



# The Edge

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

**THIS WEEK**



- Take a FRESH Look at Houston Housing
- ICYMI: Court Grants Final Approval to NAR Settlement
- HAR & Unlock MLS Data Share | Live on Dec. 10
- Leverage the Power of the HAR CRM
- New Webinars Happening This Month | Register Now

“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

↑ **15.5%**  
**11,519**

New listings outpaced last year's volume in November. REALTORS® entered 11,519 properties into the Multiple Listing Service (MLS) compared to 9,975 in 2023. That represents an increase of 15.5%.

Source: Houston Association of REALTORS®



#### Active Listings

↑ **23.9%**  
**30,927**

Active listings, or the number of available properties, were 23.9% above where they were in November 2023. There were 30,927 available properties in the MLS versus 24,970 last year.

Source: Houston Association of REALTORS®



#### Avg. List Price

↑ **4.3%**  
**\$435,280**

The average list price increased 4.3% year-over-year in November. The ALP was \$435,280 compared to \$417,155 last year.

Source: Houston Association of REALTORS®



### Here is HAR's November 2024 FRESH (First Real Estate Snapshot of Houston):

- The Greater Houston real estate market continued its upward trajectory in November.
- **New Listings** outpaced last year's levels with REALTORS® entering 15.5% more properties into the MLS compared to November 2023.
- **Active Listings** increased 23.9% to 30,927 in November.
- The **Average List Price** for homes rose 4.3% to \$435,280.

*HAR's complete November 2024 Market Update will be distributed Wednesday, December 11.*



## ICYMI: Court Grants Final Approval to NAR Settlement

- Last week, a federal court granted final approval to the NAR settlement covering the commissions lawsuits brought by sellers in many states across the country. You may read more about this legal update [ONLINE HERE](#).
- NAR has released a series of consumer guides designed to help agents empower home buyers and sellers following recent practice changes required as part of the settlement. You may access the guides at [har.com/settlement](https://www.har.com/settlement).

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## HAR & Austin's Unlock MLS Data Share | Live on Dec. 10

HAR and Austin's MLS

# DATA SHARE

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





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

**FREE  
Course**

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### 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

December 2, 4 & 12

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



## New Webinars Happening This Month | Register Now



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Webinar Series

**6 HABITS OF HIGH PERFORMERS**

*How to thrive during stressful times*

**TUESDAY,  
DEC. 17**  
12 - 1:30 p.m.

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**AFFORDABLE HOUSING**

**WEBINAR**

**Wed, Dec. 18**  
12 - 1:30 p.m.

Homeownership:  
Resources to Becoming a Homeowner



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