



The Edge

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

THIS WEEK

- A FRESH Look at Houston Housing
- 2025 HAR Board of Directors Election
- Preparing for the Upcoming MLS Rule Changes
- The Forms You Need to Know | New Class Dates Added
- The State of Housing in the Greater Houston Area
- Hurricane Beryl Disaster Assistance Available
- HAR Announces Agreement with Omni MLS
- Get Ready to Engage!
- Join the HAR Business Management Program
- A Night at Tony's
- HAR TREPAC Presents: Sips & Cigars



“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.

Take a FRESH Look at Houston Housing



FRESH REPORT First Real Estate Snapshot of Houston

New Listings

↓ **2.8%**

12,454

New listings declined in July with REALTORS® entering 12,454 properties into the Multiple Listing Service (MLS) versus 12,818 a year earlier. That represents a 2.8 percent decrease.

Source: Houston Association of REALTORS®



Active Listings

↑ **31.1%**

29,635

Active listings, or the number of available properties, were 31.1 percent above where they were at the same time last year with 29,635 available properties in the MLS versus 22,602 in July 2023.

Source: Houston Association of REALTORS®



Avg. List Price

↑ **5.2%**

\$460,616

The average list price for a Houston-area home rose 5.2 percent year-over-year to \$460,616. A year ago, in July 2023, the average list price was \$437,703.

Source: Houston Association of REALTORS®



Here is HAR's July 2024

FRESH (First Real Estate Snapshot of Houston):

- The Houston-area real estate market was impacted by Hurricane Beryl and days-long power outages in July.
- **New Listings** were down with REALTORS® entering 2.8 percent fewer properties into the MLS compared to July 2023.
- **Active Listings** rose 31.1 percent to 29,635 in July.
- The **Average List Price** for homes across the Greater Houston area increased 5.2 percent to \$460,616.
- HAR's complete **July 2024 Market Update** will be released Wednesday, August 14.
- As always, HAR will provide you with updated coverage in *The EDGE*.



2025 HAR Board of Directors Election

Voting in the **2025 HAR Board of Directors** election ends August 5 at 5 p.m.

After the polls close, you can see the list of newly elected board members at [HAR.com/election](https://www.har.com/election).





Preparing for the Upcoming MLS Rule Changes

The Reality of Real Estate



The NAR Settlement Will Impact:

- Buyers
- Sellers
- Agents

Get the facts about how it will affect you at [HAR.com/realtor-reality](https://www.har.com/realtor-reality).

Check out the consumer campaign at [HAR.com/reality](https://www.har.com/reality).

We want to make sure all members have accurate information about the upcoming MLS rule changes that take effect in less than two weeks.

- **August 16** — All compensation fields will be removed from the HAR MLS. Any offer of compensation must be communicated outside the MLS.
- **August 17** — MLS Rule changes and process changes take effect. A written agreement, such as a Residential Buyer's Representation Agreement, must be signed before you conduct a showing, in person or virtually, of a property that is for sale.
- **New Field Added to MLS: "Seller May Contribute to Buyer Expenses Up To: \$_____."** This field is to communicate the possibility of the seller making a contribution or concession toward buyer expenses, but the contribution may not be conditioned on paying broker fees.



The Forms You Need to Know | New Class Dates Added

Texas REALTORS® released updated forms as well as new forms to comply with the terms of the NAR settlement. We recommend that you begin using these forms now that they are available, rather than waiting.

New class dates and times have been added for the **Forms You Need to Know** course.
You may register [HERE](#).

We are also waiving any fee for the course to ensure our subscribers are able to continue to do business without any hiccups.

HAR.com

The Forms You Need to Know

In-depth review of new forms and changes to contracts/forms

FREE CLASS!

Multiple class dates available.

CE Credit: 3 hours

REGISTER ONLINE: HAR.com/edu



The State of Housing in the Greater Houston Area

This week, the *HAR on the Move* podcast welcomes **Dr. Steve Sherman with the Kinder Institute for Urban Research at Rice University** to discuss a new report on the state of housing in Houston, Harris County and surrounding areas.

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

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Hurricane Beryl Disaster Assistance Available

The Texas REALTORS® Disaster Relief Fund is now accepting applications from Houston-area residents who were displaced from their primary residence because of Hurricane Beryl.

Applicants may be eligible for up to \$1,000 in assistance if they meet certain criteria.

Applications must be submitted on or before August 23, 2024.

For eligibility and application information, visit cms.har.com/disaster-relief-fund.



REALTOR® RELIEF FUND



**HAR MLS
ANNOUNCEMENT!**



HAR MLS subscribers now have **access to more than 61,000 properties**, available for sale or lease, **across Mexico and 21 countries** in Central and South America.

Find more information at HARConnect.com/har-omni-share.



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Tickets on Sale!



2024

ENGAGE CONFERENCE



TICKETS
are **\$129!**

(UNTIL 8/31)

THURSDAY,
OCT. 17, 2024

Norris Conference Center
www.HAR.com/engage

World Class Speakers | Technology | Real Estate Trends | Industry Leaders | and much more



Business Management Program

This is a 10-week Fully Digital 'mini-MBA' for *Current and Future Leaders of the Real Estate Industry.*

**PROGRAM KICK-OFF
SEPTEMBER 4!**

10 WEEKS TO MASTER YOUR BUSINESS!

This program is approved for 5 hours of CE credit.
(TREC #47325 • Provider #2 Houston Association of REALTORS®)

WEEK 1 & 2

WEEK 3 & 4

WEEK 5 & 6

WEEK 7 & 8

WEEK 9 & 10



Vision, Goals & Planning Process



Coaching Teams & Serving Customers



Empowering People & Systems of Management



Demystify the Finances: A 2-part Case Study



Apply the Finances: Grow the Bottom Line

To Learn More or Register, Visit: www.goalmakers.com/har



HAR TREPAC presents:

A decorative gold ribbon with a shimmering, textured surface, looping around a central white oval. The ribbon has a slight 3D effect and is set against a dark blue background with white star-like speckles.

A Night at Tony's

August 8, 2024



*By Special
Invitation Only!*

For information on how to get your invitation, email TREPAC@har.com.



HAR TREPAC presents:



Sips & Cigars

August 20

5:30 - 8:30 p.m.

For more information email:
TREPAC@har.com.