This continues to stoke concerns about housing affordability in 2022.
- HAR's complete **February 2022 Market Update** will be released this Wednesday, March 9.
- As always, HAR will provide you with updated coverage in *The EDGE*.





## Bonus Episode: Legal Risk with Grant Harpold

Concerned about staying in compliance with the law in your day-to-day real estate business? Then this is your lucky week. HAR presents a bonus episode of the *HAR On the Move* podcast, welcoming back **HAR Legal Counsel Grant Harpold**, who discusses buyers' agents fails, contract blunders, love letters, fair housing and more. Don't miss this informative bonus episode!

If you would like to access Grant's slides, you may do so [HERE](#).

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

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## 2022 Primary Election Recap

The Texas Primary Election was held on Tuesday, March 1, 2022

- Republican Primary Turnout: 11.3%
- Democratic Primary Turnout: 6.15%
- Combined Primary Turnout: 17.4%



Overall, HAR Recommended Candidates had 24 wins and 2 losses in contested races.

Next on the election calendar are local elections on **May 7** followed by the Primary Runoff elections on **May 24**.

*Please direct any questions to HAR Political Affairs at (713) 629-1900 x 1287.*



## Time is Running Out to Join TRLP



TEXAS REALTORS®  
LEADERSHIP PROGRAM

# TRLP is Back for 2022!



Don't delay if you are ready to become a real estate leader!  
APPLY TODAY for the **2022 Texas REALTORS® Leadership Program (TRLP)**!

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

***The deadline is Friday, March 18, 2022.***



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



Join us for this webinar

**Wednesday, April 6**  
**12-1:30 p.m.**

## How to Generate Income in a Second Home Market Without Living In One

### PANELISTS



**Kenya Burrell**  
*Agent Education,*  
Pacaso  
**MODERATOR**



**Ed Eakin**  
*Broker/Owner,*  
Eakin Group



**Lily Jang**  
*Agent,*  
Keller Williams  
Memorial



**Nelly Mitford**  
*Broker/Owner,*  
Mitford Real Estate  
Group



**Shelly Scanlin**  
*Broker/Owner,*  
Styled Real Estate



**Sam Doshi**  
*Senior Manager  
of Enablement &  
Training,* Pacaso

#### WE WILL EXPLORE:

- ▶ How to position yourself to better understand and engage in the second home market
- ▶ Hear from industry subject matter experts
- ▶ Discover new and innovative ways to tap into the second home market
- ▶ Alignment with strategic partnerships
- ▶ How to tap into out of market opportunities and generate income

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