



The Edge

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

THIS WEEK





- Honoring the Memory of George C. Stephens
- Houston Housing Moves Toward Normalcy
- HAR Releases New Affordability Data
- Meet Your 2024 HAR Board
- It's Time to be Hurricane-Ready
- An Alternate Path to Homeownership for Your Clients
- Webinar: How to Protect You, Your Family & Your Business
- HAR Business Management Program
- Expand Your Horizons and Launch Your Global Career
- Tickets on Sale for 2023 ENGAGE
- ENGAGE Scholarship Application Deadline is Aug. 15

“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.



Honoring the Memory of George C. Stephens




With Our Deepest Sympathy



George C. Stephens
1998 HAR Chairman
2003 TAR Chairman

Houston Housing Moves Toward Normalcy in July

*HAR released July 2023 MLS statistics last week. Here are key takeaways from the latest **HAR Market Update**:*

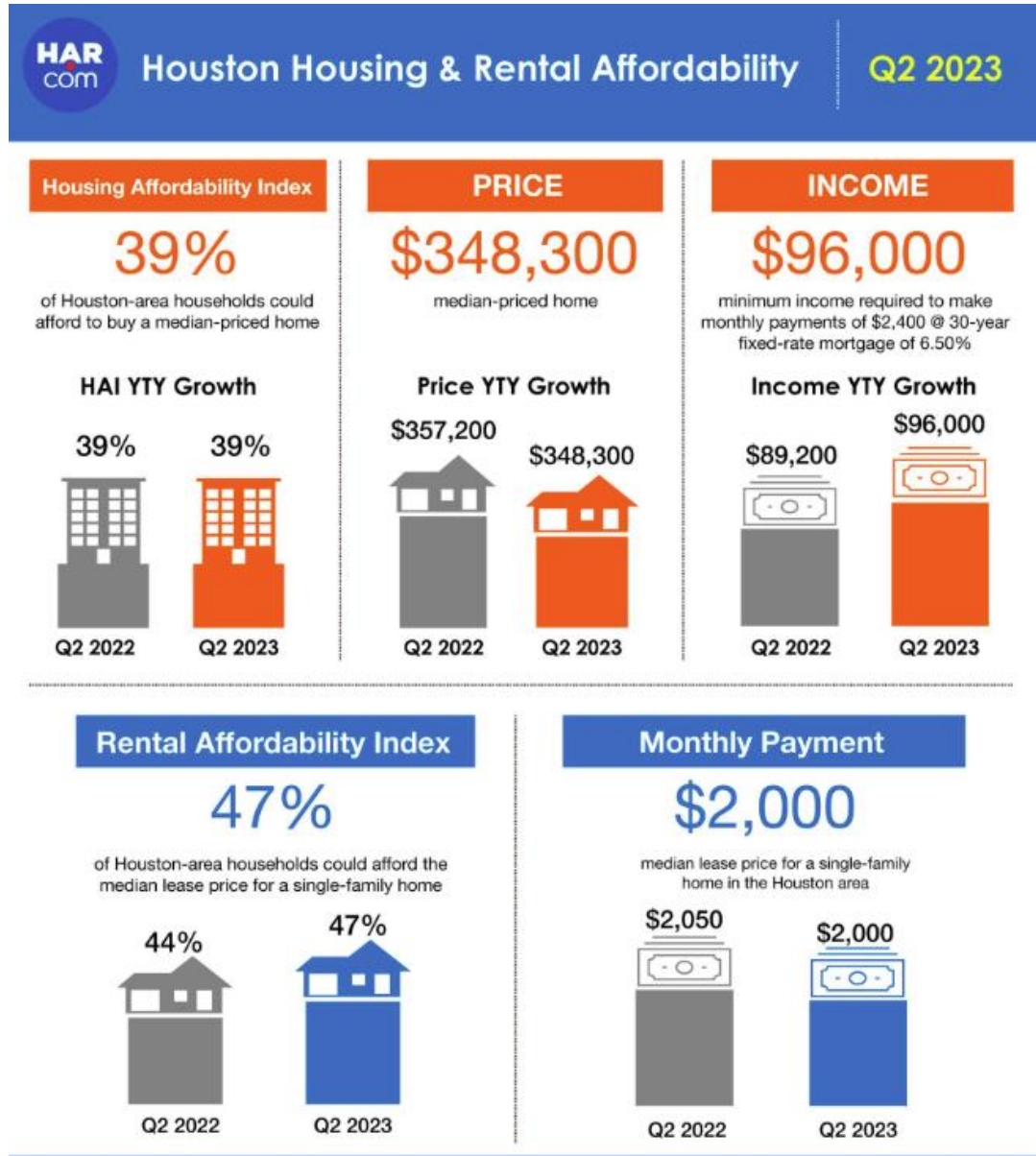
- Home sales across Greater Houston were down for a 16th straight month, however the market continues to edge its way toward normalcy as it moves beyond the pandemic and interest rate challenges.
 - Single-family home sales fell 8.5 percent year-over-year with 7,557 units sold compared to 8,256 in July 2022. That is the lowest rate of decline since sales declined 7.6 percent in June 2022.
 - Months supply of homes climbed to 3.2, the highest level since May 2020.
 - Average price edged up 0.6 percent to \$428,140 while median price fell 2.3 percent to \$340,000.
- 
- Townhouses/condominiums experienced their 14th consecutive monthly decline, dropping 9.8 percent with 590 closed sales versus 654 a year earlier. The average price rose 2.1 percent to \$263,876 and the median price fell 2.2 percent to \$220,000. Inventory grew from a 1.9-months supply to 2.9 months, the highest level since February 2021.

