



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 Real Estate On Track for Another Record Year

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

- Home sales slowed slightly in November, but not enough to knock the market off its record-setting pace. A total of 6,159 single-family homes sold versus 6,285 a year earlier. That's a 2.0 percent decline.



- On a year-to-date basis, home sales are 4.6 percent ahead of 2017's record volume.
- Single-family home prices reached November highs, with median price up 4.4 percent to \$235,000 and average price up 4.3 percent to \$295,084.
- Inventory edged up to a 3.9-months supply, below the national level of 4.3 months reported by NAR.
- Leasing activity had a solid performance in November, with single-family home rentals up 15.3 percent year-over-year and rentals of townhomes and condominiums up 0.6 percent.

The complete November 2018 market report will be posted in the [HAR Online Newsroom](#) beginning this Wednesday, December 12.



Weekly Market Movements

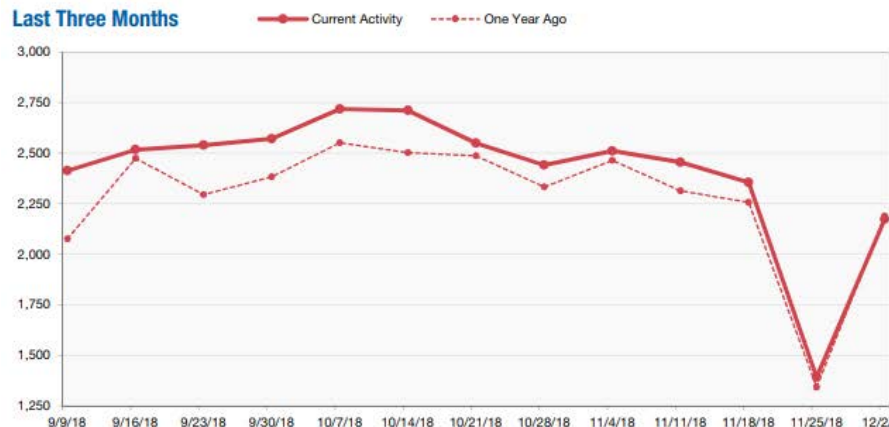
While recent stock market activity has displayed some heart-pounding drops and rallying rises, that volatility has not created the same tidal waves within residential real estate. Increasing home prices and mortgage rates have indeed created a sense of immediacy for some buyers and turned others away due to affordability concerns, but these decisions appear to be rooted in longer-term trends rather than the effects of a media headline or presidential tweet.

In the Houston region, for the week Ending December 2:

- New Listings decreased 0.7% to 2,173
- Pending Sales increased 3.9% to 1,617
- Closed Sales decreased 7.2% to 2,032

New Listings

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
9/9/2018	2,413	2,076	+ 16.2%
9/16/2018	2,517	2,474	+ 1.7%
9/23/2018	2,539	2,294	+ 10.7%
9/30/2018	2,571	2,383	+ 7.9%
10/7/2018	2,718	2,551	+ 6.5%
10/14/2018	2,711	2,502	+ 8.4%
10/21/2018	2,549	2,487	+ 2.5%
10/28/2018	2,441	2,333	+ 4.6%
11/4/2018	2,511	2,464	+ 1.9%
11/11/2018	2,455	2,313	+ 6.1%
11/18/2018	2,355	2,257	+ 4.3%
11/25/2018	1,392	1,343	+ 3.6%
12/2/2018	2,173	2,189	- 0.7%
3-Month Total	31,345	29,666	+ 5.7%



Real Estate's Heavy Hitters Join *HAR on the move*

The *HAR on the move* podcast brings you heavy hitters from the real estate industry. This week's guest is *Inman News* founder/owner Brad Inman. And next week, we'll feature HAR President and CEO Bob Hale. HAR's official weekly podcast, *HAR on the move* covers a wide range of real estate topics that our members care about most. Listen in your car, at the gym, even while shopping! New shows come your way every Wednesday!

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



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YPN Presents:

A 2019 Economic Forecast with Dr. Ted C. Jones



Presented By:
Ted C. Jones PhD
Chief Economist – Stewart Title

JANUARY 9, 2019
11:30 a.m. – 1 p.m.

Norris Conference Center
816 Town & Country Blvd.

Table of 10 • \$400
Individual Tickets • \$35

[Sign up HERE today](#)
under
“YPN 2019 Economic
Forecast with Dr. Ted C.
Jones.”

Questions or Need Info? Email roz@har.com

Ticket price non-refundable, transferable. Complimentary parking on roof level only.



HAR Dues Billing & TREPAC

Here are some important basics about how important TREPAC is and how you can choose to make your investment with your annual HAR dues.

- Investing in TREPAC is investing in your career and your industry!
- Invest in TREPAC and you are helping to protect the private property rights of your clients and all Texas homeowners.
- TREPAC is reflected on your dues invoice in amounts between \$50 and \$110, depending on what you invested in 2018.
- TREPAC is voluntary and you can edit your investment on your dues by clicking on the blue “Modify” link on the third page of the dues system before you select your payment options.



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Review Payment Info for Kenya I. Burrell-VanWormer

You selected the following invoices to pay. Click the appropriate payment button, or click Cancel to change your selections.

Invoice	Date	Office	Balance Due	Minimum to Pay
3810798	10/11/18	KBurrell Properties	439.00	439.00
			Total Selected	439.00
***TREPAC Investment		(Recommended Amount 110.00)		Modify 110.00
Total To Be Paid				549.00

Credit Card TeleCheck Cancel

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Houston Association of REALTORS
E-mail: memberservices@har.com

Your Governmental Affairs Team Wants You to Know...

- Missouri City elects Yolanda Ford as Mayor, Chris Preston for third term as City Council. Read about Ford's victory [HERE](#).
- Senate District 6 Special Election to replace Congresswoman-Elect Sylvia Garcia is Tuesday, December 11. For more information, visit www.harrisvotes.com.
- The 86th Legislative Session begins on Tuesday, January 8.
- REALTOR® Day at the Texas Capitol is Tuesday, March 26.



Secrets of Top-Selling Agents

At this live training session, top agent and real estate speaker Sherri Johnson will teach you how to develop unique selling styles and techniques for converting even the toughest open house leads into listing appointments. In this fast-paced class Sherri will show you how to maximize results at your next open house and her secrets for making \$50,000 or more! You don't want to miss this 3-hour training event.

[Secure your seat HERE today!](#)

In this free training session, Sherri will teach you how to create a pipeline worth over \$10 million in listing and buyer leads, convert FSBOs and expired listings, turn three hours a week into profit, use six powerful closing scripts, make more and work less, plus more proven tips and secrets!

Come early! Free continental breakfast starting at 8 a.m. and complimentary self-parking!
Program begins promptly at 9 a.m.

Tuesday, December 18, 2018 from 9 a.m. to 12 p.m.
Sugar Land Marriott Town Square
16090 City Walk – Sugar Land, TX 77479

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