

## 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 By The Numbers

- We've told you how the Houston housing market is doing, but how is the local economy performing as a whole? What's happening with jobs? What industries are thriving? Who's moving here anyway and what about traffic? Find out this Wednesday when the *HAR On the Move* podcast welcomes **Patrick Jankowski, Senior VP of Research for the Greater Houston Partnership (GHP)**. Patrick shares his expertise on the economic engines that power Houston, including real estate.
- HAR's official weekly podcast, *HAR on the Move* covers a variety of real estate topics that HAR members care about most. Listen in your car, while working out...even while shopping.
- New shows every Wednesday!

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## Weekly Market Movements

Although snow and cold have affected a sizable portion of the nation this January, the initial assessment of early-year weekly real estate trends indicates a healthy level of new listings in many housing markets – even in wintry locales. Pending sales figures are generally showing a healthy balance compared to last year at this time. Combined with favorable mortgage rates, these early indicators bode well for active real estate markets across the nation. Let's look at what happened locally.

### In the Houston region, for the week ending January 20:

- New Listings increased 34.9% to 2,820
- Pending Sales increased 24.4% to 1,852
- Closed Sales increased 4.1% to 980

### New Listings



For the Week Ending	Current Activity	One Year Previous	+ / -
10/28/2018	2,441	2,333	+ 4.6%
11/4/2018	2,511	2,464	+ 1.9%
11/11/2018	2,454	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	1,674	1,327	+ 26.1%
12/30/2018	921	918	+ 0.3%
1/6/2019	1,914	2,097	- 8.7%
1/13/2019	2,607	2,427	+ 7.4%
<b>1/20/2019</b>	<b>2,820</b>	<b>2,091</b>	<b>+ 34.9%</b>
3-Month Total	27,470	25,363	+ 8.3%

## Don't Miss The Bus

# SAVE THE DATE



TUESDAY  
**MARCH 26**  
**2019**  
AUSTIN, TX

REGISTER ONLINE [www.har.com/realtorday](http://www.har.com/realtorday)

For information contact Amber Burton Alfred at [amber.burton@har.com](mailto:amber.burton@har.com)

- The HAR Governmental Affairs department invites you to join your fellow Texas REALTORS<sup>®</sup> for **REALTOR<sup>®</sup> Day at the Texas Capitol** in Austin, on Tuesday, March 26.
- This promises to be an informative and fun day in Austin, as you network with fellow REALTORS<sup>®</sup> from across the state and meet with state lawmakers to discuss matters of concern to the real estate industry.
- HAR has buses departing from SIX convenient Houston-area locations!

*For more information and to register, click [HERE](#) today!*



## Prepare Your Career for Blast-Off

### HAR REALTOR® Launch: Your Path to Success

This intensive, four-day course will provide insights into how to handle your transaction from contracts to closing. The program includes tools such as Prospecting, How to Create Business, Buyers and Seller's Expectations, Understanding Your Role Before, During and After the Transaction, Insight in the Ancillary Roles by Subject Matter and Experts (such as appraisers, inspectors, lenders, title companies, home warranty reps and much more). You will receive hands-on, interactive training to help you with your business before you even have business.



**Dates:** February 7, 14, 21 and 28

**Location:** HAR Central

**Time:** 8:30 a.m. to 5 p.m.

**Investment:** \$249 (use code Launch2019 to receive a \$50 discount)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6