



The Edge

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

THIS WEEK



- More Homes Hit the Houston Market in February As Prices Moderate
- Succeeding in Today's Market: What Works Now
- Final Days to Apply for TRLP
- Strike Gold with the Client Experience Rating
- HAR Global Webinar: Navigating Your First Global Transaction
- Secure Your Rental Workflow with RentSpree
- Learn How Top Agents Use Remine Pro
- LUXE: Luxury Listing Specialist Certification

“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.



More Homes Hit the Houston Market in February As Prices Moderate

Here are some key takeaways from the February 2026 Housing Market Update:

- The Houston housing market is gaining momentum as the spring homebuying season approaches, with inventory and buyer activity increasing across the region.
- The average Days on Market reached 69 days, which is the highest level since March 2013 when it was 74 days.
- Townhome and condominium sales declined 7.4%. The average price was down 3.5% to \$276,835, and the median price declined 3.4%.



Houston Association of REALTORS®

MARKET UPDATE: FEBRUARY 2026

HOME SALES

5,918 | ↓ -2.2%

AVERAGE SALES PRICE

\$415,091 | ↑ 2.0%

MEDIAN SALES PRICE

\$322,078 | ↓ -0.9%

PENDING SALES

7,894 | ↑ 13.0%

ACTIVE LISTINGS

35,128 | ↑ 15.2%

MONTHS INVENTORY

4.8 | ↑ 0.5

Read the complete February 2026 Housing Market Update in the [HAR Online Newsroom](#).

View the full MLS Release at: www.har.com/newsroom/



Succeeding in Today's Market: What Works Now

This week, the *HAR on the Move* podcast welcomes **Tina Wilcher, Broker Associate and Senior Real Estate Instructor**, to talk about how REALTORS® can succeed in today's more balanced market. From mindset shifts to practical strategies, we discuss what's working right now and how agents can stay competitive.

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.



Apple Podcasts SoundCloud Stitcher App
Spotify Google Podcasts iHeart Radio RSS Link



TEXAS REALTORS®
LEADERSHIP PROGRAM

TRLP 2026 Applications available now.

Your leadership journey begins here.

Applications due Friday, March 20, 2026 by 5 p.m.

To apply or for more information visit: trlp.har.com

Sponsored by



Johnson DEVELOPMENT CORP.



Homes And Rentals



REDSTAR HOME INSPECTION

A woman with long dark hair, wearing a green top hat and a green button-down shirt, is smiling and looking upwards. She is holding a large, green, glittery shamrock in her right hand and pointing her left index finger upwards.

**Make Your Reputation
Your Lucky Charm!**

PLATINUM

Client Experience Rating

★★★★★

Start collecting **YOUR Gold Stars** today!
<https://cms.har.com/cer/>



HAR GLOBAL Webinar Series

Wednesday,
March 25

12 - 1:30 p.m. CST | *via Zoom*



Your First Global Transaction: What You Need to Know Before You Say Yes

In this session, we'll cover:

- Identifying legitimate international opportunities
- Red flags vs green lights
- Who to call (lenders, attorneys, title, consulates)
- Using the GIE to build credibility fast

**Register
TODAY!**

REGISTER ONLINE: www.har.com/education/class_detail/52803





THURSDAY
MARCH 26
10 A.M. | CST



PRESENTED BY
Bill Skibitzke, RentSpree

FREE
Webinar!

The Digital Guardrail to Secure Your Business & Clients

- Avoid costly mistakes
- Create a safe & repeatable process
- Increase income while minimizing risk

Register at cms.har.com/rentspree/



Learn How Top Agents Use Remine Pro (Webinar)

Wednesday, March 18 | 1 p.m.

Discover how successful agents use Remine Pro to:

- Prospect smarter
- Strengthen client conversations
- Analyze the market
- Close more deals



To register for the *FREE* webinar, [**CLICK HERE.**](#)



The Edge



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

Produced by the HAR Communications Department.



LUXE SERIES

LUXE: Luxury Listing Specialist



Thursday,

April 16

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



har.com/edu | 6 hrs. of CE credit | In Person at HAR Central

