



The Edge

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

THIS WEEK



- As Houston Heats Up, The Local Housing Market Cools
- Set Yourself Up for Success
- Join Us August 12 at the Greater Northwest Bowl-a-Thon
- Time is Running Out for YPN *20 Under 40* Nominations
- Learn About Lease Purchase Programs in the Latest Affordable Housing Webinar

“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.

As Houston Heats Up, The Local Housing Market Cools

*HAR released June 2022 MLS statistics last week. Here are key takeaways from the latest **HAR Market Update** in case you missed it:*

- Houston's sizzling housing market began a long-anticipated cooldown in June with home sales down 8.6 percent – the third straight monthly decline – as would-be homebuyers grew weary of record prices, rising interest rates and depleted inventory.
- Sales of all property types combined fell 9.1 percent and total dollar volume was \$4.9 billion, up 1.6 percent from June 2021.
- The average price of a single-family home rose 11 percent to \$436,425 while the median price jumped 13.2 percent to a new record high of \$355,000.



- Months of inventory climbed to a 2.0-months supply, the highest level in nearly two years.
- Townhome and condominium sales saw their first decline in almost two years, down 15.3 percent year-over-year. The average price increased 4.7 percent to \$259,557 and the median price rose 2.7 percent to \$220,000.

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



Set Yourself Up for Success

A fast-paced and unpredictable market, rising interest rates and overall economic concerns. All these factors pose challenges as REALTORS® decide where to focus their attention. This week on the *HAR On the Move* podcast, we'll hear what every REALTOR® can do NOW to succeed with **HAR Strategic Architect Jeremy Conaway** and **HAR Consultant Jim Sherry**.

Do not 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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Join Us August 12 at the Greater NW Bowl-a-Thon



HAR & TREPAC present:

the Greater Northwest

BOWL-A-THON #2



For More Information visit:
www.har.com/gnwbowlathon

AUG 12
12 - 4 p.m.

AMF Willow Lanes
19102 Hwy. 249 North,
Houston, TX 77070

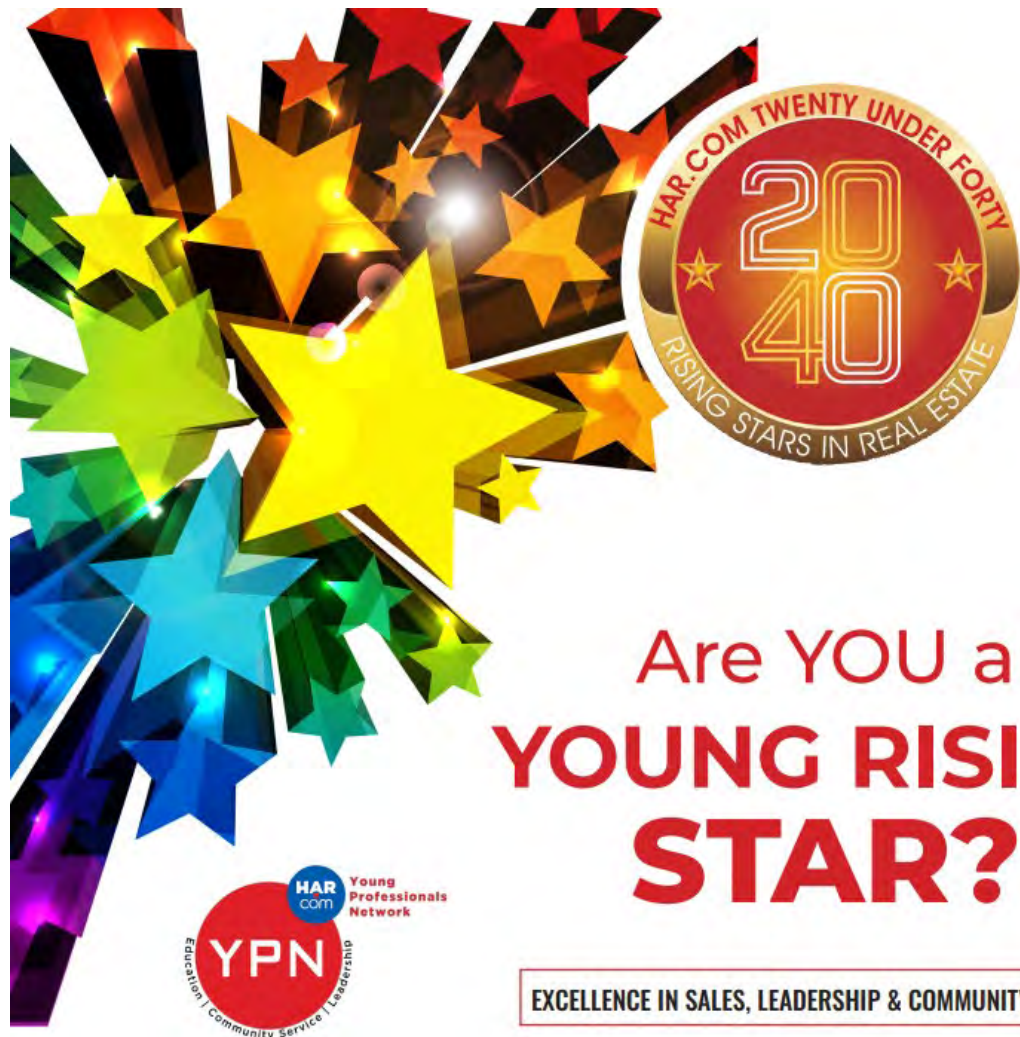
Come out for networking and great fun.

Sign your team up today!

Side Lane passes are also available.



Time is Running Out for YPN 20 Under 40 Nominations



Are YOU a
**YOUNG RISING
STAR?**

EXCELLENCE IN SALES, LEADERSHIP & COMMUNITY SERVICE

*2022 marks the 12th Annual
YPN 20 under 40 Rising Stars
in Real Estate Awards!*

- This prestigious honor is presented to 20 HAR members 40 years of age or younger who have demonstrated excellence in the areas of sales, leadership and community involvement.
- To apply, view the qualifications and FAQs, [CLICK HERE](#).
- **The deadline to apply is Aug. 1, 2022.**
- You may only receive this honor once.

Save the Date!

NOVEMBER 3, 2022

3 - 5 P.M. • Bayou City Event Center



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AFFORDABLE HOUSING



WEBINARS

AUGUST 17
12 - 1:30 p.m.

LEASE PURCHASE PROGRAMS

har.com/webinars