# The Edge

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

## THIS WEEK

- Houston Home Sales Surge Amid Rising Mortgage Rates in October
- How to Help Your Veteran Clients
- Explore the HAR CRM's Integrated Tools
- Happening This Week: RentSpree Training (Webinar)
- Activate Your Free FOREWARN Account
- HAR Data Share with Austin's MLS Goes Live Dec. 3

"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**.

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# Houston Home Sales Surge Amid Rising Mortgage Rates

*HAR released the **October 2024 HAR Market Update** last week. Here are some key takeaways:*

- Despite a recent uptick in mortgage rates, the Houston housing market maintained its momentum in October.
- Single-family home sales climbed 12.8% compared to last October.
- October marked the end of a five-month streak of declining total property sales, with sales increasing 10.2% while the total dollar volume rose 19.5% to $3.5 billion.
- The average price of a single-family home was up 5.2% to $423,166 while the median price rose 2.7% to $334,900.

- Months of inventory expanded from a 3.5-months supply last October to 4.4 months.
- Townhome and condominium sales were in positive territory for the first time since October 2022, increasing 14.7% year-over-year. The average price was up 2.6% to $279,018, and the median price rose 3.2% to $232,400.

***Look for the complete October 2024 Market Update in the HAR Online Newsroom.***

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# How to Help Your Veteran Clients

This week, the *HAR on the Move* podcast welcomes **Carlene "CJ" Johnson, President of the VAREP Houston Chapter,** to share the work they do to educate veterans on financial literacy, housing and homeownership. Listen to this informative episode to hear about the best practices to help your veteran clients and how REALTORS® can get involved with VAREP.

***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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# Explore the HAR CRM's Integrated Tools

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RentSpree | HAR.com

# Rentals Made Easy with RentSpree + HAR

with
**Steven Pastores**
Senior Client Success Manager, RentSpree

Join us to learn about the state of the rental market, the business opportunity, and how RentSpree can simplify rentals for you.

Wednesday, Nov 20 11 AM CST

**REGISTER ONLINE**
**cms.har.com/rentspree**

## Upcoming Webinar

**Wednesday, November 20 at 11 a.m.**

**Register online at cms.har.com/rentspree**

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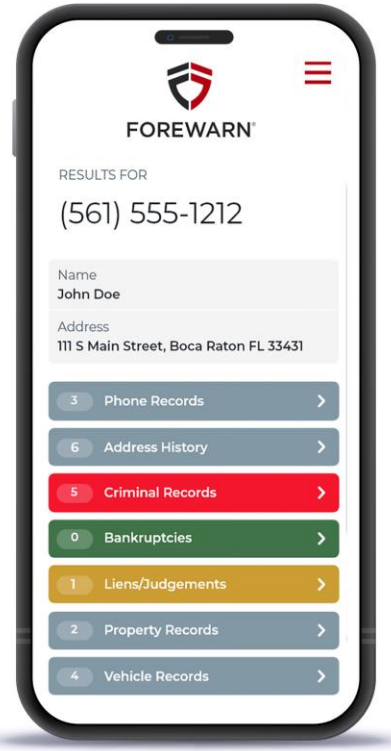
# HAR MLS Subscribers are *THANKFUL* for this free SAFETY member benefit!

## *What Members are Saying...*

I have been a FOREWARN subscriber for a while and it is the best tool ever in keeping me and my agents safe. Thank you for providing this to us.
– Andrea Curran

THANK YOU HAR! I've been using this service for a few years and absolutely love it. This will definitely help my monthly costs. I'm so thankful for an association that does so much for its members.
– Lindsey Brown Sharp

Thank you, HAR! The app is easy to use.
– America Hernandez




**Learn more at: https://cms.har.com/forewarn**

**Scan the QR code to set up your account!**

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# HAR Data Share with Austin's MLS Goes Live Dec. 3

***Check your inbox for more details about the data share agreement closer to the launch date.***