



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.



HAR President & CEO Bob Hale Joins *HAR on the Move*

- The *HAR on the Move* podcast brings you real estate industry thought leaders. This week's guest is HAR President & CEO Bob Hale, who discusses 2018 highlights and 2019 expectations. Last week, we heard from *Inman News* founder and owner Brad Inman.
- HAR's official weekly podcast, *HAR on the Move* covers a wide range of important real estate topics. 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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News From HAR's Governmental Affairs Team



Carol Alvarado

- The Senate District 6 Special Election was held on December 11 – and the winner is Carol Alvarado! Her State Representative District 145 will be filled after another special election to be announced soon.
- The 86th Legislative Session begins on Tuesday, January 8.
- REALTOR® Day at the Texas Capitol is Tuesday, March 26.



The Dues & Don'ts of 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

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



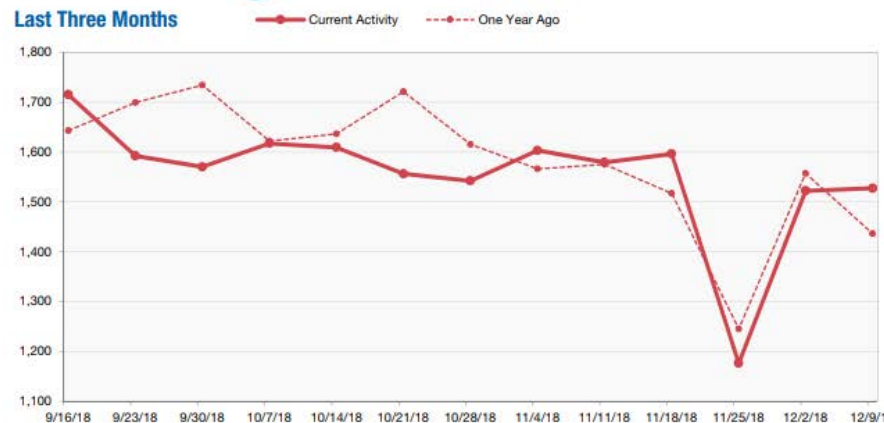
Weekly Market Movements

The month of December often equates to a full-scale slowdown in residential real estate, as thoughts shift from buying homes to buying gifts and plane tickets to visit family and friends. This year could be different. The Federal Reserve is set to raise interest rates one more time in 2018. Interest rate hikes don't necessarily create mortgage rate hikes, but they can. This may cause more purchase offers ahead of deeper affordability concerns in 2019.

In the Houston region, for the week Ending December 9:

- New Listings increased 14.5% to 2,152
- Pending Sales increased 6.3% to 1,527
- Closed Sales decreased 3.1% to 1,284

Pending Sales



For the Week Ending	Current Activity	One Year Previous	+ / -
9/16/2018	1,715	1,643	+ 4.4%
9/23/2018	1,592	1,699	- 6.3%
9/30/2018	1,570	1,734	- 9.5%
10/7/2018	1,617	1,622	- 0.3%
10/14/2018	1,609	1,636	- 1.7%
10/21/2018	1,556	1,721	- 9.6%
10/28/2018	1,542	1,615	- 4.5%
11/4/2018	1,603	1,566	+ 2.4%
11/11/2018	1,579	1,575	+ 0.3%
11/18/2018	1,596	1,517	+ 5.2%
11/25/2018	1,176	1,245	- 5.5%
12/2/2018	1,522	1,557	- 2.2%
12/9/2018	1,527	1,436	+ 6.3%
3-Month Total	20,204	20,566	- 1.8%



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.

Fine-Tune Your Business Skills

GRI Marketing

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: January 8, 9, 15 & 16

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

Location: [Decorative Center Houston, 5120 Woodway, 5th Floor, 77056](#)

Investment: \$295

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6