



# The Edge

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

**THIS WEEK**



- Houston Home Sales Slow Their Roll in September
- Behold the National & Global Reach of HAR.com
- Tap Into Affordable Housing Solutions
- Early Voting is One Week Away
- Are You Registered for HOUSINGPALOOZA?
- Get Your Commercial-Focused Legal Update
- Tickets Are On Sale for the Rising Stars in Real Estate Awards

“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.*

# Houston Home Sales Slow Their Roll in September

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

- Houston home sales were down for an 18th straight month as mortgage rates kept prospective homebuyers headed toward the rental market or putting their buying plans on hold altogether.
  - Single-family home sales fell almost 11 percent year-over-year with 6,886 units sold compared to 7,728 in September 2022.
  - Months supply of homes reached 3.5, the highest level since November 2019 when it was 3.6 months.
  - Average price edged up 0.8 percent to \$416,664 while median price fell 2.2 percent to \$333,000.
- 
- Townhouses/condominiums experienced their 16th consecutive monthly decline, dropping 14.4 percent with 512 closed sales versus 598 a year earlier. The average price was statistically flat at about \$258,000 and the median price rose 2.2 percent to \$224,250. Inventory grew from a 2.0-months supply to 3.5 months, the highest level since November 2020.

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



## Behold the National & Global Reach of HAR.com



## Tap Into Affordable Housing Solutions

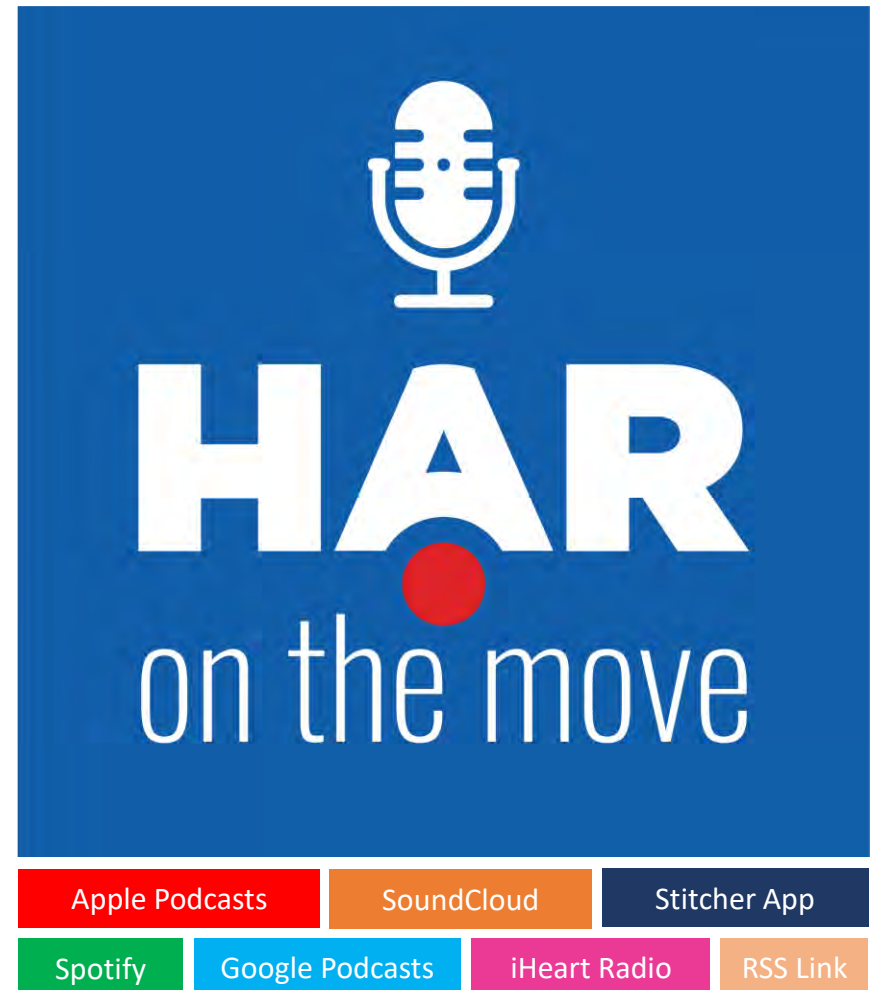
Housing affordability remains a major concern for consumers as interest rates sit at 20-year highs and home prices are slowly backing off record levels. With that in mind, we welcome real estate broker and **Harris County Community Services Assistant Director Richelle Henderson** as this week's guest on the *HAR On the Move* podcast. Richelle discusses affordable housing solutions, resources and educational opportunities to help you better serve your clients and customers.

***Don't miss this informative and lively conversation!***

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

***Listen anywhere, anytime!***

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



The podcast cover art features a white microphone icon at the top center. Below it, the word "HAR" is written in large, bold, white capital letters. A red circle is positioned below the letter "A". Underneath "HAR", the words "on the move" are written in a smaller, white, lowercase sans-serif font. At the bottom of the cover, there are six colored buttons for listening options: Apple Podcasts (red), SoundCloud (orange), Stitcher App (dark blue), Spotify (green), Google Podcasts (light blue), iHeart Radio (pink), and RSS Link (light orange).

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Spotify

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RSS Link



## Early Voting is One Week Away

2023 | YOUR VOTE MATTERS

Houston Association of REALTORS®  
**RECOMMENDED CANDIDATE**



 **John Whitmire**  
*for*  
**Mayor of Houston**

**ELECTION DAY: NOVEMBER 7**      **EARLY VOTING: OCT. 23 - NOV. 3, 2023**

Political advertising paid for by the Houston Association of REALTORS®.

For a full list of HAR Recommended Candidates click [here](#).

Click [here](#) for a full list of election resources.

For further election questions contact HAR Political Affairs at (713) 629-1900 x 1287



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

**REGISTER NOW!**



# **HOUSINGPALOOZA!**

Rocking the Foundation of Affordable Housing

Register at:  
[www.har.com/edu](http://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.**



## Get Your Commercial-Focused Legal Update

**commgate**

This event fulfills the 8-hour legal requirement to renew your TREC license.

# COMMERCIAL-FOCUSED LEGAL UPDATE I & II

**FRIDAY,  
OCTOBER 27, 2023**

8 a.m. - 4:30 p.m.

**Amegy Bank Tower**  
1717 West Loop South  
Houston, TX 77027

**HAR.com/edu**

### I N S T R U C T O R S



Chuck Jacobus  
Law Offices of  
Chuck Jacobus



Cliff Bogart  
eXp  
Commercial's Managing  
Broker for Texas

In-person  
Event



13<sup>TH</sup> ANNUAL AWARDS CELEBRATION

# Rising Stars in Real Estate Awards



**NOVEMBER 2, 2023 | 3 - 5 P.M.**

**TICKETS ON SALE NOW**

**Bayou City Event Center | 9401 Knight Road**

**\$450 Table of 10 | Individual Tickets \$35**

<https://members.har.com/secure/ypn>

### QUESTIONS?

Email [miranda.garcia@har.com](mailto:miranda.garcia@har.com)  
or [roz@har.com](mailto:roz@har.com)

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