In This Week's "The EDGE"

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- Weekly Market Movements

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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.

A FRESH Look at Houston Housing

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- FRESH on the heels of a record year for Houston home sales, the market is off to a strong start in 2019.
- HAR has released the First Real Estate Snapshot of Houston (FRESH) Report for January 2019, and the arrows are all pointing upward.
- New listings, active listings and average list price all rose across the greater Houston area between January 1 and January 31, 2019.
- Our comprehensive January MLS housing report will be distributed next **Wednesday, February 13.**
- As always, HAR will provide you with updated coverage in *The EDGE*.



Weekly Market Movements

The unemployment rate rose to 4.0 percent last month, a seven-month high. This may prove to be a forgettable blip, as other economic indicators are showing continued strength in the job force, including 100 straight months of employment gains punctuated by the most hiring in 11 months. The construction sector had its best month of employment since last February. With the Fed holding off on further interest rate increases, 2019 is beginning favorably for residential real estate.

In the Houston region, for the week ending January 27:

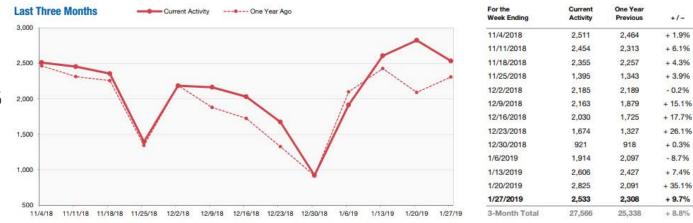
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- New Listings increased 9.7% to 2,533
- Pending Sales increased 17.8% to 1,893
 - Closed Sales decreased 21.7% to 896

New Listings



Enter the Commercial Gateway

 Did you know that HAR has an entire team dedicated to commercial real estate services? Commercial transactions are a big part of the Houston real estate landscape. Learn more this Wednesday when the HAR On the Move podcast welcomes Anthony Petry, Operations Manager for Commercial Gateway (CommGate), HAR's commercial division. Anthony shares his expertise with us on the commercial side of Houston real estate.

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- 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 exercising ... even while shopping.
- New shows every Wednesday!

Subscribe today wherever podcasts are available or visit <u>HAR Connect</u> for the latest episode.



Get On the Bus to Austin



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REGISTER ONLINE www.har.com/realtorday For information contact Amber Burton Alfred at amber.burton@har.com

- HAR's Governmental Affairs department invites you to join your fellow Texas REALTORS[®] for REALTOR[®] Day at the Texas Capitol in Austin on Tuesday, March 26.
- This will be an informative and fun day as you meet with state lawmakers to discuss matters affecting the real estate industry.
- Appraisal reform, eminent domain, homeowners associations, infrastructure, county rulemaking authority and school finance are among the issues to be tackled this legislative session.
- HAR has buses departing from SIX convenient Houston-area locations!

For more information and to register, click <u>HERE</u> today!



Expand Your Business to the High End Certified Luxury Home Marketing Specialist (CLHMS)

Take the first step to growing your business with *Luxury Live* training. During this two-day luxury home marketing training program, you will learn how to brand yourself, win affluent clientele and market high-end properties. With proven Institute training and tools, you'll be on your way to luxury success.



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 Dates: Thursday & Friday, February 7 - 8
Location: HUB International Personal Insurance 10777 Westheimer Rd., Suite 110 Houston, TX 77042
Investment: \$550 (Includes training and a one-year membership to Luxury Network, Tools and Training)

Register <u>HERE</u> today!

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Questions? Please call 832.681.5020