



The Edge

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

THIS WEEK

- A FRESH Look at Houston Housing
- Decoding REALTOR® Safety
- Don't Miss the Debut of *HAR Community Conversations*
- Free Industry News Subscriptions for HAR Members
- Nominate Your Picks for Best in the Biz
- ENGAGE: Know Before You Go!
- HOUSINGPALOOZA Housing Symposium
- Five Building Blocks to Dominating Your Marketplace
- Designation of the Month: Texas Affordable Housing Specialist
- Embrace Global Real Estate and Join GIE



“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 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 **September 2023** compared to **September 2022**. Please attribute to the Houston Association of REALTORS® Multiple Listing Service (MLS).

New Listings	Active Listings	Avg. List Price
<p>↓ 1.0%</p> <p>11,527</p> <p>New listings retreated slightly in September as families finished transitioning out of summer vacation mode. REALTORS® entered 11,527 properties into the Multiple Listing Service (MLS) compared to 11,641 last year. That is a decline of 1.0 percent. Pre-Pandemic: New listings are 13.2 percent ahead of the September 2019 volume which totaled 10,185.</p>	<p>↑ 6.2%</p> <p>24,405</p> <p>Active listings, or the number of available properties, continued trending above 2022 levels. September active listings rose 6.2 percent year-over-year to 24,405 properties in the MLS versus 22,971 in September 2022. Pre-Pandemic: Active listings are 13.6 percent below the September 2019 volume which totaled 28,235.</p>	<p>↑ 0.9%</p> <p>\$431,500</p> <p>The average list price (ALP) for a Houston home remains above 2022 levels, but at \$431,500, is below the record-setting May 2023 ALP of \$441,748. The September ALP is up 0.9 percent from \$427,670 in September 2022. Pre-Pandemic: The ALP is 39.7 percent above its September 2019 value when it was \$308,862.</p>

Take a **FRESH** Look at Housing

Be on the lookout for HAR's **September 2023 Market Update**, which will be distributed on **Wednesday, October 11**. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

Here is HAR's September 2023 **FRESH** (First Real Estate Snapshot of Houston):

- September delivered mixed readings on the Houston housing market.
- **New Listings** were down 1.0% with 11,527 properties entered into the MLS versus 11,641 last September.
- **Active Listings**, or the number of available properties, rose 6.2% year-over-year to 24,405.
- **Average List Price (ALP)** for homes across Greater Houston edged up 0.9% to \$431,500, but remains well below the record high reached in May.
- HAR's comprehensive **September 2023 Market Update** will be released on **Wednesday, October 11**.
- As always, HAR will provide you with updated coverage in *The EDGE*.



Decoding REALTOR® Safety AI, Cybersecurity and More

This week on the *HAR on the Move* podcast, Tracey ‘The Safety Lady’ Hawkins returns with critical and timely information about protecting yourself and your clients in the digital world, including AI. She will also share current REALTOR® safety threats and resources to keep you safe. ***Don’t miss this informative episode! Your safety may depend on it!***

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

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Don't Miss the Debut of *HAR Community Conversations*



First Thursday of Each Month
12 p.m. • Facebook & YouTube

Join Us Live on
FB and Youtube

Thursday,
OCT. 5



CRISTINA SCHAEFER
HAR Director of Social Media



TROY FINNER
HPD Chief of Police



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Nominate Your Picks for Best in the Biz



THOMAS MOUTON
2024 HAR Chair

Installation of 2024 HAR Chair Thomas Mouton, the 2024 Board of Directors and two industry Awards

HOUSTON COUNTRY CLUB
1 Potomac Dr., Houston TX
5:30 p.m. | Tickets: \$50 each



Houston Association of REALTORS®
Thursday, Dec. 14

Dress Attire: Coat & Tie Required

REQUEST for NOMINATIONS:
Houston Association of REALTORS® Annual Awards

2023 REALTOR® of the Year

HAR members give this award to recognize an HAR REALTOR® member who best personifies the REALTOR® in spirit and ethics, through service to his or her profession, peers and the REALTOR® Association.

John E. Wolf Community Service Award

This award is given to an HAR member who has made an outstanding contribution to the community, primarily outside the scope of the real estate industry.

Apply or nominate someone today!
Deadline to apply is Oct. 7.



HAR.com 2023
ENGAGE
CONFERENCE

THURSDAY,
OCT. 12, 2023

Norris Conference Center • CityCentre
816 Town & Country - Houston, TX

www.HAR.com/Engage

**KNOW
BEFORE**

YOU GO!

**Download the HAR App
to your mobile device!**

Licensed agents will receive CE credit
but must scan in using the HAR App.



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Join the Houston Association of REALTORS® **HOUSING SYMPOSIUM**

REGISTER NOW!



HOUSINGPALOOZA!

Rocking the Foundation of Affordable Housing

Register at:
www.har.com/edu

Approved for 3 hrs. of CE credit
Houston Association of REALTORS® #2

**WEDNESDAY,
OCT. 25, 2023**
BAYOU CITY EVENT CENTER
9 A.M. - 3 P.M.



Five Building Blocks to Dominating Your Marketplace



SHIFTING
for **SUCCESS**

Webinar Series

**The 5 Building Blocks
to Dominating Your
Marketplace!**

**Mon, Oct 16
12-1:30 p.m.**



Speaker:
Daron Campbell
Real Estate Investor,
Coach & Keynote

har.com/edu



OCTOBER'S SPOOKTACULAR DESIGNATION OF THE MONTH:

TEXAS AFFORDABLE HOUSING SPECIALIST

OCT. 16 -17
9 a.m. - 4 p.m.



NO TRICKS, JUST EXPERTISE!

SAVE ON ANY HAR CLASS:

\$25 OFF

**COUPON CODE:
VAREP2023**

\$20 OFF

**COUPON CODE:
FALL23**

**VALID:
OCT 1 - DEC. 31**

**ONE TIME
USE ONLY!**

Don't Miss Out! Register Online at www.har.com/edu

Embrace Global Real Estate and Join GIE



The **HAR Global Information Exchange**
is ready for your
international listings!

- Utilizes the Matrix "Global" property class for add/edit and search
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