

In This Week's "The EDGE"

- Early Voting Has Begun!
- Weekly Market Movements
- Beware of Text Scam Targeting HAR Members!
- Make Sure to Watch HAR's #MemberFocusMonday
- Learn about the City of Houston's Floodplain Ordinance

"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.

Early Voting Has Begun!

Early voting in the Tuesday, November 6 elections began 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.

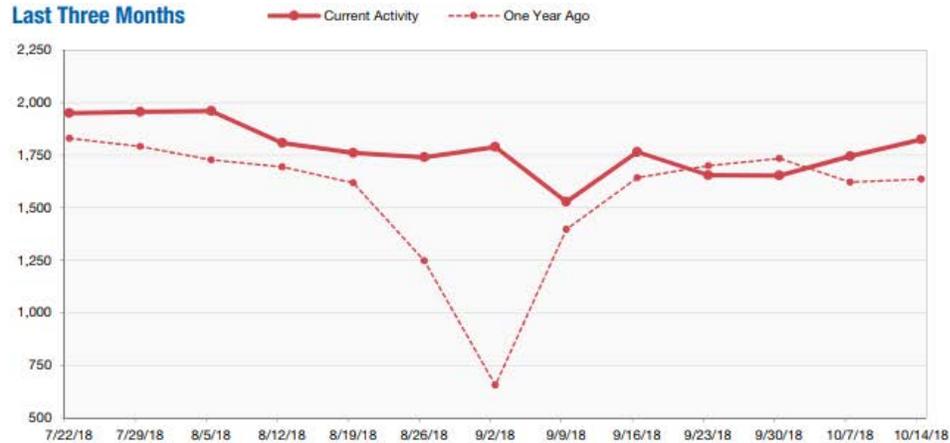


Weekly Market Movements

It is that rare two-week window when not only politicians battle each other in order to convince voters who is best, but when professional football, baseball, hockey and basketball teams are battling for dominance in their respective sports. Competition is in the air, and yet the bulk of residential real estate markets across the country continue to enjoy a fair and balanced playing field. Even inventory, which has been down for years, is not looking so far from year-ago levels.

Pending Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/22/2018	1,950	1,830	+ 6.6%
7/29/2018	1,956	1,791	+ 9.2%
8/5/2018	1,960	1,727	+ 13.5%
8/12/2018	1,808	1,694	+ 6.7%
8/19/2018	1,761	1,618	+ 8.8%
8/26/2018	1,740	1,248	+ 39.4%
9/2/2018	1,789	656	+ 172.7%
9/9/2018	1,528	1,397	+ 9.4%
9/16/2018	1,765	1,643	+ 7.4%
9/23/2018	1,655	1,700	- 2.6%
9/30/2018	1,653	1,734	- 4.7%
10/7/2018	1,745	1,622	+ 7.6%
10/14/2018	1,825	1,636	+ 11.6%
3-Month Total	23,135	20,296	+ 14.0%

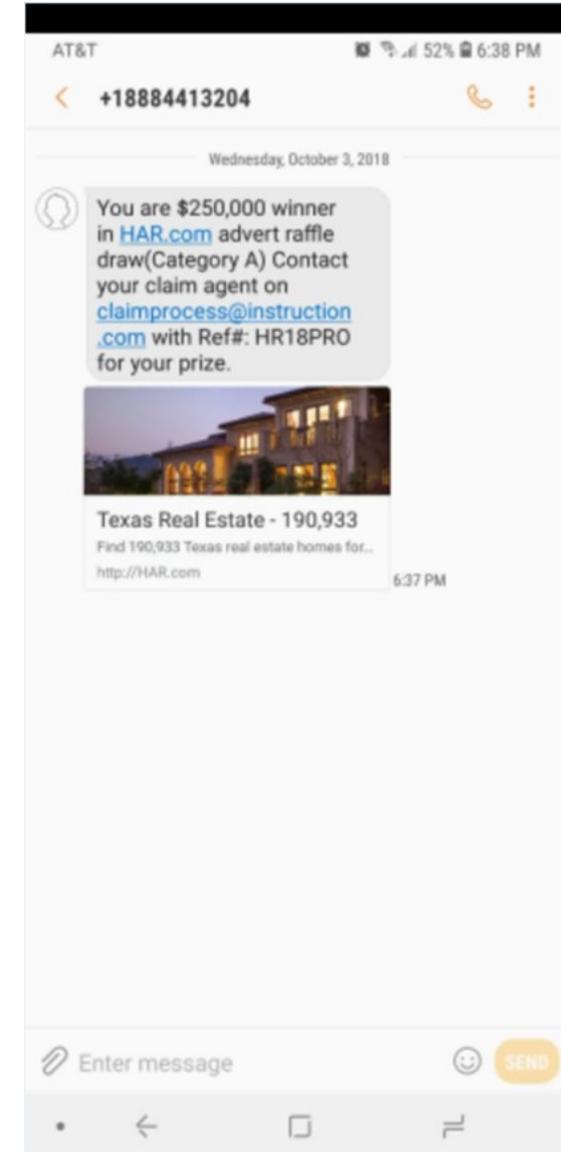
In the Houston region, for the week ending October 14:

- New Listings increased 8.0% to 2,701
- Pending Sales increased 11.6% to 1,825
- Closed Sales decreased 11.2% to 1,153

Beware of Text Scam Targeting HAR Members!

We have been receiving calls and emails from members who have received texts claiming they won \$250,000 in an HAR.com raffle.

- 1) HAR.com does not have a raffle.
- 2) HAR.com would never have a \$250,000 raffle.
- 3) If you receive the text, please don't respond, but do email it to communications@har.com so we may track them.





Make Sure to Watch HAR's #MemberFocusMonday

- Every Monday at 9 a.m., HAR goes LIVE on Facebook to talk about some HAR or industry information.
- Next Monday will have real estate guru Jeremy Conaway back for an industry update.
- Just “LIKE” HAR.com on Facebook and then under the Following tab on the HAR.com page make sure Notifications are set to “All On” to be alerted when we go live.



HAR Consultant Jerermy Conaway and HAR Social Media Manager Cristina Schaefer

A REALTOR'S SURVIVAL GUIDE TO THE CITY OF HOUSTON'S FLOOD PLAIN ORDINANCE

Providing in depth, valuable information to Realtors about the Houston Floodplain Ordinance, City Code of Ordinance Chapter 19. How does the Floodplain Ordinance impact your ability to buy and sell real estate? This training will discuss how Chapter 19 will affect private property rights in the Houston MSA.

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

Dates: Ongoing in October & November

Time: 9am-11am or 1pm-3pm

Location: HAR Central

Investment: \$25

Sign Up Today @ https://www.har.com/education/course_detail/5/1105