



The Edge

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

THIS WEEK



- Houston Housing Gets Another Tap on the Brakes in July
- Embrace Diversity in Real Estate
- Upcoming TREPAC Events
- Think Globally, Work Locally
- Redefining Risk for Today's Brokerages

“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 Gets Another Tap on the Brakes in July

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

- The frenetic pace of home sales that dominated the Houston housing market throughout most of the pandemic continues to ease. Home sales experienced their fourth consecutive monthly decline in July, while new listings buoyed inventory to the highest level in two years.
- Single-family home sales dropped 17.1 percent while sales of all property types combined fell 17.4 percent; total dollar volume was \$4.1 billion, down 9.0 percent from July 2021.
- The average price of a single-family home rose 9.9 percent to \$426,494 while the median price jumped 12.7 percent to \$348,740. These prices reflect some leveling off after record-setters earlier this year.
- Months of inventory climbed to a 2.5-months supply, the highest level in two years.
- Townhome and condominium sales saw their second consecutive monthly decline, down 21.5 percent year-over-year. The average price increased 5.0 percent to \$257,834 and the median price rose 9.7 percent to \$220,000.



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

Embrace Diversity in Real Estate

Once again, diversity in real estate takes center stage on the *HAR On the Move* podcast. Tune in as **June Phan with AAREA Houston, Francisco Cortez with NAHREP Houston and Marla Lewis with HBREA** share the impressive work their organizations do to educate and empower consumers, and to improve the real estate industry as a whole.

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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Think Globally, Work Locally

Certified International Property Specialist (CIPS)

In this CIPS course, you will learn the critical aspects of international real estate transactions, including:

- Globalization of economics
- International capital flow
- Marketing & business planning strategies
- Roles and expectations in international transactions

This five-day training program will cover: Local Markets, Transaction Tools, The Americas, Europe and Asia/Pacific International Real Estate.



Dates: September 28, 29, 30, October 3 & 4

Location: Online

Time: 8:30 a.m. to 5 p.m. each day

Investment: \$499

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6



MANAGEMENT CENTRAL Presents:

REDEFINING RISK *for* TODAY'S BROKERAGES:

RISK **REGULATION** **CHANGE**

TOPICS...

- Cyber Security: Protecting Brokerages and their Clients
- Impact of Litigation & Regulation
- Understanding the Shift to Rentals
- How Climate Change Affects Affordability

Date: Wednesday, September 28

Location: Houston Country Club

Time: 8:30 a.m. to 12 p.m.

Register [HERE](#) today!

Email rita@har.com with any questions!