Read the complete July 2023 Market Update in the [HAR Online Newsroom](#).



HAR Releases Q2 2023 Housing & Rental Affordability Data

Last week, HAR released its latest quarterly *Houston Housing & Rental Affordability Report*. Despite easing home prices, higher interest rates stifled housing affordability in the Greater Houston area in the second quarter of 2023. Read more [HERE](#).





Meet Your Newly Elected HAR Board of Directors



Congratulations to newly elected members of the 2024 HAR Board of Directors! To see the election results, visit www.HAR.com/election.

Thank you to all who ran!

It's Time to Be Hurricane-Ready

We're in the thick of 2023 Atlantic Hurricane Season, and despite the devastation that so many Houstonians suffered in Hurricane Harvey and other powerful weather events, many property owners still do not have flood insurance. They also take chances by waiting until the last minute to prepare. In this week's *HAR On the Move* podcast, we welcome **Jeff Lindner, Meteorologist and Director of Hydrologic Operations for the Harris County Flood District**, who offers valuable tips on getting hurricane season-ready.

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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AUGUST 16
12 - 1:30 p.m.



Webinar: How to Protect You, Your Family & Your Business

A promotional graphic for a webinar. The left side features a blurred image of a man in a suit pointing at a large orange padlock icon, surrounded by several smaller globe icons with dashed orange borders. The right side is a solid orange background with white text and the HAR.com logo.

SPEAKER:
Aamir Hasanali
Houston Cybersecurity Ambassador
Chase J.P. Morgan

HAR.com **REALTOR®**
SAFETY

CYBERSECURITY:
How to protect you, your family, and your business

Webinar
SEPTEMBER 6
12 - 1:30 p.m.

har.com/edu



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(Ends August 19)

WEEK 1 & 2



Vision, Goals & Planning Process

WEEK 3 & 4



Coaching Teams & Serving Customers

WEEK 5 & 6



Empowering People & Systems of Management

WEEK 7 & 8



**Demystify the Finances:
A 2-part Case Study**

WEEK 9 & 10



**Apply the Finances:
Grow the Bottom Line**

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September 21, 22, 25, 26, 27
8:30 a.m. - 5 p.m. | Virtual

- Day 1** - Global Real Estate: Local Markets - #35821
- Day 2** - Global Real Estate: Transaction Tools - #35820
- Day 3** - The Americas & International Real Estate - #35819
- Day 4** - Europe & International Real Estate - #35732
- Day 5** - Asia/Pacific & International Real Estate - #35733

CIPS RECEPTION:
Thursday, September 28 | 4 - 6 p.m.
Cadillac Bar, 1802 Shepherd Dr. - Houston, TX 77007

Earn 40 hours of CE credits.

REGISTER ONLINE
www.har.com/edu

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Tickets on Sale for 2023 ENGAGE Conference



Tickets on Sale!

HAR.com 2023 ENGAGE CONFERENCE

TICKETS are \$99!
(UNTIL 9/1)

Register by Oct. 9 to be entered into an iPad Pro giveaway.

THURSDAY, OCT. 12, 2023

Norris Conference Center
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ENGAGE Scholarship Application Deadline is Aug. 15



2023 HAR ENGAGE Scholarship

Apply for a chance to win a **FREE ticket** to this year's **HAR Engage Conference** and **MLS dues paid for ONE year***!

One name will be drawn and announced **AUGUST 21**

har.com/go/scholarship

APPLY Today!

*Must meet all qualifications for name to be entered into the drawing. Winner will receive a Visa giftcard in the amount of \$447.72 to be used to pay MLS dues for one year.