

In This Week's "The EDGE"

- Tuesday is Election Day
- Get Involved With YOUR Association
- The Time to Celebrate is Near
- Weekly Market Movements
- Designate Yourself for Success

"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.

Tuesday is Election Day

For those who did not take advantage of early voting, polls are open from 7 a.m. to 7 p.m. on Tuesday, November 6.

- 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.



Get Involved With YOUR Association



Interested in getting involved with HAR in 2019 as more than just a member? Time is running out to apply for the various HAR advisory groups and area networking organizations. This is really where the rubber meets the road. These panels also serve as excellent training grounds for anyone interested in moving up in HAR leadership. Please visit www.HAR.com/getinvolved and sign up by Monday, November 26.

The Time to Celebrate is Near



- HAR's much-anticipated **REALTOR® Celebration** gala at the Houston Country Club is just around the corner!
- Join us on the evening of **Thursday, December 13** for all the festivities!
- The 2019 Board of Directors, Executive Committee and incoming Chair, Shannon Cobb Evans, will be sworn into office.
- Industry honors – 2018 Co-REALTORS® of the Year and two John E. Wolf Community Service Awards – will also be presented.

For information about sponsorship opportunities, contact Aracely Arrazolo at 713-629-1900 x204 or aracely.arrazolo@har.com.



Weekly Market Movements

Real estate professionals from around the globe recently gathered in Boston to network, teach, learn and share at the National Association of REALTORS® Conference and Expo. It is an annual tradition that has been going strong since 1908. An organized real estate industry is a healthy one that can have a positive effect on real estate transactions and beyond. The relative market balance being experienced across the nation can't entirely be attributed to REALTOR® cooperation, but it certainly doesn't hurt.

In the Houston region, for the week ending October 28:

- New Listings increased 4.5% to 2,438
- Pending Sales increased 9.7% to 1,771
- Closed Sales decreased 12.0% to 1,552

Closed Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/5/2018	2,295	2,041	+ 12.4%
8/12/2018	1,633	1,691	- 3.4%
8/19/2018	1,898	1,868	+ 1.6%
8/26/2018	1,897	1,611	+ 17.8%
9/2/2018	2,726	494	+ 451.8%
9/9/2018	1,315	1,473	- 10.7%
9/16/2018	1,600	2,089	- 23.4%
9/23/2018	1,624	1,678	- 3.2%
9/30/2018	2,397	2,132	+ 12.4%
10/7/2018	1,444	1,274	+ 13.3%
10/14/2018	1,187	1,299	- 8.6%
10/21/2018	1,565	1,534	+ 2.0%
10/28/2018	1,552	1,763	- 12.0%
3-Month Avg	1,779	1,611	+ 10.4%

Designate Yourself for Success

GRI Marketing: Business Skills

The GRI designation is the most widely recognized of the national real estate designations. This is a four-day course. Topics include seller services, buyer services, technology and the environment/green building. 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: November 8, 9, 12 & 13

Time: 8:15 a.m. to 5 p.m.

Location: HAR Bay Area

Investment: \$295

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6