



# The Edge

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

**THIS WEEK**



- A FRESH Look at Houston Housing
- Is Spring the Make-Or-Break Moment for Housing?
- HBREA: Educating and Empowering Homebuyers
- Webinar: Luxe Series

“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

**HAR.com**

### FRESHREPORT

First Real Estate Snapshot of Houston

HAR has prepared this first-day-of-the-month snapshot of local real estate market conditions to keep the media updated in between the full monthly MLS reports. This particular report provides an accounting of single-family homes activity for the full month of **February 2023** compared to **February 2022**. Please attribute to the Houston Association of REALTORS® Multiple Listing Service (MLS).

New Listings	Active Listings	Avg. List Price
↑ 17.0%	↑ 62.5%	↑ 10.4%
9,493	20,329	\$400,001

Take a **FRESH** Look at Housing

Be on the lookout for **HAR's February 2023 Market Update**, which will be distributed next **Wednesday, March 8**. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

Here is HAR's February 2023

**FRESH (First Real Estate Snapshot of Houston):**

- The second month of the new year concluded with all three arrows pointing upward.
- **New Listings** gained momentum with 9,493 properties entered into the MLS – a year-over-year gain of 17 percent.
- **Active Listings**, or the number of available properties, jumped 62.5 percent year-over-year to 20,329.
- The **Average List Price (ALP)** for homes across greater Houston continued to moderate somewhat, rising 10.4 percent to \$400,001 – well below last May's record-setting ALP of \$441,303.
- HAR's comprehensive **February 2023 Market Update** will be released this **Wednesday, March 8**.
- As always, HAR will have updated coverage in *The EDGE*.

## Is Spring the Make-or-Break Moment for Housing?

- As we move ever closer to the start of the spring 2023 housing season, **Realtor.com** surveyed housing market experts on what the days ahead hold for buyers and sellers.
- “The spring is likely to mark a turning point,” says Robert Dietz, chief economist of the National Association of Home Builders. “You’re at the low, but you can start to see better days ahead.”
- How far ahead those better days are remains to be seen. The spring housing market is likely to be busier than the dead of winter, but real estate experts anticipate it will be slower than the wild frenzy the market experienced at the height of COVID-19 and in the more traditional, pre-pandemic years.
- “This is going to be a really bumpy road into the spring market,” says Lisa Sturtevant, chief economist of the Bright MLS, the multiple listing service covering the mid-Atlantic region. “[Mortgage] rates are incredibly important. ... But the availability of homes for sale is going to be the main constraint.”
- Read more expert opinions [ONLINE HERE](#).

## HBREA: Educating and Empowering Homebuyers

This week, **Houston Black Real Estate Association (HBREA) President Felicia Guidry** is our guest on the *HAR On the Move* podcast. Felicia discusses the remarkable work HBREA does each day to educate and empower consumers and improve the real estate industry. Tune in now to hear how and why every REALTOR® should get educated and involved!

**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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LUXE SERIES - *Webinar*

Increase Your Average  
Sales Price For 2023  
& Beyond

**March 15**  
12-1:30 p.m.

**LUXE**  
LUXURY LISTING  
SPECIALIST

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