



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 Breaks Records in 2018

HAR released **December/Full-Year 2018** MLS statistics last week. In case you missed the report, here are some key take-aways:

- Despite uncertainty amid Houston's ongoing recovery from Hurricane Harvey, 2018 proved to be a record year for Houston home sales with 82,177 single-family homes sold versus 79,143 in 2017, the last record-setting year. That represents an increase of 3.8 percent;
- Total dollar volume for full-year 2018 soared 21.5 percent to \$28 billion.
- Single-family home prices reached December highs, with median price up 3.4 percent to \$240,000 and average price up 4.7 percent to \$306,314.
- Inventory edged up to a 3.5-months supply, below the national level of 3.9 months reported by NAR.
- Houston's lease market had a positive performance in December. Single-family home leases climbed 13.2 percent and townhome/condominium leases edged up 1.6 percent.



The complete December/Full-Year 2018 market report is posted in the [HAR Online Newsroom](#).



Weekly Market Movements

The start of a new year often creates a desire to resolve to do something different. Weight loss through a combination of regular exercise and healthy eating is often at the top of the list, followed by learning a new skill, quitting smoking, reading more, spending more time with loved ones, getting more organized, traveling and saving money. Annual evidence indicates that a bump in listing and buying activity also occurs each January, which appears to be the case again in 2019 for much of the country.

In the Houston region, for the week Ending January 6:

- New Listings decreased 9.1% to 1,907
- Pending Sales increased 6.0% to 1,142
- Closed Sales increased 61.0% to 1,085

New Listings

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
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	1,395	1,343	+ 3.9%
12/2/2018	2,185	2,189	- 0.2%
12/9/2018	2,163	1,879	+ 15.1%
12/16/2018	2,030	1,725	+ 17.7%
12/23/2018	1,672	1,327	+ 26.0%
12/30/2018	921	918	+ 0.3%
1/6/2019	1,907	2,097	- 9.1%
3-Month Total	27,295	25,834	+ 5.7%



Dr. Ted Jones Looks Into His Crystal Ball for 2019

If you missed Stewart Title Chief Economist and former HAR Chairman Dr. Ted C. Jones' 2019 economic forecast for the Houston market last week, you're in luck. His report is available online [HERE!](#)



Get Your Capitol Connection



- HAR's Governmental Affairs team reminds you that the 86th Legislative Session opened on January 8.
- Stay on top of all the activities in Austin by subscribing to TAR's *Legislative Liaison*.
- This newsletter explains legislative activities from a real estate perspective.
- It is typically delivered once per week during the session — usually on Fridays.
- If you aren't already a subscriber, please sign up [HERE](#).
- And don't forget: REALTOR® Day at the Texas Capitol is Tuesday, March 26.

Is Video Part of Your Marketing Arsenal?

- Are you using video to market your listings or your real estate business in general? Do you tremble at the very thought of being on camera? HAR Director of Video Services, Claudia Hernandez, explains how you are missing out on one of the most effective and affordable marketing tools today if video is not part of your business outreach. Claudia is this week's guest on ***HAR on the move***.
- HAR's official weekly podcast, ***HAR on the move*** covers a variety of real estate topics that our members care about most. Listen in your car, at the gym, even while shopping!
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Designate Yourself for Success

Graduate REALTOR® Institute (GRI): Contracts to Closing

Topics of this four-day course include Finance, Residential Contracts, Appraisal, CMA & Pricing and Diversity & Fair Housing. The GRI designation, composed of three courses, is the most widely recognized of the national real estate designations. 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 29 - 30 and February 5 - 6

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

Location: HAR Central

Investment: \$295 (for members)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6