



The Edge

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

THIS WEEK



- A FRESH Look at Houston Housing
- See Who's Running for Association Leadership
- Wanted: Rising Stars in Real Estate
- Safeguarding Your Real Estate Success
- Intro to Risk Reduction (Webinar)
- Declare Your Marketing Independence (Webinar)
- Join the Global Business Network

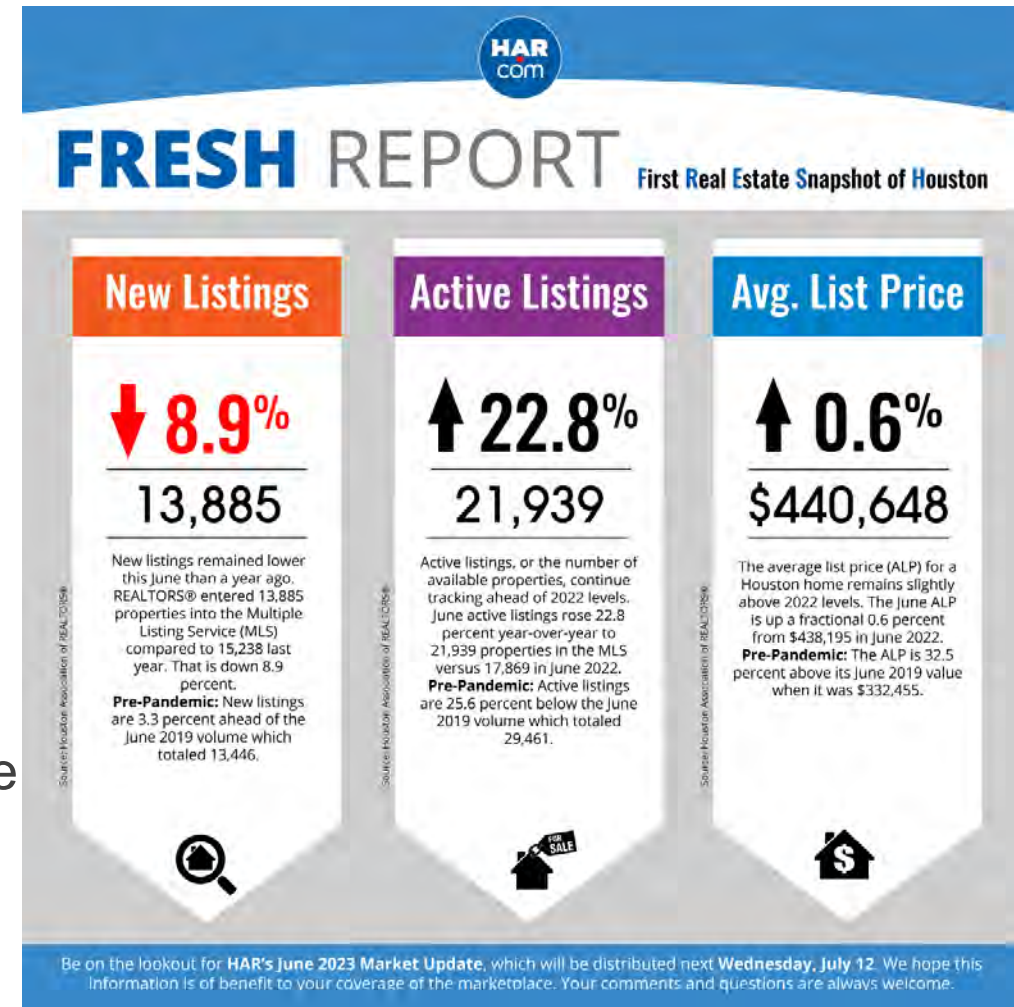
“The Edge” is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.
Produced by the HAR Communications Department.

A FRESH Look at Houston Housing

Here is HAR's June 2023

FRESH (First Real Estate Snapshot of Houston):

- The month of June delivered mixed readings on the Houston housing market.
- **New Listings** were down 8.9% with 13,885 properties entered into the MLS versus 15,238 last May.
- **Active Listings**, or the number of available properties, jumped 22.8% year-over-year to 21,939.
- **Average List Price (ALP)** for homes across Greater Houston edged up to \$440,648.
- HAR's comprehensive **June 2023 Market Update** will be released on **Wednesday, July 12**.
- As always, HAR will have updated coverage in *The EDGE*.





See Who's Running for Association Leadership



Voting will soon get underway for the 2024 HAR Board of Directors. Check out the field of candidates and get acquainted with their platforms [HERE](#).



WANTED: Rising Stars in Real Estate

13TH ANNUAL AWARDS CELEBRATION

Rising Stars in Real Estate Awards

NOVEMBER 2, 2023 | 3 - 5 P.M.
Bayou City Event Center | 9401 Knight Road

APPLY ONLINE!
Visit <https://ypn.har.com/> for FAQs.

QUESTIONS?
Email miranda.garcia@har.com or roz@har.com

HAR.COM TWENTY UNDER FORTY
RISING STARS IN REAL ESTATE

HAR.com Young Professional Network
YPN

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CMG HOME LOANS
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Johnson DEVELOPMENT

PARK STREET HOMES

RIVERWAY TITLE



THURSDAY, JULY 20

The Westin Oaks Houston - Galleria

5011 Westheimer
Houston, TX 77056

\$25 Ticket | \$150 Table for 6

SCHEDULE

Light Breakfast & Arrival	8:30 a.m.
Program	9 a.m. - 12 p.m.
Lunch & Networking	12 - 1 p.m.

Register Online: www.har.com/go/mcentral



MANAGEMENT CENTRAL Presents:

SAFEGUARDING YOUR *REAL ESTATE SUCCESS*

FRAUD

LAWSUITS

CONSEQUENCES





Intro to Risk Reduction



"Risk Busters: Level up your Real Estate Game with Business Risk Reduction Training!"

Friday, July 21
9 a.m. - 12 p.m.

Live
Virtual
Class

REGISTER ONLINE



Declare Your **MARKETING INDEPENDENCE** *in July!*

Become an **HAR Certified Strategic Marketing Specialist**

REQUIRED COURSES:

- HAR Digital Marketing Strategist (6 hours)
- Brand You! (3 hours)
- Value Propositions for Real Estate (3 hours)
- Platinum Lead Generation Tools (3 hours)
- Triple and Repeat Your Referral Business (2 hours)

Learn more: www.har.com/edu





Join the Global Business Network

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