



The Edge

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

THIS WEEK



- Houston Housing Market Maintains Balance in September
- What the Government Shutdown Means for Real Estate
- Hispanic Homeownership: Challenges, Progress, and REALTOR® Impact
- Be Part of HAR Engage 2025
- Join Us This Week for the Economic Outlook & Networking Event
- Register for an Upcoming Housing Webinar
- Nancy Owens Breast Cancer Foundation Luncheon
- NAR NXT in Houston: Register Now & Save \$75

“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 Housing Market Maintains Balance in September



Houston Association of REALTORS®

SEPT 2025 | **MARKET UPDATE**

Key takeaways from the **September 2025 HAR Market Update**:

- The Greater Houston housing market moved toward balance in September, with steady demand, easing prices and a robust supply of homes.
- Single-family home sales rose 5.3%, marking the fifth consecutive month of year-over-year growth.
- Active listings are still higher than this time last year, though month-to-month growth has begun to flatten.
- Months of inventory dipped slightly from August as a result of increased sales activity.



Single Family
Average Sales Price
\$421,655



Single Family
Home Sales
7,399



Single Family
Months Inventory
5.2 mos.

CATEGORIES	SEPT 2024	SEPT 2025	CHANGE
TOTAL PROPERTY SALES	8,272	8,686	5.0%
TOTAL DOLLAR VOLUME	\$3,304,298,904	\$3,529,244,451	6.8%
TOTAL ACTIVE LISTINGS	48,002	59,876	24.7%
SINGLE-FAMILY HOME SALES	7,025	7,399	5.3%
SINGLE-FAMILY AVERAGE SALES PRICE	\$413,573	\$421,655	2.0%
SINGLE-FAMILY MEDIAN SALES PRICE	\$333,900	\$327,000	-2.1%
SINGLE-FAMILY MONTHS INVENTORY*	4.3	5.2	0.9 months
SINGLE-FAMILY PENDING SALES	6,900	7,676	11.2%

* Months inventory estimates the number of months it will take to deplete current active inventory based on the prior 12 months sales activity. This figure is representative of the single-family homes market.

**View the full *September 2025 Market Update*
in the [HAR Online Newsroom](#).**

What the Government Shutdown Means for Real Estate

Every day the federal government shutdown continues, the housing market—which accounts for nearly 20% of the U.S. economy—feels the effects.

- **NFIP Impact:** The National Flood Insurance Program cannot sell new or renewal flood insurance policies. Existing policies remain in effect until their expiration date, and claims will continue to be paid as long as FEMA has funds.
- **Closings:** Buyers may still assume existing policies, but new transactions in flood zones could face delays if insurance is required.
- **Lending Flexibility:** Regulators often allow lenders to move forward in flood zones, but policies may differ.

To learn more about the impacts [CLICK HERE](#) or scan the QR code.

GOVERNMENT SHUTDOWN

What YOU Need to Know



*Impacts on housing
programs, mortgages and
flood insurance*





Hispanic Homeownership: Challenges, Progress, and REALTOR® Impact

This week on the *HAR on the Move* podcast, we welcome leaders from local **NAHREP** chapters to discuss the progress made, the barriers that remain, and how REALTORS® can help open more doors for Hispanic homebuyers.

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

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Thursday,
OCTOBER 30, 2025
Norris Conference Center

HAR.com/engage

2025 HAR ENGAGE CONFERENCE

CLOSING KEYNOTE SPEAKER

Lindsey Peckham

*Hospitality Strategist & Founder,
Handle with Care*

"Unreasonable Hospitality"



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ECONOMIC OUTLOOK & NETWORKING

Wed, OCT. 15
3 - 6 p.m.
Houston Country Club

Featuring
TED C. JONES, PhD

HOSTED BY
commgate



REGISTER ONLINE
CommGate.com

FREE to members of
CommGate, CCIM, and SIOR
Non-members \$50

Networking social with food and
beverages after the Economic Outlook,
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Register for an Upcoming Housing Webinar



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Webinar Series

**TOP 10
SOCIAL MEDIA Technology
Strategies Influencers Love**



FREE Webinar

**WEDNESDAY
OCT. 15**
12 - 1:30 p.m.

REGISTER ONLINE:
www.har.com/edu
(Third Wednesday of Each Month)



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HOUSING ATTAINABILITY WEBINAR



FREE Webinar

OCT 21
12 - 1:30 p.m.
Every 3rd Tuesday of each month.

**MANAGING
Affordable Housing**
*Best Practices for REALTORS®
and Property Managers*

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PROPERTY MANAGEMENT Webinar



FREE Webinar

**Do You
Have What
It Takes?**
Property Management 101

**Tuesday,
OCTOBER 28**
12 - 1:30 p.m.


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NANCY OWENS
BREAST
CANCER FOUNDATION

Save the Date

LUNCHEON AND SILENT AUCTION

MONDAY, OCTOBER 27, 2025

HILTON AMERICAS, 1600 LAMAR ST

DOORS OPEN 11 AM



Spirit of Courage Award Winner
Lyn Sullivan

Lyn was diagnosed with stage 0 breast cancer. Her message is early detection and encourages all to have regular mammograms.



MC
Deborah Duncan

Emmy Award winning host and senior producer of the TV program, Great Day Houston, at CBS affiliate KHOU-11.

Featuring Guest Speaker
Matt Iseman

Host of *American Ninja Warrior*, Comedian,
Actor, Former Physician and
Cancer Survivor



SCAN



Purchase tickets and sponsorships at
www.nancyowens.org

We look forward to seeing you!



NAR NXT in Houston | Register Now & Save \$75



NAR NXT, The REALTOR® Experience is
coming to Houston **November 14-16.**

Use the code **DRIVE75** to get \$75 off your ticket!
Offer ends October 31.

Register at narnxt.realtor.

