



# The Edge

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

## THIS WEEK




- Houston Housing Inventory Hits Highest Level in a Decade
- Important Safety Information for REALTORS®
- REALTOR® Safety Month | Upcoming In-Person Class
- Activate Your Free FOREWARN Account
- Leverage the Power of the HAR CRM (Webinar)
- Register to Vote for the Nov. 5 Election
- Earn Your CIPS Designation
- Get Ready to Engage!
- Celebrate the YPN 20 Under 40 Award Winners
- Invest in TREPAC Today
- Travel with TREPAC to Destination #4: Germany
- Inman Connect Austin | Extra Savings for HAR Members
- Register for the Nancy Owens Breast Cancer Foundation Luncheon

“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 Inventory Hits Highest Level in a Decade

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

- As the summer temperatures climbed in August, Houston's housing market experienced a cooldown. The slower sales volume enabled inventory to expand and prices to moderate.
  - Single-family home sales declined 8.3 percent year-over-year.
  - Total property sales were down 11.2 percent while total dollar volume for August decreased 8.8 percent to \$3.5 billion.
  - The average price of a single-family home declined 0.9 percent to \$421,912 while the median price was down 0.3 percent to \$336,940.
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- Months of inventory increased from a 3.2-months supply last August to 4.5 months.
  - Townhome and condominium sales declined 16.7 percent.
  - The average price was down 1.2 percent to \$258,952 and the median price was statistically flat at \$226,000.

**Look for the complete August 2024 Market Update in  
the [HAR Online Newsroom](#).**



## Important Safety Information for REALTORS®

This week, the *HAR on the Move* podcast welcomes HAR Safety Task Force Chair and REALTOR® Safety Instructor Mike Wong to discuss practical tips for protecting yourself during client meetings and showings. He also discusses some upcoming safety courses and tools that agents should know about.

*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



## REALTOR® Safety Month | Upcoming In-Person Class

# SAFETY HAS NO ASKING PRICE

September is  
REALTOR® Safety  
Month

*In-Person  
Class*



**Mike Wong**  
REALTOR® and  
Real Estate Safety  
Instructor

**TUESDAY,  
SEPT. 24**  
10 a.m. - 12 p.m.



**HAR Central**  
3693 Southwest Fwy  
Houston, TX 77027

2 Hours of CE • [WWW.HAR.COM/EDU](http://WWW.HAR.COM/EDU)

You may find a list of other safety classes and tools at [HAR.com/safety](http://HAR.com/safety).



## Activate Your Free FOREWARN Account



## SAFER SHOWINGS SMARTER ENGAGEMENTS



# FOREWARN is offering two online trainings this month.

**THURSDAY, SEPT. 12**  
9 a.m. - Online

**WEDNESDAY, SEPT. 25**  
1 p.m. - Online



Scan the QR code to set up your account!



**REGISTER TODAY!**

September is REALTOR® Safety Month

Forewarn is **FREE** for all HAR MLS Subscribers

Register for an upcoming FOREWARN training at <https://cms.har.com/forewarn>.



## Leverage the Power of the HAR CRM



### Connect, Master and Leverage *the Power of HAR CRM*

**FREE  
Course**

Take one class  
or all three!

**Platinum**



### Three-Part Webinar Series

- PART 1:** Introduction to the HAR CRM
- PART 2:** Mastering Contact Management in the HAR CRM
- PART 3:** Leveraging HAR's Integrated Software Tools in the HAR CRM

### Webinar Course Dates

October 1, 8 & 22 • November 4, 11 & 18  
December 2, 4 & 12

Register Online: [www.har.com/edu](http://www.har.com/edu)



# VOTER REGISTRATION DRIVE\*

\* For Harris County Residents – Must be 18 years or older as of November 5, 2024.



## SEPT 17, 2024

### 10 a.m. - 2 p.m.

Stop By Anytime! No appointment needed.



**HAR Central**  
3693 Southwest Fwy.  
Houston, TX 77027

For more information contact HAR Political Affairs at (713) 629-1900 ext. 1287.



