



The Edge

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

THIS WEEK



- Give the Gift of Life This Tuesday
- Houston Rentals Draw Strong Interest in January
- Matrix MLS Tools We Love
- Get On the Bus
- Be a TREPAC All-Star
- HAR Offers an Intensive Business Management Course

“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.



Give the Gift of Life This Tuesday

2023 GIVE BLOOD DRIVE

HAR CENTRAL
Tuesday, Feb.21
9 - 3 p.m.

Donor Coach

Gulf Coast Regional Blood Center will be thanking donors who give blood with a special pullover.

Scan the QR code to schedule your appointment today!



SPONSOR CODE: HAR1
=GIVEBLOOD

Questions? Contact Miranda.Garcia@har.com or Roz@har.com



MAKE TIME

to save lives



Houston Rentals Draw Strong Interest in January

HAR released January 2023 rental data last week.

Here are key takeaways from the report:

- Consumers kept the single-family segment of the rental market buzzing in the first month of 2023.
- January single-family home rentals rose 12.2 percent year-over-year, with the average rent up 4.8 percent to \$2,167.
- A total of 2,935 leases were signed compared to 2,616 in January 2022.
- New listings of single-family rentals surged 25.2 percent, paving the way for a broader selection of housing for consumers.
- The townhome and condominium rentals market was down slightly in January. Leases of those properties fell 5.3 percent with 517 units leased compared to 546 last year.
- The average townhome/condo rent rose 4.8 percent to \$1,893. New listings shot up 17.3 percent.



Houston Association of REALTORS®

Rental Market Update JANUARY 2023

SINGLE FAMILY	TOWNHOME/CONDO
 <p>Average Lease Price \$2,167 ↑ 4.8% <small>Year-Over-Year Changes</small></p> <p>Leased Listings 2,935 ↑ 12.2% <small>Year-Over-Year Changes</small></p>	 <p>Average Lease Price \$1,893 ↑ 4.8% <small>Year-Over-Year Changes</small></p> <p>Leased Listings 517 ↓ -5.3% <small>Year-Over-Year Changes</small></p>

***Look for the complete
January 2023 Rental Market Update
in the
[HAR Online Newsroom.](#)***

Matrix MLS Tools We Love

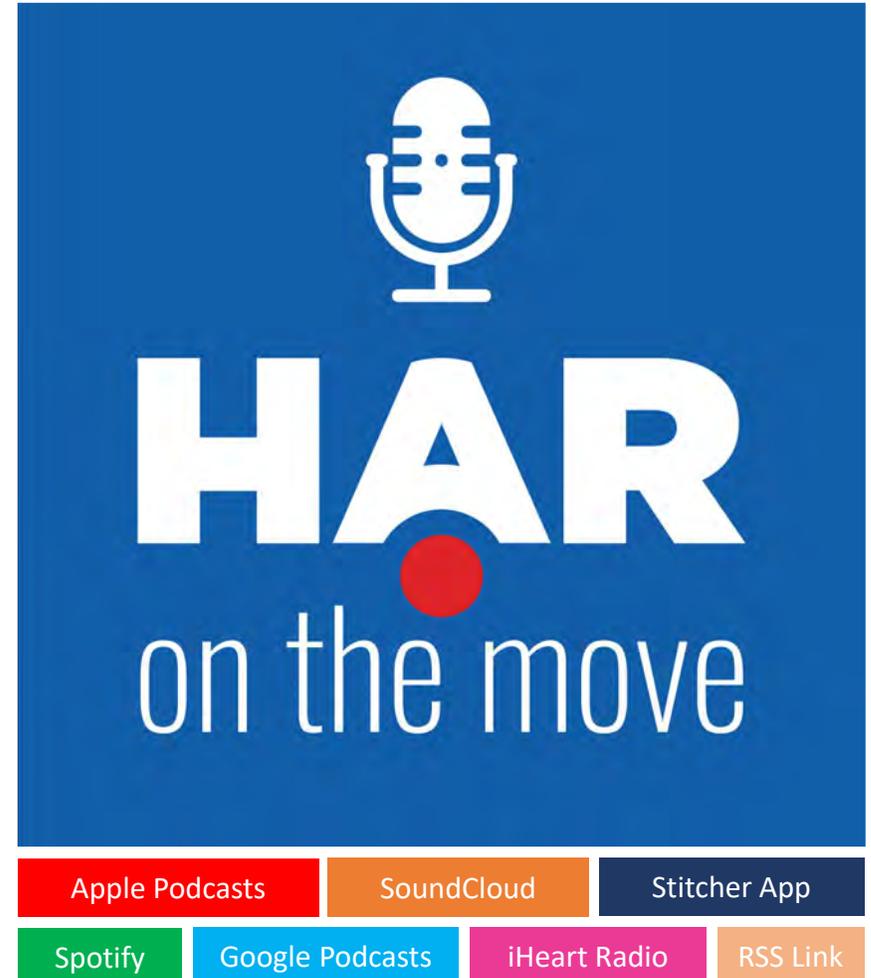
Are you up to date on the latest MLS Matrix tools? Are you aware of some recent enhancements to existing tools? If you answered NO to either of those questions, then you won't want to miss the latest edition of *HAR On the Move* as we welcome back **HAR MLS Project Manager Nathan Goble**. Nathan shares some of our favorite Matrix MLS tools that members should be using to remain successful in an evolving market.

Do not miss this informative episode!

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

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GET ON THE BUS!



WEDNESDAY
MARCH 22
2023
AUSTIN, TX

6 
DEPARTURE LOCATIONS
Throughout
Houston &
Surrounding
Areas

www.har.com/realtorday

Questions?
Email
shara@har.com

REGISTER ONLINE by March 10 www.har.com/realtorday

For information contact **Shara Persley** at shara@har.com



BE A TREPAC All-Star!!!

Sign Up Early and reserve your tickets now!



PROGRAM 2023

Complete your **Major Investor Pledge** by **March 1, 2023** and receive tickets to events and additional benefits. You can break your pledge into monthly payments.

\$1,000 - STERLING R INVESTMENT

- Tickets to two Global Series Events
- One REALTOR® Day at the Capitol Pass
- Exclusive Jacket
- One Purple Party Ticket
- Two Major Investor Appreciation Events
- Two Tickets to Regional TREPAC Events
- Thank You Gifts from HAR, TR & NAR
- Exclusive Benefits at HAR TREPAC Events
- Text Reminders for Upcoming TREPAC Events and Auctions



Reserve Your **ALL-STAR SPOT** Today!



WWW.HAR.COM/TREPAC | TREPAC@HAR.COM

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***Email
TREPAC@
HAR.com***

**Questions?
Email
shara@har.com**



"I would definitely recommend this program. It gives you an in-depth look at your own agency and it's done in a step-by-step manner."



Michelle O'Connor

"Two Words: Do It! The program offers a time-efficient, streamlined format and relevant real-world content. Take this opportunity to position your agency for success."



Chase Keller

"I think that this program is brilliant. There is so much wealth in the networking & perspective of your colleagues."



Michael Foster

SCAN TO LEARN MORE



Business Management Program

A 10-WEEK 'MINI-MBA' BUILT FOR THE CURRENT & FUTURE LEADERS OF HOUSTON'S REAL-ESTATE INDUSTRY

Social Learning & Networking

Join a cohort of the your HAR peers to share, grow, and network together.

Don't want to scan? Visit: www.goalmakers.com/har

Mini-MBA Curriculum

Master the finances, people management, & organizational leadership.

Expert-Led Live Sessions

The program blends self-paced eLearning with bi-weekly live facilitations.

Have Questions? Email Us! team@goalmakers.com