

## 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.*

# Houston Housing Market Cools in September

HAR will release **September 2018** MLS statistics this Wednesday. Here is an advance look at some of the key take-aways of the report:

- The Houston housing market saw sales cool in September, as 6,548 single-family homes sold versus 6,953 a year earlier. That represents 5.8 percent year-over-year decline.



- On a year-to-date basis, however, home sales are running 5.6 percent ahead of 2017's record volume.
- Single-family home prices reached September highs, with median price up a fractional 0.2 percent to \$232,500 and average price up 1.7 percent to \$295,765.
- Inventory held steady at a 4.0-months supply, slightly below the national level of 4.3 months reported by NAR.
- Leasing activity fell in September, with single-family home rentals declining 35.4 percent year-over-year and rentals of townhomes and condominiums dropping 44.5 percent.

*The complete September 2018 market report will be posted in the [HAR Online Newsroom](#) beginning this Wednesday, October 10.*



## Weekly Market Movements

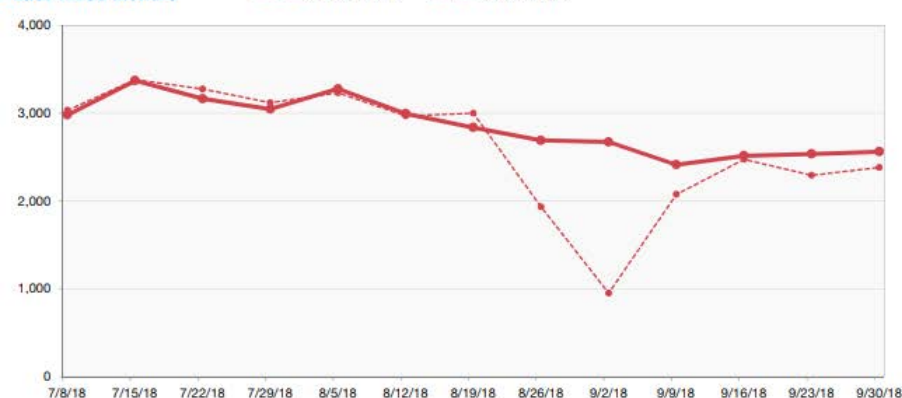
The U.S. unemployment rate recently dropped to 3.7 percent – its lowest mark since December 1969. The economy continues to bear impressive fruit within and outside of residential real estate, and the Federal Reserve has reacted by raising the benchmark federal funds rate by a quarter of a percentage point – the third rate hike of 2018. While this may be undesirable news for those carrying high credit debt, it is also a reflection of a bright economic outlook.

### In the Houston region, for the week Ending September 30:

- New Listings increased 7.5% to 2,561
- Pending Sales increased 2.0% to 1,767
- Closed Sales increased 7.9% to 2,301

### New Listings

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/8/2018	2,980	3,033	- 1.7%
7/15/2018	3,370	3,382	- 0.4%
7/22/2018	3,165	3,276	- 3.4%
7/29/2018	3,046	3,120	- 2.4%
8/5/2018	3,277	3,231	+ 1.4%
8/12/2018	2,995	2,968	+ 0.9%
8/19/2018	2,837	3,000	- 5.4%
8/26/2018	2,690	1,934	+ 39.1%
9/2/2018	2,673	952	+ 180.8%
9/9/2018	2,413	2,076	+ 16.2%
9/16/2018	2,516	2,474	+ 1.7%
9/23/2018	2,536	2,294	+ 10.5%
<b>9/30/2018</b>	<b>2,561</b>	<b>2,383</b>	<b>+ 7.5%</b>
3-Month Total	37,059	34,123	+ 8.6%

## HAR Sparkles With a DIAMOND



- The National Association of REALTORS® (NAR) has awarded HAR's International Advisory Group the DIAMOND Global Achievement Award.
- In 2016, NAR established a new, higher level award for Global Achievement that recognizes advisory groups (councils) that consistently performed at the highest level for six years.
- It determined that HAR International achieved that status in 2018, showing the highest level of service to global members by consistently providing them with the tools they need to handle international real estate in addition to connecting to the global community in the Houston area.
- The DIAMOND award will be formally presented to HAR International during NAR's 2018 International Night Out Awards Ceremony on Saturday, November 3 at The Westin Copley Place in Boston.



## Don't Miss This Engagement

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 Presents *Boots & Bling* 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.

# Designate Yourself for Success

## Graduate REALTOR® Institute (GRI): Contracts to Closing

Topics of this four-day course include Finance, Residential Contracts, Appraisal, CMA & Pricing and Diversity & Fair Housing. The GRI designation, composed of three courses, is the most widely recognized of the national real estate designations. The courses may be taken in any order and satisfy 10 hours of elective CE or 30 hours SAE. Please confirm your eligibility and review the requirements necessary to earn this designation by visiting the designation holder's site or contacting the HAR Professional Development department.

**Dates:** October 25, 26, 29 & 30

**Time:** 8:15 a.m. to 5 p.m. each day

**Location:** HAR Montgomery County

**Investment:** \$295 (for members) / \$325 (non-member fee)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6