

## In This Week's "The EDGE"

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"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.

*Brought to you by the HAR Communications Department.*

# A FRESH Look at Houston Housing

- The Houston housing market held to positive territory in September, but as we observed in August, it's likely that the indicators were influenced by Hurricane Harvey, which continued to hinder real estate activity during the early part of September 2017.
- HAR has just released its latest First Real Estate Snapshot of Houston (**FRESH**) Report, showing housing trends across the greater Houston area as of **September 30, 2018**.
- Our complete MLS housing report for **September 2018** will be distributed next **Wednesday, October 10**. As always, HAR will provide you with updated coverage in *The EDGE*.

## FRESH REPORT

First Real Estate Snapshot of Houston

HAR has prepared this first-day-of-the-month snapshot of local real estate market conditions to keep the media updated in between the full monthly MLS reports. This particular report provides an accounting of single-family homes activity for the full month of September 2018 compared to September 2017. Please attribute to the Houston Association of Realtors' Multiple Listing Service (MLS).

↑ 7.0%

9,433

New Listings

Hurricane Harvey continued to hinder real estate activity across greater Houston at the beginning of September 2017, which may be a factor in this year-over-year comparison. Realtors entered 9,433 new listings into the Multiple Listing Service (MLS) in September 2018 compared to 8,816 a year earlier. That accounts for a 7.0 percent increase in new listings.



↑ 7.7%

27,525

Active Listings

This statistic may also reflect the lingering effects of Hurricane Harvey on the Houston housing market in the early part of September 2017. Active listings, or the number of available properties, totaled 27,525 in September 2018 versus 25,563 in September of 2017. That represents a 7.7-percent year-over-year increase.



↑ 1.3%

\$307,202

Avg. List Price

The average list price for Houston homes rose 1.3 percent in September 2018 to \$307,202. One year earlier, in September 2017, the average list price totaled \$303,114.



Take a **FRESH** Look at Housing

Be on the lookout for HAR's monthly MLS market report for September 2018, which will be distributed next Wednesday, October 10. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

## Weekly Market Movements

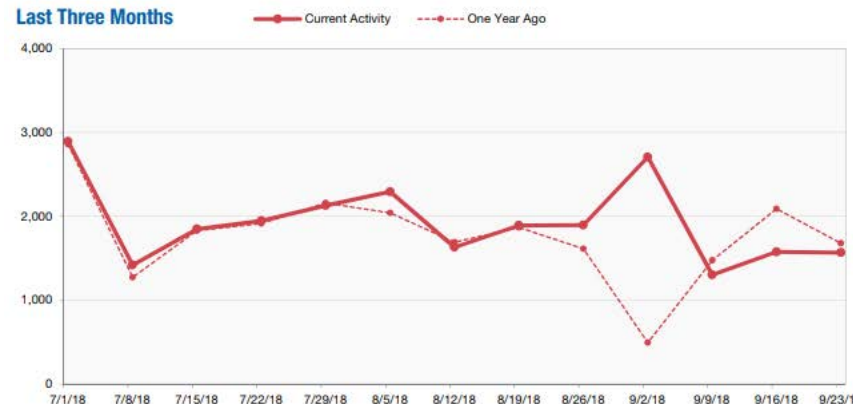
Seven years ago, FICO conducted a survey of bankers that concluded that home prices would not recover until 2020. While roughly one million people are still considered underwater in terms of home value, many people would consider the housing industry to not only be fully recovered, but flying forward toward unprecedented price points. While high prices may soon begin to turn buyers off, it will be interesting to see if there is a measurable slowdown in real estate activity versus a natural shift to balanced prices.

### In the Houston region, for the week ending September 23:

- New Listings increased 10.3% to 2,530
- Pending Sales increased 8.6% to 1,846
- Closed Sales decreased 6.6% to 1,567

## Closed Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/1/2018	2,892	2,856	+ 1.3%
7/8/2018	1,419	1,272	+ 11.6%
7/15/2018	1,847	1,830	+ 0.9%
7/22/2018	1,947	1,913	+ 1.8%
7/29/2018	2,128	2,159	- 1.4%
8/5/2018	2,293	2,041	+ 12.3%
8/12/2018	1,631	1,691	- 3.5%
8/19/2018	1,891	1,868	+ 1.2%
8/26/2018	1,895	1,611	+ 17.6%
9/2/2018	2,706	494	+ 447.8%
9/9/2018	1,302	1,473	- 11.6%
9/16/2018	1,576	2,089	- 24.6%
<b>9/23/2018</b>	<b>1,567</b>	<b>1,678</b>	<b>- 6.6%</b>
3-Month Avg	1,930	1,767	+ 9.2%

## Last Call to Catch a Rising Star



**RISING STARS** in Real Estate

**“The HEART of a HERO”**

**October 4 • Bayou City Event Center**

Don't miss out! This **Thursday, October 4**, HAR salutes the  
*20 Under 40 Rising Stars in Real Estate*  
at Bayou City Event Center.

For more information and to register, please click [HERE](#).

## Are You Getting Engaged?



Time is running out to register for  
***HAR Engage!***

Houston's premiere real estate and  
technology conference takes place on  
***Wednesday, October 24*** at the Norris  
Conference Center at CityCentre.

For a complete list of speakers and topics –  
and to register – please click [HERE](#).


# HAR TREPAC Announces *Boots & Bling* Event in Montgomery County

Don't miss Live Music, Great Food,  
Dancing and Silent Auction ...

Tuesday, October 16  
6 to 10 p.m.  
Dosey Doe

Buy tickets online [HERE!](#)

HAR Montgomery County Presents:



# Boots & Bling

DOSEY DOE  
25911 I-45 NORTH  
THE WOODLANDS, TX 77380

Live Music by:  
The Mike Donnell Band

All proceeds count toward your 2019 TREPAC investment.

- \$50 – "Boot Scootin' Boogie" Single Ticket
- \$110 – "The Dance" Couples Ticket
- \$150 – "Sunshine & Whiskey" VIP Package Ticket
- \$250 – VIP Couples Package
- \$1,000 – Diamond VIP Table (Only 4 Available)

For more information and to purchase tickets, please visit: [www.har.com/montgomerycounty](http://www.har.com/montgomerycounty)

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




## Get Your Ticket to HCP Success

The HAR Professional Development Department now offers a series of six courses enabling members to become an HAR Contracts Pro (HCP). For schedule information and registration, click [HERE](#) today!

**Course Accountability Form**  
For more information on these courses visit [www.har.com/edu](http://www.har.com/edu)

Course	Date	Instructor Initials
<b>Contracts 101A</b> <small>(Contracts 101 &amp; Addenda courses taken prior to January 2018 will supplement)</small>		
<b>Contracts 101B</b>		
<b>Contracts 201A</b> <small>(Contracts 201 &amp; Addenda courses taken prior to January 2018 will supplement)</small>		
<b>Contracts 201B</b>		
<b>Multiple Offers "Putting the Pieces Together"</b>		
<b>Intermediary- Solving the Mystery</b>		

  
**HAR Professional Development Department**  
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Fax: 713-622-3338  
Email: [education@har.com](mailto:education@har.com)



**Homes And Rentals**  
Connecting home sellers, buyers and renters with REALTORS.®



# HCP

HAR Contracts Pro

This certification is earned after the completion of a series of six HAR classes designed to enhance the comprehension of TAR & TREC forms, multiple offers and intermediary rules. After earning the HCP, the agent will possess a high level of knowledge on best practices, ethical rules and completing these forms with confidence & expertise.