



The Edge

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

THIS WEEK

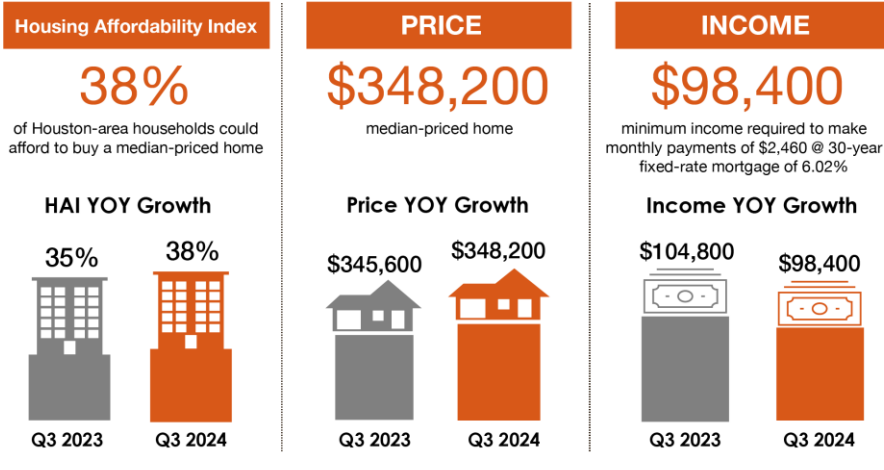


- Houston Housing Costs Ease for the First Time in Four Years
- Protecting Your Mental Health
- Volunteer for an HAR Advisory Group
- Keep Your Contacts Organized with the HAR CRM
- Register Now: FOREWARN Training and Live Q&A
- Rentals Made Easy with RentSpree

“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.

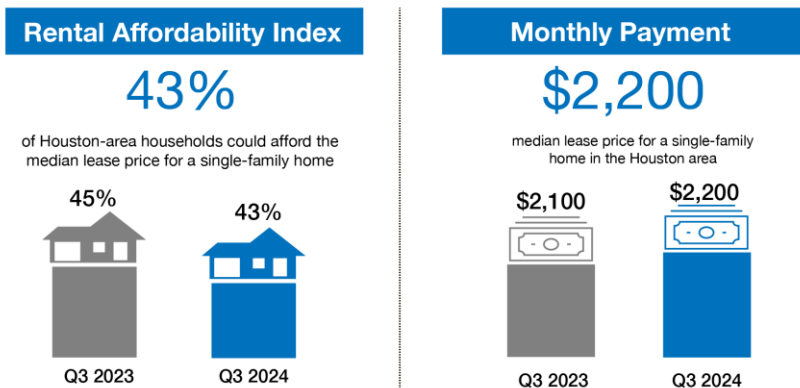
Houston Housing Costs Ease for the First Time in Four Years

HAR.com Houston Housing & Rental Affordability Q3 2024



HAR released the Q3 2024 Housing and Rental Affordability Report last week. Here are some key takeaways:

- The Houston housing market experienced a positive shift in housing affordability for the first time since 2020.
- HAR's Housing Affordability Index shows that 38% of Houston-area households could afford to purchase a median-priced home in the third quarter compared to 35% last year.
- The median home price edged up 0.8% to \$348,200.
- Households needed a minimum annual income of \$98,400 to afford a median-priced home.
- 43% of Houston-area households could afford the median lease price of \$2,200 compared to 45% of households last year..



Read the complete Q3 2024 Hottest Communities in the Houston Area Report in the [HAR Online Newsroom](#).

Protecting Your Mental Health

This week, the *HAR on the Move* podcast welcomes **HAR member and Mental Health Counselor Brian Kim** to discuss the best ways to care for and guide your clients while protecting your mental health in times of high stress and change.

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



The Edge



Information and news that gives you an edge in the real estate business.
Produced by the HAR Communications Department.

CALL *for* LEADERS in 2025



Get Involved

Deadline to apply: November 15



Volunteer for one of the many HAR advisory groups.
SIGN UP ONLINE | HAR.com/getinvolved



Build Your Relationships with HAR CRM!

Centralize Your Client Information and Interactions



CONTACTS

360-Degree Client View: Get a complete picture of each client including their property preferences, important dates, email log and future opportunities.



Platinum

Learn more at: <https://cms.har.com/har-crm/>



Register Now: FOREWARN Training and Live Q&A



SAFER SHOWINGS SMARTER ENGAGEMENTS



Know your prospect... *in seconds*



1 Receive a call



2 Enter phone #
in FOREWARN app



3 Get instant prospect info
(Identity verification, criminal history and more)

REGISTER for a
FOREWARN Training
and Live Q&A

Nov. 14 - 9 a.m.
Nov. 20 - 1 p.m.

Register NOW at
cms.har.com/forewarn



FREE for all HAR MLS Subscribers





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

November 20 at 11 a.m.

Register at
cms.har.com/rentspree