



The Edge

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

THIS WEEK



- Key Signals of a Volatile Housing Market
- Avoid Real Estate Scams
- Early Voting Has Begun
- YPN Rising Stars Tickets are Going Quickly
- Picture Yourself as an HAR Leader
- Get Luxe Certified

“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.

Key Signals of a Volatile Housing Market

After writing in May about the warning signs of a housing market slowdown, **HousingWire** reporter Mike Simonsen now shares his thoughts about what to look for in volatile market conditions.

- We've seen the biggest spike in mortgage rates in decades, and all the signs of a slowdown are here: Inventory is rising. The price of new listings is dropping. More homes are taking price reductions. And, there are fewer immediate sales. The big question is: how long will the market contraction last and when should we expect things to heat back up?
- Home buyers got spooked when mortgage rates passed 5.5%. When imagining the possible outcomes for the 2023 market, it looks like that 5.5% threshold may be very important. We could see demand return the next time mortgage rates drop.
- We've been expecting inventory to grow through the middle of October, but if remain on the sidelines, inventory could continue to grow into late October or even November, which would be very unusual. A bearish signal will be lit for home prices in the future.
- We still have a significant shortage of homes available. There's no tsunami of listings coming to the market. While home prices are dropping in many areas, this restricted inventory may help prevent a crash.
- Read Mike's complete **HousingWire** analysis and forecast [ONLINE HERE](#).



Avoid Real Estate Scams

Real estate scams abound and chances are if you haven't been stung by one, you or your clients will – IF you're not cautious! HAR has noted an uptick in scam-related complaints in recent months, so we felt it was important to make members aware of this troubling trend and point out the best ways to detect a scam and steer clear of it. To do that, we welcome **HAR Vice Chair Shae Cottar** to this week's *HAR On the Move* podcast.

Do not miss this informative episode!

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

Listen anywhere, anytime!

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



The graphic features a white microphone icon at the top center. Below it, the word "HAR" is written in large, bold, white capital letters. A red circle is positioned below the letter "A". Underneath "HAR", the words "on the move" are written in a smaller, white, lowercase sans-serif font. At the bottom of the graphic, there are seven colored rectangular buttons for podcast distribution: Apple Podcasts (red), SoundCloud (orange), Stitcher App (dark blue), Spotify (green), Google Podcasts (light blue), iHeart Radio (pink), and RSS Link (light orange).

Apple Podcasts

SoundCloud

Stitcher App

Spotify

Google Podcasts

iHeart Radio

RSS Link



Early Voting Has Begun

Important Upcoming Election Dates

Early Voting Begins: October 24

Early Voting Ends: November 4

Election Day: November 8

Click [here](#) to see the HAR Recommended Candidate List

For more election information visit...

[Harris County](#)

[Fort Bend County](#)

[Montgomery County](#)

[Galveston County](#)

[Brazoria County](#)

Questions? Contact grant.trammell@har.com or 713.629.1900 ext. 1287



YPN Rising Stars Tickets are Going Quickly; Don't Miss Out



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

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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?

Contact Rozlynn Crew at roz@har.com
or 713.629.1900 ext. 1222





Picture Yourself as an HAR Leader in 2023



CALL *for* LEADERS

Get Involved in 2023

Volunteer for one of the many
HAR advisory groups.





Get Luxe Certified



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