



# The Edge

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

## THIS WEEK




- Houston Home Sales Show Effects of Elevated Mortgage Rates
- Advance Your Real Estate Career
- November 7 Election Recap
- Get Involved as a 2024 HAR Leader
- Integrating AI into Real Estate Marketing (Webinar)
- Join TREPAC for a Private Movie Watch Party
- Digital Mastery for REALTORS® (Webinar Series)
- 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.*

# Houston Home Sales Show Effects of Elevated Mortgage Rates

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

- Houston home sales fell for a 19th consecutive month as elevated mortgage rates kept prospective homebuyers marching toward the rental sector or putting their purchases on hold.
  - Single-family home sales fell 3.4 percent year-over-year with 6,377 units sold compared to 6,603 in October 2022.
  - Months supply of homes climbed to a healthy 3.6, matching a level not seen since November 2019.
  - Average price edged up just 0.4 percent to \$403,556 while median price fell 0.9 percent to \$327,000.
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- Townhouses/condominiums experienced their 17th straight monthly decline, dropping 16.4 percent with 453 closed sales versus 542 a year earlier. The average price edged up 1.2 percent to \$272,597 and the median price rose 6.6 percent to \$239,900. Inventory grew from a 2.0-months supply to 3.7 months, the highest level since November 2020.

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



## Advance Your Real Estate Career

The learning process never stops at HAR. Are you taking advantage of our extensive class offerings? This week, **HAR Director of Professional Development Rita Blevins** joins us on the *HAR On the Move* podcast to share ways for agents, brokers and managers to learn, grow and get ahead in their profession and set themselves up for long-term success.

***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.



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## November 7 Election Recap

### City of Houston

- Mayor – HAR Recommended Candidate John Whitmire – 1<sup>st</sup> place, advancing to runoff election
- City Controller – HAR Recommended Candidate Chris Hollins – 1<sup>st</sup> place, advancing to runoff election
- At-Large 4 – HAR Recommended Candidate Letitia Plummer – 1<sup>st</sup> place, advancing to runoff election
- At-Large 5 – HAR Recommended Candidate Sallie Alcorn – re-elected with 59.84%
- District A – HAR Recommended Candidate Amy Peck – unopposed, re-elected
- District B – HAR Recommended Candidate Tarsha Jackson – re-elected with 62.72%
- District C – HAR Recommended Candidate Abbie Kamin – re-elected with 73.21%
- District D – HAR Recommended Candidate Carolyn Evans-Shabazz – 1<sup>st</sup> place, advancing to runoff election
- District E – HAR Recommended Candidate Martina Lemond Dixon – Defeated with 43.04%
- District F – HAR Recommended Candidate Tiffany Thomas – unopposed, re-elected
- District G – HAR Recommended Candidate Mary Nan Huffman – 1<sup>st</sup> place, advancing to runoff election
- District H – HAR Recommended Candidate Mario Castillo – 1<sup>st</sup> place, advancing to runoff election
- District I – HAR Recommended Candidate Joaquin Martinez – elected with 58.76%
- District J – HAR Recommended Candidate Edward Pollard – re-elected with 62.73%Candidate
- District K – HAR Recommended Candidate Martha Castex-Tatum – unopposed, re-elected

### The Woodlands Township

- Position 5 – HAR Recommended Candidate Tricia Danto – defeated with 49.27%
- Position 6 – HAR Recommended Candidate Ann Snyder – re-elected with 83.90%
- Position 7 – HAR Recommended Candidate Cindy Heiser – elected with 54.18%

### Runoff Election Details

Early Voting:  
November 27 –  
December 5

Election Day:  
December 9

Voting Information:

[Harris County](#)

[Fort Bend County](#)

[Montgomery County](#)

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



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Get Involved as a 2024 Leader

# CALL *for* LEADERS in 2024



*Get Involved*



Volunteer for one of the many HAR advisory groups.  
**SIGN UP ONLINE** | [har.com/getinvolved](https://har.com/getinvolved)



## Integrating AI into Real Estate Marketing



**SHIFTING**  
for **SUCCESS**

Webinar Series

### AI for Real Estate Marketing

**Mon, Nov 20**  
**12-1p.m.**



*Speaker:*

**Kyle Christie**

*Founder & Creative Director  
at See Your House Now Inc.*

[har.com/edu](http://har.com/edu)



## Join TREPAC for a Private Movie Watch Party



  HAR TREPAC presents

**RENAISSANCE:**  
*a film by Beyoncé*

Private Screening Movie Watch Party

**Fri. Dec 1, 2023**

5:30 p.m. Reception | 6:45 p.m. Showtime

**Register Online [bit.ly/TREPACRenaissance](https://bit.ly/TREPACRenaissance)**

**ATTIRE: RENAISSANCE THEME**  
Questions? [trepac@har.com](mailto:trepac@har.com)

*Fun for all ages!*

Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC)—which makes contributions to the REALTORS® Political Action Committee (RPAC)—are voluntary and may be used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal, and the National Association of REALTORS®, the Texas Association of REALTORS® (TAR), and its local associations will not favor or disadvantage anyone because of the amount contributed. Until the RPAC annual goal is met, 70% of an individual's contribution goes to TREPAC and may be used to support state and local candidates; the remaining 30% is sent to TAR FedPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of TAR.) After the RPAC annual goal is met, 100% of an individual's contribution goes to TREPAC and may be used to support state and local candidates. You may contact the TAR political committee administrator at 800-873-9155 to obtain information about your contributions.



## Digital Mastery for REALTORS®: AI, Social Media, and Content Creation



with **Katie Lance**  
Keynote Speaker  
Author

**DEC 6, 13 & JAN 10**  
12-1 p.m. [har.com/edu](http://har.com/edu)



**Three-Part  
Webinar Series**





## Join the Global Business Network

*Interested in Global Real Estate?*

### *Sign Up for the Global Business Network*

- Receive exclusive emails from HAR Global, including a quarterly global newsletter.
- Get the latest information about the world of global real estate and upcoming courses.
- Stay updated on the new Global Information Exchange and more!



**Sign Up at [bit.ly/HARGlobal](http://bit.ly/HARGlobal)**

