



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.

Minimize Real Estate Dangers

Throughout the year, HAR has posted various safety and scam warnings for members, ranging from wire fraud to the return of the “foot fetish creep” to thefts at open houses and more. *Inman News* has just published an informative online guide to REALTOR® safety that is well worth reading and heeding – not only to ensure your safety, but the safety of your associates and clients as well.

- According to the U.S. Bureau of Labor Statistics, there were 91 fatal injuries in real estate sales and rentals in 2016, up from 64 the year before — a fatality rate of 3.2 percent per 100,000 workers.
- Unfortunately, real estate agents face risks on the job every day. An *Inman* targeted survey in which 73 percent of the respondents were female agents found that nearly 9 percent of respondents had been threatened or attacked. More than 5 percent said they were forced to use a gun. Others said they deployed a smartphone safety app.
- Respondents felt least safe when door knocking and meeting with new clients or showing homes to potential clients, the survey found. One respondent noted that assaults were under-reported.
- Read [Inman's Essential Guide to Agent Safety](#) to learn more.

If you're not already enjoying the FREE Inman Select subscription that comes with your HAR membership, [sign up HERE today!](#)

inman **SELECT**

Midterm Elections Loom

Early voting in the Tuesday, November 6 elections begins next Monday, October 22, and continues through Friday, November 2.



- Click [HERE](#) for a complete list of HAR's recommended candidates.
- Click [HERE](#) for county-specific voting information.
- If you are interested in serving on one of HAR's Governmental Affairs committees in 2019, please visit www.har.com/getinvolved.



Weekly Market Movements

Residential real estate continues to churn out impressive numbers as we reach deeper into autumn. In many markets, new listings and/or pending sales are still outperforming the results from this same time last year. When the economy is strong, buyers and sellers will remain active beyond the more traditional selling season. Predictions for a slowdown are rolling in, but we're not there yet. Let's take a look at what's happening locally.

Closed Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/15/2018	1,847	1,830	+ 0.9%
7/22/2018	1,947	1,913	+ 1.8%
7/29/2018	2,129	2,159	- 1.4%
8/5/2018	2,295	2,041	+ 12.4%
8/12/2018	1,631	1,691	- 3.5%
8/19/2018	1,895	1,868	+ 1.4%
8/26/2018	1,894	1,611	+ 17.6%
9/2/2018	2,718	494	+ 450.2%
9/9/2018	1,313	1,473	- 10.9%
9/16/2018	1,592	2,089	- 23.8%
9/23/2018	1,617	1,678	- 3.6%
9/30/2018	2,362	2,132	+ 10.8%
10/7/2018	1,393	1,274	+ 9.3%
3-Month Avg	1,895	1,712	+ 10.7%

In the Houston region, for the week ending October 7:

- New Listings increased 6.1% to 2,708
- Pending Sales increased 14.6% to 1,859
- Closed Sales increased 9.3% to 1,393

Don't Miss HAR TREPAC's *Boots & Bling* THIS TUESDAY in Montgomery County

Live Music, Great Food, Dancing and
Silent Auction


Tuesday, October 16

from 6 to 10 p.m.

at Dosey Doe in The Woodlands

Tickets still available [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

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.

A REALTOR®'S Survival Guide

Understanding the City of Houston's Floodplain Ordinance

This class provides valuable information to REALTORS® about the Houston Floodplain Ordinance, City Code of Ordinance Chapter 19. How does the ordinance impact your ability to buy and sell real estate? This training session will discuss how Chapter 19 affects private property rights throughout the Houston MSA.

**This class is approved for 2 hours of CE credit.*

Dates: Throughout October and November

Time: 9 to 11 a.m. or 1 to 3 p.m.

Location: HAR Central

Investment: \$25

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6