## UNLOCK GLOBAL POTENTIAL: *Earn Your CIPS Designation!*

Next Offering: SEPT. 25, 26, 27, 30 and OCT. 1

### Why Take the CIPS Course?

#### **Networking and Business Growth:**

The CIPS course offers a valuable chance to connect with real estate professionals worldwide, open doors to referrals and expand your business opportunities.



**REGISTER TODAY!**





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**Tickets on Sale!**



# 2024 HAR ENGAGE CONFERENCE

Thursday,  
**OCTOBER 17, 2024**  
Norris Conference Center

[HAR.com/engage](https://HAR.com/engage)

**TICKETS**  
are **\$159!**  
(UNTIL 9/30)

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



14<sup>TH</sup> ANNUAL AWARDS CELEBRATION

# Rising Stars in Real Estate Awards



**OCTOBER 4, 2024 | 3 - 5 P.M.**

**TICKETS ON SALE NOW**

**Bayou City Event Center | 9401 Knight Road**

**\$450 Table of 10 | Individual Tickets \$40**

<https://members.har.com/secure/ypn>

**QUESTIONS?**

Email [miranda.garcia@har.com](mailto:miranda.garcia@har.com)  
or [roz@har.com](mailto:roz@har.com)





[www.har.com/trepac](http://www.har.com/trepac)

Questions? Email  
[trepac@har.com](mailto:trepac@har.com)



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## Invest in TREPAC Today!

The TREPAC Year Ends on September 30!



## DESTINATION 4 GERMANY

# OCT. 2

HAR TREPAC and HAR Global are teaming up to bring you tips, guest speakers, cultural activities and more!

Email: [trepac@har.com](mailto:trepac@har.com)

Contributions are not deductible for federal income tax purposes. Contributions to the Texas 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®, Texas REALTORS®, 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 Texas REALTORS®.) 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 Texas REALTORS® political committee administrator at 800-873-9155 to obtain information about your contributions.



HAR TREPAC  
**GLOBAL**  
*Adventure*  
SERIES 2024

## DESTINATION 4 GERMANY



**JOIN US!**  
**OCT. 2**  
5:30 to 9 p.m.





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## Inman Connect Coming to Austin | Register Now & Save

The event poster is split into two main sections. The left section has a dark blue background with the text "inman CONNECT AUSTIN" in white and blue, followed by "WEDNESDAY, OCTOBER 9, 2024 | BRAZOS HALL" in white. Below this is the HAR.com logo and a colorful city skyline. The right section has a blue background with the text "GET INSPIRED, GET CONNECTED!" in white, and "HAR Members SAVE \$150" in white and red.

**inman** **CONNECT**  
AUSTIN  
WEDNESDAY, OCTOBER 9, 2024 | BRAZOS HALL

**HAR**  
com

**GET INSPIRED,  
GET CONNECTED!**

**HAR Members**  
**SAVE \$150**

For the exclusive link for HAR members, [CLICK HERE](#).



## Luncheon & Silent Auction

Friday, October 25, 2024  
Omni Houston  
4 Riverway Drive , Houston  
11 AM Silent Auction  
12 PM Luncheon



*Spirit of Courage Award Recipient:*

**Jennifer Bolin**

Jennifer faced her first breast cancer diagnosis with strength and positivity, and as she confronts a new battle, her grace and determination continue to inspire.



*MC:*

**Deborah Duncan**

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



**Purchase tickets and sponsorships at [www.nancyowens.org](http://www.nancyowens.org)**

**We look forward to seeing you!**

*Featuring Guest Speaker*

**Mark Willis**



Mark Willis, will take the stage to share an incredibly moving and personal journey that is sure to resonate with all who attend. Mark's testimony is not just a story –it's a powerful narrative of love, resilience, and unwavering support as he stood by his wife during her courageous battle with breast cancer.

Mark will share the lessons he learned, the challenges they overcame together, and how this journey has forever changed their lives. His words promise to inspire, uplift, and remind us all of the incredible power of love and hope in the face of adversity.