



The Edge

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

THIS WEEK



- A FRESH Look at Houston Housing
- Always Play it Safe
- Rock and Roll at ENGAGE
- Celebrate Our Rising Stars
- What's the Scoop on Housing?

“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.

A FRESH Look at Houston Housing

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



- The arrows are all pointing upward for September as the Houston housing market returns to a more seasonal pace.
- **New Listings** ended two months of declines with a 5.6 percent increase, helping resupply inventory.
- **Active Listings**, or the number of available properties, jumped 48.3 percent year-over-year.
- **Average List Price (ALP)** for homes across greater Houston rose 12.6 percent to almost \$428,000 – well below May's record-setting ALP of \$441,303.
- HAR's comprehensive **September 2022 Market Update** will be released next **Wednesday, October 12**.
- As always, HAR will provide you with updated coverage in *The EDGE*.

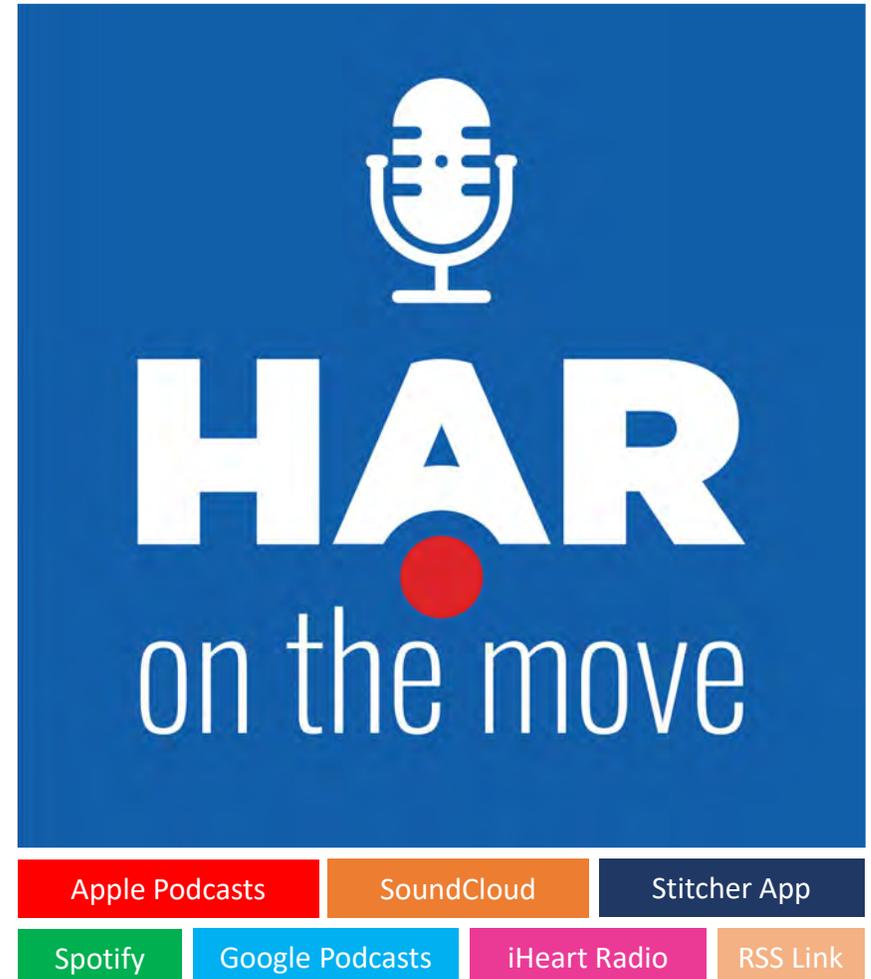
Play it Safe with Crime Prevention Measures

REALTOR® Safety Month may be over, but that doesn't mean we can let our collective guard down. The real estate business comes with considerable safety risks throughout the year. With that in mind, we welcome **Harris County Sheriff Ed Gonzalez** to this week's edition of the *HAR On the Move* podcast. Sheriff Gonzalez discusses REALTOR® safety, crime prevention and initiatives REALTORS® in our region should always embrace. 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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Rock and Roll at ENGAGE



HAR.com

It's back!
In-person

**2022
ENGAGE
CONFERENCE**

Friday,
Oct. 14, 2022
Norris Conference Center

World Class Speakers | Technology | Real Estate Trends | Industry Leaders | and much more

**11
DAYS
TO GO**



Mark Schaefer
Keynote Speaker

**Boxed In?
Step Out. Stand Out.
Become KNOWN.**

Register TODAY!

HAR.COM/ENGAGE

Marketing guru Mark Schaefer will ROCK your world and ROLL it upside down. If you are still marketing the way you did two years ago, you are way behind!

Register to attend the **2022 HAR ENGAGE Conference** and learn from Mark in two fabulous keynote presentations.

www.HAR.com/ENGAGE



Celebrate Our Rising Stars



2022 HAR YPN **RISING STARS** in Real Estate

EXCELLENCE IN SALES, LEADERSHIP & COMMUNITY SERVICE

NOVEMBER 3, 2022 | 3 - 5 P.M.

Bayou City Event Center | 9401 Knight Road
\$450 Table of 10 | Individual Tickets \$40

*Tickets are on **Sale Now!***

Purchase Tickets: www.har.com/go/ypnevents

QUESTIONS?

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PRESENTS

HAR Housing Symposium

OCTOBER 27
9:30 a.m. - 2:30 p.m.

Hyatt Regency
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